

Issue #2 | *The Intelligence Gap*

Not all investigations fail.

Some simply don't go far enough.

Investigative activity alone doesn't create insight.

Intelligence gaps often remain hidden until critical decisions are already being made.



THE WARNING SIGNS

- ▶ A report is completed
- ▶ Activity is documented
- ▶ Information is collected

Yet important questions remain unanswered.



QUESTIONS THAT SHOULD STILL BE ASKED

- ▶ What hasn't been explored?
- ▶ What assumptions are being made too early?
- ▶ What information could still change the direction of the case?
- ▶ What investigative opportunities remain?



ACTIVITY VS. INSIGHT

Many investigations generate activity. Fewer generate actionable intelligence.

The distinction matters.

Because incomplete intelligence can create a false sense of certainty.



WHY IT MATTERS

Intelligence gaps can influence:

- ▶ Case valuation
- ▶ Negotiation strategy
- ▶ Liability assessment
- ▶ Defense planning
- ▶ Settlement decisions

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Incomplete intelligence often creates the illusion of clarity.
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A DIFFERENT WAY TO THINK ABOUT IT

Instead of asking:

“Do we have enough information?”

Ask:

“What do we still not know that could change the direction of this case?”



CURIOUS TO HEAR FROM OTHERS IN THE CLAIMS AND LEGAL COMMUNITY:

Where do you most often see intelligence gaps in cases?

