



How to Create a Stunning LNC Sample Work Product

You have an interview with an attorney to discuss your services as a legal nurse consultant. The attorney asks you to bring sample work product. You say, “Help! I’ve never done a case.” As a Legal Nurse Consultant (LNC), it’s important that you show potential clients or employers samples of your work product. LNC sample work product includes medical chronologies, medical summaries, timelines, calendars, and other written reports.

Work product samples are particularly important for new LNCs, because attorneys want to know if you’re capable of analyzing medical records and producing coherent reports that address case issues.

However, there’s a dilemma faced by every new LNC. How can you show attorneys work product samples if you’ve never reviewed a case? I had that problem too when I was new. Let me tell you the right and wrong ways to solve this dilemma. Then I’ll identify four steps to create your LNC sample work product.

This is Pat Iyer with Iyer’s Insights. This podcast is based in part on content supplied by Katy Jones, an experienced LNC who works inhouse at a law firm.

Here's the wrong way to create an LNC sample work product.

The wrong way to solve the dilemma is to use a report written by another LNC or from a case reviewed during your LNC course. Producing these types of reports as your own is a red flag for potential clients and employers.

Katy was once a hiring supervisor for a law firm that employed ten LNCs. Whenever they advertised an open LNC position, she had at least 100 applicants who submitted work product samples. It was very easy to spot purchased samples and samples from LNC courses. When reviewing these types of reports, she assumed that the LNCs were too lazy to write a report

or were incompetent and didn't know how to write one. She never hired an LNC who submitted that type of report.

There are 2 right ways to create an LNC sample work product. Here is the first one.

Choice #1:

The **right way** to solve the dilemma is to create LNC work product samples based on your own experiences with patients. It won't be a real case, but that's okay. Remember that attorneys want to know if you're CAPABLE of analyzing medical facts and generating reports. For example, attorneys who handle medical malpractice cases want to know if you can identify breaches of duty, causation, and damages. Here are the four steps to take to create a sample work product for a fictitious medical malpractice case:

Start with damages

1. For your report, you're going to work backward and look at damages first. Identify a situation in your workplace in which a patient had a bad outcome. You're going to assume that the bad outcome led to a lawsuit. If you can't think of a situation with a bad patient outcome, here are some examples from Katy's caseload that might jog your memory.

a. **OR/PACU** – burns from spark caused by cautery, death during surgery, failure to monitor patient during anesthesia, bowel perforation, vocal cord injuries

b. **Med-Surg/ICU** – unexpected death, failure of nurses to notify physician of condition changes, tissue loss from IV infiltration, falls, medication errors, pressure sores, burns

c. **ER** – failure to recognize evolving stroke, failure to refer patient to specialist, failure to recognize infection, failure to diagnose aortic dissection

d. **Home Health** – failure to keep patient safe (patient falls), failure to institute emergency measures when indicated

e. **Pediatrics** – failure to timely diagnose rare childhood diseases (Rickets, histiocytosis X, pancreatoblastoma, etc.), death of patient

f. **Dental** – implant failure, osteomyelitis of the jaw

g. **Physician Offices** – failure to emergently refer patients, failure to hospitalize patients for diagnostic studies, failure to timely diagnose

conditions, falls in the examining room, failure to follow up on abnormal results

h. **Radiology** – failure to notify physician/staff of emergent untoward results, failure to interpret imaging studies correctly

i. **Pathology** – failure to interpret pathology specimens appropriately, mixing up specimens

j. **Nursing Home** – UTIs, falls, wounds, weight loss, dehydration, infections, unexplained injuries, elopement

k. **Pharmacology** – ruptured tendon from Levaquin, filling prescription with wrong medication or wrong instructions

l. **OB/GYN/Neonates** – maternal hemorrhage, maternal death, unrecognized congenital/genetic anomalies, newborn asphyxiation, delay in diagnosis of cancer

m. **Plastic Surgery** – poor wound healing, necrosis

What I did to create my sample work product was to take a common liability issue: failure to diagnose appendicitis. My work product included a chronology, analysis of liability and a literature review. I illustrated my report with images of the appendix and described the appropriate diagnostic testing to detect appendicitis.

I labored over that work product for a long time, then sent it to an LNC who worked in a law firm for feedback. She never responded. Next, I sent it to an attorney, who hired me. I wish I had a copy of that now. I'd love to see how I improved over the last 30 years since I did it.

Let's go further into creating a sample work product from this approach using a fictitious case.

