

## **ULISES CASTELLON, CPCU, RPA**

**Ulises Castellon, CPCU, RPA** has worked as a claim's professional for over twenty years. In addition to being a property and casualty adjuster and manager, he established the Special Investigations Unit for State Farm Insurance Companies in Northern California in 1986. Mr. Castellon has managed numerous first and third party cases through litigation. In 1996, he associated with Fire Cause Analysis, a premier forensic investigation and engineering firm, as Director of Operations. He also heads Claims Analysis (a division of Fire Cause Analysis), as an insurance consultant and expert witness.

Mr. Castellon regularly teaches courses on issues ranging from arson and fraud investigation to Fair Claims Practices. He is bilingual and has acted as an insurance industry spokesperson for local news and information programs, including Spanish-speaking television. He has also published various articles for insurance trade press on topics ranging from arson and fraud to claims file management. Mr. Castellon has extensive deposition and trial testimony experience in a variety of jurisdictions regarding a number of issues.

### **Professional Affiliations:**

- Society of Property and Casualty Underwriters.
- Sacramento Valley Chapter CPCU Board of Directors.  
President: 1997-1998.
- California Conference of Arson Investigators
- Northern California Fraud Investigators Association
- Insurance Education Association - Instructor
- Insurance School of the Pacific - Instructor
- Western Insurance Information Service - Speaker
- California Insurance Education Foundation – Advisory Board
- National Fire Prevention Association

### **Government Work:**

Member of Governor's Task Force on Vehicle Theft (1986-1989)

Panelist before California Senate Committee on Judiciary Concerning Auto Fraud (1991)

**Articles:**

Property Claims Adjusting - Survival Guide: Claims People Magazine, Summer 2000

Year 2000-Coverage for the New Millennium: Claims People Magazine, October 1998

Watercraft Claims-Calming the Rough Waters: Claims People Magazine, June 1998

Computer Animation as a Claim's Tool: Claims People Magazine, September 1997

A Flood Adjuster's Survival Guide: Claims People Magazine, March 1997

**Speeches/Presentations/Training:**

Insurance Institute of America – Semester Class Instructor  
AIC 35 – “The Property Claims Adjuster” – Spring 2004

Property Loss Research Bureau [PLRB]  
“Litigating the Fire Claim” - March 2004

Inland Marine Underwrites Assn [IMUA]  
“Large Loss Fires” – March 2004

Farmers Insurance Group  
Panelist- “Vehicle Fraud Investigation” – January 2004

Property Claims Forum  
Panelist – “Effective Subrogation” – January 2004

Southern California Fraud Investigators Annual Conference  
Managing the Fire Case – November 2003

Insurance Institute of America – Semester Class Instructor  
AIC 33 – “The Claims Environment” – Spring 2003

Property Loss Research Bureau [PLRB]  
“Litigating the Arson Case” April 2003

Insurance Institute of America – Semester Class Instructor  
AIC 36 – “Liability Claims Adjusting” – Fall 2002

Northern California Claims Conference  
Panelist – “Creative Casualty Settlements” September 2000

California State University, Sacramento  
Workshop – “Claims Issues” June 2000.

Property Loss Research Bureau [PLRB] - Panelist  
“Your Claim File on Trial”. March 2000

Insurance Education Association – Semester Class Instructor  
CPCU 7 “Management in Insurance”. Fall 1999.

State Farm Insurance – Mock Trial  
Witness Testimony – “Arson Claim File”- October 1998

Northern California Property Forum Annual Seminar  
Presentation – “Building Claims Scoping Skills” – October 1998.

Claims Conference of Northern California – Seminar  
Presentation – “Arson and Fraud Claims Handling” September 1998.

Insurance School of the Pacific –Japanese Insurance Professionals  
Workshop - “Insurance Fraud in the United States” August 1998.

Farmers Insurance Group– Claims Training  
Presentation – “Effective Claim Handling” July 1998.

California State University, Sacramento  
Presentation – “Insurance Fraud” June 1998.

Claims Conference of Nevada – Seminar  
Joint Presentation - “Your Claim File on Trial”. May 1998.

Insurance Education Association – Semester Class Instructor  
CPCU 6 “The Legal Environment of Insurance”. Spring 1998.

State Farm Insurance – SIU Claims Training.  
Presentation - “Managing the Claims Expert”. January 1998.

State Farm Insurance – Claim Manager’s Conference.  
Joint Presentation. “The Impact of Technology on Insurance”. December 1997.

East-Bay Adjusters and Mt. Diablo Adjusters – Joint Training Meeting  
Mock Deposition – “Your Claim File on Trial”. November 1997.

International Order of the Blue Goose - Sacramento Pond Annual Training Program  
Mock Deposition. "Theft Claims Handling". November 1997.

Insurance Education Assn. – Claims Training.  
Arson and Fraud Workshop. October 1997.

California Casualty Insurance Co. – Manager’s Workshop.  
Presentation – Managing the Fire Claim. September 1997.

California Conference of Arson Investigators – Training Conference  
Mock Deposition – Spoliation of Evidence. July 1997.

The Dentist’s Insurance Company – Claims Effectiveness Presentation.  
Video Presentation – Property Claims [Forms and Letters]. July 1997.

CSE Insurance Company - Claims Training Presentation.  
Workshop – Property Arson Claims. April 1997.

Fire Retardant Chemicals Assn. International –Conference and Training Seminar.  
Panelist – Product Liability Workshop. March 1997.

Cigna Insurance Company - Claims Effectiveness Presentation.  
Workshop – Fire Claim Handling. January 1997.

