



ULISES CASTELLON, CPCU, RPA

Ulises Castellon, CPCU, RPA has worked as a claim's professional for over thirty-five years. He has managed extensive first and third party litigation and testified as the PMK. In 1996, he associated with Fire Cause Analysis [FCA], a premier forensic investigation and engineering firm. He is currently the Chief Operating Officer for FCA. Ulises is also the principal of a consulting business, ClaimsAnalysis where he serves as an expert witness in claims handling and coverage matters.

Mr. Castellon regularly teaches courses on issues ranging from arson and fraud investigation to Fair Claims Practices and Ethics for Claims Professionals. He earned his Chartered Property Casualty Underwriter (CPCU) designation in 1989 and is a past president of the Sacramento Valley Chapter. He is bilingual and has acted as a media spokesperson for local news and information programs, including Spanish-speaking television.

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:

CPCU I-Day – “Another Look at Ethics”- Orange Empire – Oct. 2016

SCFIA 3-Day Training Conference – “Seven Deadly Sins” – Oct. 2016

PCEA 2016 Fall Meeting – “Seven Deadly Sins & Bad Faith Nightmares” - Riverside, Ca. – Oct. 2016

SDIAA – “Fire Claim Investigation: Subro, Arson & Other Exposures” - San Diego – Oct. 2016

CDAA 2016 Fraud Symposium – “Auto Arson” – Orange County – Sept. 2016

SCFIA Lunch & Learn Chapter Mtg – “Anatomy of an Arson” - Downey, Ca. – Aug. 2016

Red Shield Training Class – “Electrical Systems Training” – Portland, OR – July 2016

SCCA Seminar – Fire Claim Investigation: Subro, Arson & Other Exposures” – Temecula, Ca. – July 2016

PLRB Regional Conference – “Fire & Arson Investigation Tips for Adjusters” – Sacramento - June 2016

Servpro Presentation – “Fire Claims Investigations” - Vista, Ca. – May 2016

PLRB Insurance Services Expo – “Bad Faith Nightmares: Recent Trends & Themes” – San Antonio, TX – April 2016

NCFIA Conference – “Earth, Wind & Fire” - Monterey, Ca. – March 2016

AICA Monthly Meeting – “Fire Claims Investigations” - Arizona - March 2016

CCC Conference – “Seven Deadly Sins” - Orange Co. – March 2016

IAIP–2016 Region VIII Conference – “Anatomy of an Arson” – Burbank, CA. – March 2016

National General Monthly Training – “Vehicle Fire Investigations” - Ontario, Ca. – Feb. 2016

South Bay Assoc. of Ins. Professionals – Everest to Arsonist & Earth, Wind & Fire –
Torrance, CA - Jan. 2016

SCFIA Conference – “True Lies – An Arson Case Study” – Palm Springs – Nov. 2015

CDAА 2015 Fraud Symposium – “Auto Arson” - Orange County – Oct. 2015

CPCU All Industry Day – “Education – Ring of Power” - Studio City – Oct. 2015

WSATI - “Vehicle Arson Investigation” - So. Lake Tahoe, Ca. - Oct. 2015

SCFIA Conference – “Seven Deadly Sins” – Palm Springs - November 2015

Mid-Valley Claims Assoc.– UC to present “The DNA of Fire” – - Stockton - Sept. 2015

Central Coast Claims Assoc.- “Fire Claims Subrogation-A Practical Guide” – San Jose - May 2015

SDIAA Chapter Meeting – “Vessel Fire Investigations” - San Diego – April 2015

NCFIA Conference – “7 Deadly Sins” - Monterey – April 2015

PLRB Claims Conference – Fire Claim Investigation: Subro, Arson & Other Exposures” -
Anaheim, Ca – March 2015

CPCU San Gabriel Chapter Mtg – “Ethics – Insurance & Beyond” – March 2015

CPCU El Camino Chapter Mtg – “Ethics –Insurance & Beyond – March 2015

CCC Conference – “Vehicle Fire Investigations” – Orange County – March 2015

EBCA Meeting - “The DNA of Fire” – Pleasant Hill, Ca. - Feb. 2015

AICA – “True Lies – An Arson Case Study” - Scottsdale, AZ – Jan. 2015

Sacramento Claims Assoc. - “Seven Deadly Sins” – Sacramento, Ca. – Jan. 2015

NASP Chapter Mtg – “Spoliation & the Claims Adjuster” – Southern Ca. - Sept. 2014

