

# the Expert Edge

## Protecting Your Client and Your Win



False or misleading credentials on an expert's curriculum vitae can go undetected until it is too late. At Zimmerman and Sanchez Information Group, we use a consistent and comprehensive research strategy that determines whether an expert's curriculum vitae is indeed an accurate record of their experience.

### The Benefits of Intelligence-Driven Decisions

The Expert Edge, our 23-point system of expert verification, questions every detail. We give you the information to drive an examination strategy necessary to protecting your client and your firm's win.

### How Effective is the Expert Edge?

Inaccuracies on a curriculum vitae are more common than you may realize. In the fall of 2017 we statistically analyzed over 200 individual resumes for trends in misrepresentations. Our analyses showed that:

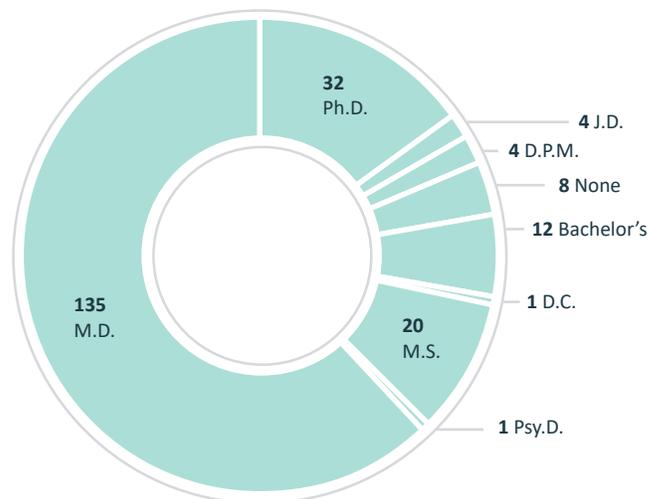
- Up to 49% of the time, an individual's CV misrepresents at least one current employer or employment position.
- As much as 39% of the time, the CV misrepresents an active membership in a profession.
- Up to 20% of the time, the CV misrepresents an active board certification.

### From Information to Intelligence

Information available about your expert exists everywhere from dusty public records to the open-web to proprietary and subscription-based databases. At Zimmerman and Sanchez, our focus is knowing how to look and where to look, and we verify CVs through multiple sources of information.

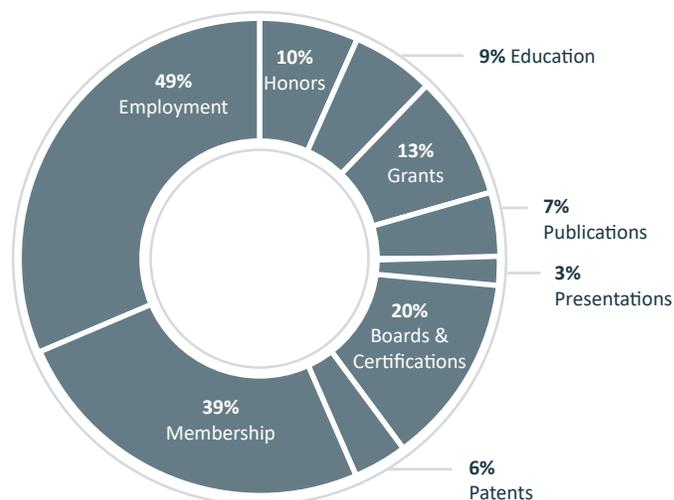
### Highest Degree Earned

217 Person Sample Group



### At Least 1 CV Misrepresentation

217 Person Sample Group



*Being right or wrong isn't the goal. Winning the case is. To learn more about how our research strategies and services can support your next case, please contact us at:*

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