

# D J S ENTERPRISES

Phone: (310) 541-0375

Fax: (310) 541-7323

**AL SCHALLAU, Attorney at Law**  
**Owner & President**

Mailing Address:  
P. O. Box 2220  
Palos Verdes, CA 90274-8220

## To: Plaintiffs' Attorneys in Personal Injury Cases

Do you have a liability case in which the defense doctor has "washed out" the plaintiff? The most effective way to cross-examine that doctor is:

### **SHOW THE JURY ALL THE PAST CASES IN WHICH THE DEFENSE DOCTOR HAS TESTIFIED.**

If you must produce a devastating cross-examination of the insurance defense doctor, you need to contact DJS ENTERPRISES. Since 1974, DJS ENTERPRISES has provided *Defense Doctor Profiles* to plaintiffs' trial attorneys for use in cross-examining the most often-used insurance defense doctors.

For each doctor, the DJS Profile lists the cases in which he/she has testified as a defense medical expert and includes: case name, case number, trial date, trial judge, defense attorney, defense law firm, plaintiff attorney, and the verdict amount.

### **ALL JURORS UNDERSTAND EVIDENCE OF BIAS AND ECONOMIC INTEREST ON THE PART OF THE INSURANCE DEFENSE DOCTOR.**

When the jury finds out that the impressive and articulate defense doctor is a "career defense witness", it will take the luster off the doctor's performance on the stand. Jurors will tend to disbelieve the insurance defense doctor when they find out that he/she makes enormous money by examining and then testifying against injured plaintiffs in personal injury lawsuits.

For some doctors, DJS has more than 100 cases listed, numerous others have more than 50 cases. Most insurance defense doctors will admit that they examine at least ten patients for insurance companies for every one case in which they actually testify in court. By applying that ten-to-one multiplier factor, you can readily show the jury the enormous money the defense doctor makes by writing medical reports for insurance companies.

**THE COST OF EACH DJS DEFENSE DOCTOR PROFILE IS \$125. FOR VISA, MASTERCARD, AND AMERICAN EXPRESS ORDERS TAKEN BY PHONE, THE MATERIAL CAN BE FAXED TO YOU VERY QUICKLY. FEDERAL EXPRESS DELIVERY IS AVAILABLE FOR A NOMINAL FEE.**

## ORDER FORM FOR INSURANCE DEFENSE DOCTOR PROFILE

Please send me your profile listing the prior cases in which the following doctor has testified for the defense as a medical expert witness:

\_\_\_\_\_  
(Name of Doctor)

\_\_\_\_\_  
(Doctor's Specialty)

\_\_\_\_\_  
Name of Attorney Placing Order

\_\_\_\_\_  
Name of Law Firm

\_\_\_\_\_  
Address

\_\_\_\_\_  
Suite

\_\_\_\_\_  
City

\_\_\_\_\_  
State Zip

NOTE: Order must be accompanied by a check for \$125 made payable to DJS ENTERPRISES. If we do not have at least ten cases in which this doctor has testified for the defense, your check will be voided and will be returned to you. VISA, MasterCard, and American Express orders can be taken by phone at (310) 541-0375.

FEEL FREE TO MAKE PHOTOCOPIES OF THIS ORDER FORM.