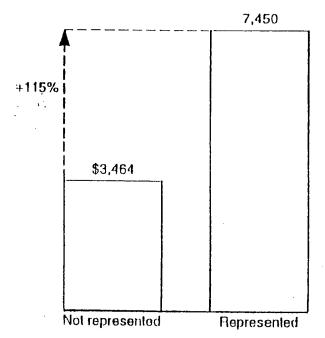
## Allstate Claim Core Process Redesign (CCPR) Implementation Training Manual

Contents are a 604-page excerpt from the Allstate Claim Core Process Redesign Implementation Training Manual. This manual excerpt appears to be updated through at least July 1, 1995.

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## **BI SOFT-TISSUE CASES \$1,500-15,000**

Dollars







Represented claims settle for 2-3 time more than unrepresented claims

Exhibit 4

3