

JONES vs. DOE LIFE INSURANCE COMPANY

After three days of trial, Doe Life Insurance Company increased its pretrial offer ten-fold to meet the settlement demand of their former independent sales agent, Jones. The terms of the settlement were agreed to be kept confidential. Jack Scarola and referring lawyer, Ken Scherer, represented Jones in his claims for breach of contract, tortious interference and defamation. The cause arose out of the insurance company's termination of Jones and subsequent efforts to recapture life insurance clients who followed Jones to a new company. ■