Create a scenario for your LNC sample work product

After you've identified damages (the poor patient outcome), you'll need to create a scenario that identifies breach of duty and causation. As you know, breach of duty refers to failure of healthcare provider(s) to adhere to standards of care. If the breach caused damages, it's medical malpractice.

As an example, let's say that you remember a time when a doctor ordered an inappropriately high concentration of potassium chloride for IV administration. In your scenario, the pharmacy filled and delivered the

medication, which had a flag noting the high concentration. The nurse administered the potassium chloride through a peripheral IV, which caused extensive soft tissue and tendon necrosis in the patient's hand.

In your scenario, there are breaches in standards of care by the physician, the nurse, and possibly the pharmacist. Your scenario also includes causation, because the damages were the direct result of the healthcare workers' actions.

Augment your LNC sample work product with dates, times, places, and names of the patient and providers. Ensure that you don't use real names.

You may use an internet random name generator when you create LNC sample work products. Continue to add to your scenario to include information before and after the incident. For example, add the condition of the patient's hand prior to the administration of the potassium chloride and workers' actions after the administration.

Create an LNC sample work product report

Format your information into at least one sample report. In this case, the example scenario lends itself to a medical summary, a medical chronology, or both. Your samples don't have to be long – several pages are fine. If you're unsure how to format a report, there are free samples on the internet as well as samples you can purchase from the American Association of Legal Nurse Consultants. The books ***Legal Nurse Consulting: Principles & Practices*** also contain LNC sample work product.

Let's say you follow this path- how do you know your reports are any good? This brings me to Choice #2.

REPORT WRITING



This is Pat Iyer. I am sharing a resource for you if you have not written LNC reports or you are at the beginning stages of your career and want to get feedback from an experienced LNC. You don't want to hand a set of sample reports to an attorney without assurance that they are

well done.

Invest in my **Report Writing Mastery** course. In this online course, you gain experience in creating sample reports from a real case. There's nothing to make up. You'll get medical records, correspondence, and expert reports of a real case.

With my guidance, you prepare a chronology, a medical summary, a screening report, an expert witness report and an analysis of the expert reports written for the case. This variety of report formats gives you an opportunity to create the most commonly requested LNC report, and to learn how to make your reports shine in a professional way.

You get my personal feedback on every report you send to me.

I wrap up the course by giving you step by step guidance on how to secure an appointment with an attorney to be able to show your sample reports. You'll learn exactly how to handle the sales call so that you can confidently ask for work.

This course is available online in our learning center. You may start it right now. Get the details at <http://LNC.tips/reports> and this is huge – you'll get a 25% discount if you use the code listened.

Proofread

When you are finishing your sample reports, there is one key step: proofread, proofread, and proofread again! Your LNC sample work product must be flawless in terms of spelling and grammar. Remember to use spell check and enable the grammar check in Microsoft Word. The online

sites Grammarly and PaperRater are also resources for checking grammar and punctuation.

Using this system will enable you to create quality samples of work product. Show your samples to attorneys when you meet with them. Tell attorneys that you've created some samples to show the type of work product that you are capable of creating.

I mentioned Katy Jones at the beginning of this podcast. She has a free newsletter for LNCs. Sign up for Katy's newsletter at www.lnctips.com. Yes, I know that sounds very similar to what you just heard. My redirect link is LNC.tips and Katy's web domain is LNCtips.com. It is a subtle difference, but since you excel at focusing on details, you should have no trouble remembering LNC.tips.

Be sure to enroll in Report Writing Mastery at this link: <http://LNC.tips/reports> and use the code listened to get a 25% discount.

And please tell your LNC colleagues about Legal Nurse Podcast. Kelly Campbell and I would love to reach more LNCs with our education.

I've got a phenomenal resource for you just waiting on LegalNurseBusiness.com. My online training and books are designed to help LNCs discover ways to strengthen their skills and businesses. Check them out at legalnursebusiness.com.

Many of us are lifelong learners who enjoy the chance to keep expanding our knowledge. Just like the book of the month clubs, LNCEU.com gives you two online trainings every month. We have a yearly payment plan that saves you over \$50 compared to paying monthly, and each program is hugely discounted. Look at the options at LNCEU.com.

The LNCAcademy.com is the coaching program I offer to a select number of LNCs. You get my personal attention and mentorship so that you can excel and build a solid foundation for your LNC practice. Get all the details at LNCAcademy.com.