



# LAW OFFICE OF KENNETH E. BERGER, LLC

December 2018 Newsletter

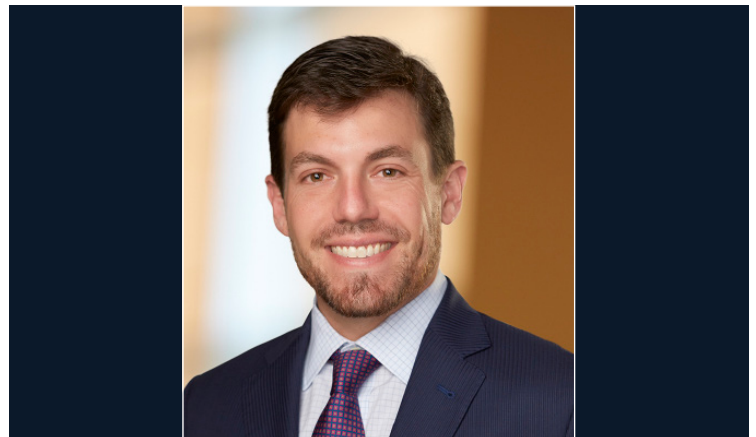
SAFETY FIRST  
JUSTICE ALWAYS

## "The Best is Yet to Come"

A couple months ago, I wrote about how life can change in the blink of an eye. While each of us, including myself, have experienced those life-altering moments, I remain one of those people who believes that even with life's twists and turns, the best is always yet to come.

On a professional level, this has been the firm's best year. 2019 should be even better though, and I'm confident 2020 will surpass them both. Personally, it has been a great 12 months, and my expectation is that the succeeding trip around the sun will be even brighter. I could be wrong, but what's the harm in optimism?

"Best" isn't always measured by numbers or outcomes, and much less by material. It's usually about perspective. Maybe it's because I'm getting a little older (I'm actually writing this on my 37th birthday), or maybe it's from what I see in this line of work –



whatever the reason, I know this has been a year of increased acceptance and gratitude. Because of that, it has been more peaceful, despite the challenges that come with litigating high-stakes cases and owning a business. The better my perspective, the better my experience. And because my perspective continues to evolve, no matter the results, the best is yet to come.

## FOR REFERRING ATTORNEYS:

If you are one of our many referring attorneys, we want to thank you for allowing us to serve. Your trust means a great deal.

We seek to strengthen your relationship with the client by providing him/her with a great experience, as well as a great result. Additionally, we always make it a point to emphasize that you are truly the person to thank, as it was your good judgment that allowed us to take part in their representation.

If questions arise in the coming month concerning a life-changing injury or wrongful death case, we are here to help. From simply answering your questions to being associated on or referred the case, please let us know what we can do to benefit you and the client. Likewise, if you have a potential client call us directly, be sure to have him/her say who made the referral so we know who to thank.

To discuss anything from litigation tactics to our core values, call us at (803) 790-2800 or email [kberger@bergerlawsc.com](mailto:kberger@bergerlawsc.com).

## BEST AMONG US:

### Tarsha Dixon, Keller Williams Realty

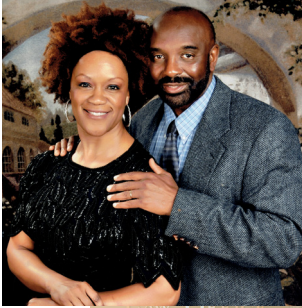


We're especially excited to feature Tarsha Dixon this month. Tarsha was previously a wonderful member of the Law Office of Kenneth Berger family until she chose to leave the legal world to become a realtor with Keller Williams.

What Tarsha loved most about being a paralegal was the opportunity to help people every day. Now, as a realtor, she helps people in a different way by listening to their needs and helping them find their dream homes. Tarsha stays on the cutting edge of realty by attending Keller Williams' workshops, seminars, and certification courses. She also prides herself on professionalism, positivity, and commitment to client satisfaction.

To contact Tarsha, email her at [Tarsha.Dixon@att.net](mailto:Tarsha.Dixon@att.net) or call her at (803) 609-4426. You can also find more information on her website, [www.TarshaDixon.kw.com](http://www.TarshaDixon.kw.com).

# FIRM SNAPSHOT:



LEGAL ELITE  
of the MIDLANDS 2018



With so many highlights in 2018, it was hard to choose so few photos. We're grateful for all of our clients and look forward to continuing to serve them in the coming year.

## CASE RESULT:

### Insurance Policy Limits Paid On Case After Case

Lawyers know that it's sometimes simple to get the policy limits paid. They also know it ain't always that easy. With those truths in mind, I wanted to highlight some extraordinary work on the part of my fellow firm lawyers, Brad Lanford and Andrew Johnson.

Brad joined the team after doing insurance defense work for more than 13 years. His insight as to claims handling, defense tactics, and adjusters' mindsets have been invaluable. For a time, I was surprised when Brad would obtain the policy limits. Now I'm surprised when he doesn't. How does he do it? By creating and highlighting the risks that exist should the insurance carrier not do the right thing and protect their insured. Brad also has no fear over trying a case and letting the jury tell the insurance adjuster what we've been saying all along.

Andrew Johnson worked at the SC Court of Appeals before becoming an associate lawyer at the firm in March 2017. A key to Andrew's success has been his ability to develop relationships not only with clients, but "lay" witnesses who can speak to the gravity of the harm. He understands that cases revolve around core truths and human stories more so than minute details or nitpicky legal arguments. In other words, he can see the forest for the trees.

I am extremely proud to work with these lawyers, and our clients sure seem happy with them, too. For as great as Brad and Andrew have been, however, anyone who has worked with our firm knows that it doesn't stop with the attorneys. Our paralegals, COO, and the rest of this incredible team all work in unison to serve clients and protect our collective right to safety.

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Insurance Policy Limits Paid On  
Case After Case

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DECEMBER 2018 NEWSLETTER

# CLIENT REVIEW:

5.0 ★★★★★

via Google

Tony A., Tractor Trailer Driver from Cordova, SC

"The Law Office of Kenneth Berger is a great law office to work with. They are very quick with answering your questions. Most of all, from the minute you talk with them they make you feel like family and always worry about how you are doing, and they are so nice. I will highly recommend them and would use them again."



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