

# Claims Education

INTERNATIONAL INSURANCE INSTITUTE *e*magazine

## TRAINING || TALK

In this issue we feature a story about Latitude Subrogation Services and its successes in the business world by remaining true to its core values. Latitude has been a loyal supporter of our Claims Education Conference for a number of years, and I have often had the privilege to interact with the good people who run the company. Along with some comments from current clients that I have included in the article, I add myself to the list of people who can attest to the fact that they live by their core values daily.

Also see our News Briefs section for information about last year's joint conference between International Insurance Institute, American Educational Institute and The Society of Claim Law Associates which took place November 7 – 9 in Orlando, FL.

This issue we welcome quite a few new customers, especially on the international level. See if there is anyone you know in the News Briefs section.

Our Feature Course section provides information on our latest addition of our highlighted workshop, "Consistency in Evaluating Workers' Compensation Claims."

As always, we here at International Insurance Institute welcome your contributions to CEM and encourage you to contact Karla Alcerro at [karla@insuranceinstitute.com](mailto:karla@insuranceinstitute.com) for any input. Please feel free to direct any questions, feedback, articles, claims success stories, and/ or even topics that you would like to see discussed in the magazine. ■



**Carl Van**  
President and CEO  
International  
Insurance Institute

## FEATURE || STORY

# LIVING BY CORE VALUES

*Latitude Subrogation Lives Its Brand*

BY CARL VAN, ITP

Many companies have stated core values, but few live up to them day in and day out. Latitude Subrogation appears to be one of the few companies that not only lives up to its values, but transfers those values into extraordinary service for its clients.

### ABOUT LATITUDE SUBROGATION

Founded in 1997 as a subrogation vendor and purchaser of subrogation assets, Latitude provides solutions for insurers, self-insured entities, third party administrators and specialty risk companies.

Latitude has grown solidly by maintaining sturdy relationships with their clients. Founder Bradley J. Schram, Esq., along with an experienced and knowledgeable management team led by Jon Coscia, Chief Operating Officer, and Paul Webb, Chief Claims Officer, are convinced that loyal clients and new relationships are the keys to their growth as a premier subrogation servicing company. State-of-the-art technology combined with exceptional employees help boost the results for their clients.

### CORE VALUES

The following values are the basis of their success, and are lived every day by everyone who works at Latitude:

- Honesty and fairness