CCNC Conference - “Seven Deadly Sins” – Sacramento –August 2014

CPCU Golden Gate

Chapter Mtg - "The DNA of Fire" – San Francisco, Ca. - June 2014

Mid-Valley Claims Assoc. – "Fire Proofing Your Claim" – Stockton, Ca. - May 2014

CPCU Mtg – "Fire Proofing your Claim" - Pasadena, Ca - May 2014

SDIAA Training Session - "Fire Claims Subrogation"– San Diego, Ca – March 2014

CCC Conference- - "Fire Proof Your Claim"– Orange County – March 2014

Sacramento Claims Assoc. – "The DNA of Fire Investigations" - Sacramento – January 2014

Insurance Professionals of Sacramento – "The DNA of Fire Investigations" – Sacramento
January, 2014

SDIAA/CPCU All Industry Day Conference – "Everest to Arsonist" – San Diego, Ca.
Oct. 2013

SCFIA Conference – "Everest to Arsonist" - Palm Springs – Oct. 2013

SCFIA Monthly Chapter Meeting – "DNA of Fire" – Sept. 2013

Rule Company - "Fire Claims Subrogation" / "Earth, Wind & Fire" / "Fire Claims
Subrogation" - Pasadena, Ca. – Sept. 2013

CCNC – "Everest to Arsonist" - Sacramento, CA – Sept. 2013

CPCU Golden Empire Chapter Mtg – "Everest to Arsonist" Bakersfield – Sept. 2013

SCCA Conference – "DNA of Fire" - Temecula - July 2013

Orange Empire CPCU Chapter Meeting - "Everest to Arsonist" - Orange County, CA –
June 2013

Grotefeld Law Firm – "30 Under 30" – Chicago, Ill. – May 2013

Pacific Northwest CPCU Chapter - "Anatomy of an Arson" - Seattle, WA – May 2013

El Camino CPCU Chapter Meeting- "DNA of Fire" – April 2013

PLRB – "Fire Scenes: Environmental Risks-The Hidden Menace" - Boston, MA –
Mar. 2013

CCAI Training Seminar - "The DNA of Fire" - San Luis Obispo – Mar. 2013

NCFIA – “From Everest to Arsonist – A Case Study”- Monterey, Ca. – Mar. 2013

CCC Combined Claims Conference – “Everest to Arsonist” - Long Beach, CA. – Mar. 2013

Central Coast Claims Assoc. Monthly Meeting – “Everest to Arsonist” – Feb. 2013

State Farm – “The DNA of Fire Investigations” – Costa Mesa, Ca. – December 2012

Rule Company – “The DNA of Fire Investigations” /” From Everest to Arsonist” - Pasadena, Ca. November 2012

CAIIA Convention – “Earth, Wind & Fire” – Temecula, Ca. – October 2012

CCNC Conference – Ethics and the Claims Adjuster – Sacramento, Ca. – August 2012

PLRB/LIRB Claims Conference – “SIU Claims: Successfully Navigating the Minefield” – April 2012

2012 Combined Claims Conference – “Ethics and the Claim Adjuster” – March 2012

El Camino Chapter CPCU – “Ethics – Insurance & Beyond” – Woodland Hills, Ca. – March 2012

SCFIA 34th Training Conference – “DNA of an Arson Investigation”– November 2011

PCAP – “Fire Claims Subrogation” – San Francisco, Ca. – November 2011

San Diego Chapter CPCU – “Earth, Wind & Fire” – San Diego, Ca. – November 2011

SCCA – “The DNA of Fire Investigations” – Rancho Mirage, Ca. – October 2011

NAIIA Conference – “Earth, Wind & Fire” – San Diego, Ca. – September 2011

CCNC Conference – “Ethics – Insurance & Beyond” – Sacramento, Ca. – September 2011

SCCA Conference – “Earth, Wind & Fire” – Temecula, Ca. – July 2011

PCAP – “Another Look at Ethics” – Emeryville, Ca. – May 2011

NCFIA 22nd Annual Anti-Fraud Training Conference – “The Anatomy of an Arson Claim – Investigation, Evaluation and Resolution – DON’T GET BURNED!” – April 2011

Property Loss Research Bureau National Conference - (Co-presented with Doug Wood of Morris Polich & Purdy LLP) – “SIU Claims: Navigating the Minefield” – April 2011

CAIIA – “Another Look at Ethics” – Sacramento, Ca. – April 2011

Combined Claims Conference – (Co-presented with Doug Wood of Morris Polich & Purdy LLP) – “Navigating the SIU Minefield: Strategies for Success” – March 2011

San Gabriel Chapter CPCU – Ethics and the Claims Adjuster – Pasadena, Ca. – March 2011

El Camino Chapter CPCU – The DNA of Fire Investigations – Simi Valley, Ca. - Feb. 2011

