

# CASE RANKINGS

## TERMINOLOGY

- **Minimum Settlement Value (“MSV”)**
  - This is the minimum amount that you would recommend that the client accept to resolve their claim, taking all factors into consideration, including but not limited to liability, coverage, plaintiff, defendant, venue.
- **Top Value (“TV”)**
  - This value represents your best day in court, regardless of coverage, but taking other factors into consideration such as liability, plaintiff, defendant, venue.

## RANKINGS

Tier	Description
<b>Top Case</b>	<ul style="list-style-type: none"><li>• Top Value is above \$1M</li></ul>
<b>A+</b>	<ul style="list-style-type: none"><li>• Top Value is between \$250,000 and \$1M</li></ul>
<b>A</b>	<ul style="list-style-type: none"><li>• Top Value is above \$50,000, but we don’t know much more than that yet.</li></ul>
<b>A-</b>	<ul style="list-style-type: none"><li>• Top Value is between \$50,000 and \$250,000</li></ul>
<b>B</b>	<ul style="list-style-type: none"><li>• We do not know if this case is worth more than \$50,000, but we are going to treat it as if it is.</li></ul>
<b>C</b>	<ul style="list-style-type: none"><li>• Top Value will never be worth more than \$50,000</li></ul>
<b>D</b>	<ul style="list-style-type: none"><li>• Top Value will never be more than \$10,000</li></ul>
<b>F</b>	<ul style="list-style-type: none"><li>• We should get out of this case immediately. We are going to get a minimal fee or no fee on this file.</li></ul>

## PARETO POINT RANKING SYSTEM