Farmers Insurance Group - Claims Effectiveness Presentation.  
Workshop – Subrogation Claim Handling. January 1997.

Chartered Property and Casualty Underwriters – Sacramento Valley Industry Day.  
Mock Trial Judge – “Fill the Potholes of the Telecommuting Highway” November 1996.

National Association of Insurance Women – California State Convention.  
Debate Panelist – “Examination Under Oath – A Tool or a Weapon?” July 1996.

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## LITIGATION MANAGEMENT/DEPOSITION/TRIAL EXPERIENCE

<u>CASE</u>	<u>ISSUES</u>	<u>INVOLVEMENT/RESULTS</u>
Superior Court El Dorado County	<ul style="list-style-type: none"> <li>- Propane/Explosion</li> <li>- Subrogation</li> </ul>	<ul style="list-style-type: none"> <li>- Case Management</li> <li>- Deposition</li> <li>- Trial Testimony</li> </ul>
Superior Court San Francisco County	<ul style="list-style-type: none"> <li>- Bad Faith Action</li> <li>- Riot Claim</li> </ul>	<ul style="list-style-type: none"> <li>- Claim Management</li> <li>- Defense Judgment via Motion Summary Judgment</li> </ul>
Superior Court Sonoma County	<ul style="list-style-type: none"> <li>- Arson/Fraud</li> <li>- Cancellation</li> <li>- Bad Faith</li> </ul>	<ul style="list-style-type: none"> <li>- Case Management</li> <li>- Deposition Testimony</li> </ul>
Superior Court Contra Costa County	<ul style="list-style-type: none"> <li>- Concurrent Causation</li> </ul>	<ul style="list-style-type: none"> <li>- Deposition Testimony</li> </ul>
Superior Court Alameda County	<ul style="list-style-type: none"> <li>- Policy Cancellation</li> <li>- Fraud</li> <li>- Application</li> <li>- Lien Holder</li> </ul>	<ul style="list-style-type: none"> <li>- Claim Management</li> <li>- Deposition Testimony</li> </ul>
Superior Court Sacramento County	<ul style="list-style-type: none"> <li>- Fire Loss</li> <li>- Rescission</li> <li>- Bad Faith</li> </ul>	<ul style="list-style-type: none"> <li>- Case Management</li> <li>- Deposition &amp; Trial Testimony</li> <li>- Defense Verdict</li> </ul>
Superior Court Sacramento County	<ul style="list-style-type: none"> <li>- Fire Loss</li> <li>- Bad Faith</li> <li>- Spoliation of Evidence</li> </ul>	<ul style="list-style-type: none"> <li>- Case Management</li> <li>- Deposition and Trial Testimony</li> <li>- Defense Verdict</li> </ul>
Superior Court Sacramento County	<ul style="list-style-type: none"> <li>- Arson/Fraud</li> <li>- Breach of Contract</li> <li>- Bad Faith</li> </ul>	<ul style="list-style-type: none"> <li>- Case Management</li> <li>- Deposition Testimony</li> <li>- Arbitration Testimony</li> <li>- Defense Verdict</li> </ul>
Superior Court Sacramento County	<ul style="list-style-type: none"> <li>- Bad Faith</li> <li>- Theft Claim</li> </ul>	<ul style="list-style-type: none"> <li>- Claim Management</li> <li>- Deposition Testimony</li> </ul>
Eastern District Court	<ul style="list-style-type: none"> <li>- Bad Faith</li> <li>- Fire Loss</li> </ul>	<ul style="list-style-type: none"> <li>- Case Management</li> <li>- Trial Testimony</li> <li>- Defense Verdict</li> </ul>

Superior Court San Francisco County	<ul style="list-style-type: none"> <li>- Bad Faith</li> <li>- Arson</li> </ul>	<ul style="list-style-type: none"> <li>- Case Management</li> <li>- Defense Verdict</li> </ul>
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**CASES**

**ISSUES**

**INVOLVEMENT/RESULTS**

<i>West v. State Farm</i> (9 <sup>th</sup> Cir. 1989) 868 F.2d 349	<ul style="list-style-type: none"> <li>- Bad Faith</li> <li>- Theft Loss</li> <li>- Duties After Loss</li> </ul>	<ul style="list-style-type: none"> <li>- Case Management</li> <li>- Motion for Summary Judgment Granted</li> <li>- Appeal Upheld</li> </ul>
Eastern District Court	<ul style="list-style-type: none"> <li>- Arson/Fraud</li> <li>- Bad Faith</li> </ul>	<ul style="list-style-type: none"> <li>- Case Management</li> <li>- Trial Testimony</li> <li>- Defense Verdict</li> </ul>
Superior Court Lake County	<ul style="list-style-type: none"> <li>- Arson/Fraud</li> <li>- Bad Faith</li> </ul>	<ul style="list-style-type: none"> <li>- Case Management</li> <li>- Bankruptcy</li> <li>- Dismissal by Trustee</li> </ul>
Superior Court Sacramento County	<ul style="list-style-type: none"> <li>- Arson/Fraud</li> <li>- Bad Faith</li> </ul>	<ul style="list-style-type: none"> <li>- Case Management</li> <li>- Dismissal of Case by Plaintiff with Prejudice, for Waiver of Costs</li> </ul>
<i>State Farm v. Lewis</i> (236 Cal.Rptr. 807 (1987))	<ul style="list-style-type: none"> <li>- Household Exclusion</li> </ul>	<ul style="list-style-type: none"> <li>- Case Management</li> <li>- Motion for Summary Judgment Granted</li> <li>- Appeal Upheld</li> </ul>