San Diego CPCU I-Day – Anatomy of an Arson – San Diego, Ca. – October 2010

Pacific Specialty – Ethics & the Claims Adjuster – Menlo Park, Ca. – May 2010

Sacramento Valley CPCU I-Day – Daubert Challenge and Beyond/ Earth, Wind & Fire – Rancho Cordova, Ca. – May 2010

Pacific Specialty – Spoliation and the Claims Adjuster / The DNA of Fire Investigations – Menlo Park, Ca. - May 2010

So. California Combined Claims Conference – Anatomy of an Arson – Sex, Drugs & Rock n Roll – April 2010

Pacific Specialty – Daubert Challenge and Beyond / Anatomy of an Arson / Earth, Wind & Fire – Menlo Park, Ca. – April 2010

So. Cal. CPCU – Daubert Challenge and Beyond – Ventura, Ca. – April 2010

SDIAA – Anatomy of an Arson – San Diego, Ca. – November 2009

CPCU I-Day – Earth, Wind & Fire – Orange, Ca. - October 2009

CPCU I-Day – Daubert Challenge and Beyond & Earth, Wind & Fire! – Woodland Hills, Ca. October 2009

Fire Cause Analysis & CCAI – NFPA 921 Update – Fire Investigation and Litigation – July 2009

CPCU – Orange Empire – Anatomy of an Arson – Orange, Ca. – June 2009

CPCU – Anatomy of an Arson – San Gabriel, Ca. – April 2009

Insurance Adjusters Workshop – Fire and Explosions Perils – NFPA 921 – Scottsdale, AZ – June 2008

All Industry Day – Trial of an Arson Case – May 2008

Central Arizona CPCU Educational Seminar - "Sex, Drugs and Rock and Roll ... Anatomy of an Arson Claim!" - October 2007

Claims Conference of Northern California – “Ethics and the Claim’s Adjuster – A “Crime Scene Investigation” – September 2007

Insurance Institute of America – Semester Class Instructor
CPCU 530 - Legal Environment of Insurance – Spring 2006

East Bay Adjusters Association – Your Claim File on Trial – May 2006

Tokio Marine Insurance Company
Independent Adjuster License Workshop – May 2006

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.

LITIGATION MANAGEMENT/DEPOSITION/TRIAL EXPERIENCE

<u>CASE</u>	<u>ISSUES</u>	<u>INVOLVEMENT/RESULTS</u>
Superior Court El Dorado County	– Propane/Explosion – Subrogation	– Case Management – Deposition – Trial Testimony
Superior Court San Francisco County	– Bad Faith Action – Riot Claim	– Claim Management – Defense Judgment via Motion Summary Judgment
Superior Court	– Arson/Fraud	– Case Management

Sonoma County	– Cancellation – Bad Faith	– Deposition Testimony
Superior Court Contra Costa County	– Concurrent Causation	– Deposition Testimony
Superior Court Alameda County	– Policy Cancellation – Fraud – Application – Lien Holder	– Claim Management – Deposition Testimony
Superior Court Sacramento County	– Fire Loss – Rescission – Bad Faith	– Case Management – Deposition & Trial Testimony – Defense Verdict
Superior Court Sacramento County	– Fire Loss – Bad Faith – Spoliation of Evidence	– Case Management – Deposition and Trial Testimony – Defense Verdict
Superior Court Sacramento County	– Arson/Fraud – Breach of Contract – Bad Faith	– Case Management – Deposition Testimony – Arbitration Testimony – Defense Verdict
Superior Court Sacramento County	– Bad Faith – Theft Claim	– Claim Management – Deposition Testimony
Eastern District Court	– Bad Faith – Fire Loss	– Case Management – Trial Testimony – Defense Verdict
Superior Court San Francisco County	– Bad Faith – Arson	– Case Management – Defense Verdict
<i>West v. State Farm</i> (9 th Cir. 1989) 868 F.2d 349	– Bad Faith – Theft Loss – Duties After Loss	– Case Management – Motion for Summary Judgment Granted – Appeal Upheld
Eastern District Court	– Arson/Fraud – Bad Faith	– Case Management – Trial Testimony – Defense Verdict
Superior Court	– Arson/Fraud	– Case Management

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| Lake County | - Bad Faith | - Bankruptcy |
| | | - Dismissal by Trustee |
| Superior Court | - Arson/Fraud | - Case Management |
| Sacramento County | - Bad Faith | - Dismissal of Case by Plaintiff
with Prejudice, for Waiver of
Costs |
| <i>State Farm v. Lewis</i> | - Household Exclusion | - Case Management |
| (236 Cal.Rptr. 807
(1987)) | | - Motion for Summary Judgment
Granted |
| | | - Appeal Upheld |

U. Castellon Claims Aalysis CV 10/2016