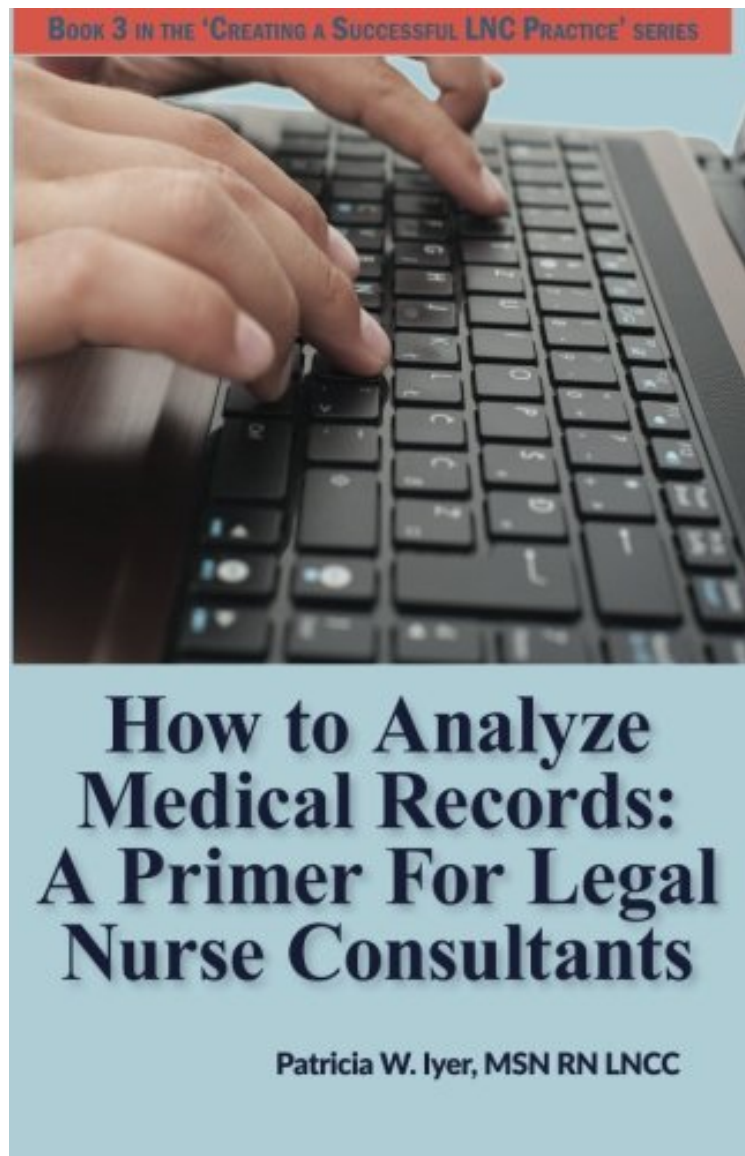


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How to Analyze Medical Records: A Primer For Legal Nurse Consultants (Creating a Successful LNC Practice) (Volume 3)

Patricia W Iyer

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Legal nurse consultants succeed when they possess these critical skills: They are able to coherently organize medical records in a consistent way. In the process of doing so, they detect records that are mixed together. They notice details like missing records, gaps in charting and altered records. They can look at the whole picture and focus on the parts of the case that make a difference. They can wade through volumes of data to reconstruct the important information. They are able to write clear reports their clients understand. They use proper punctuation, spelling and grammar. They can fix typos so that their work product is professional. *How to Analyze Medical Records: A Primer for Legal Nurse Consultants* is designed to help you master the skills needed to effectively function within this fascinating niche. It is based on the author's experience organizing thousands of medical records and proofreading thousands of reports. She has organized and analyzed records from every conceivable setting where medical and nursing care is provided, from the newborn nursery to the long term care facility. Use this book to read through, refer to, and consult to gain a greater understanding of medical record organization and analysis. Book 1 in the *Creating a Successful LNC Practice Series* is called *How to Start a Legal Nurse Consulting Business*. It takes you from the point when you leave your LNC training program and enter the world of becoming a business owner. You will learn how to develop the mindset and attitudes that allow entrepreneurs thrive. It covers how to set up and manage your business, track your finances, get your first case and create a professional image that attracts clients to you. The author gives you tips on how to reach out to attorneys and work your network. This book is ideal for both the new and more experienced LNC business owner. Book 2 in the *Creating a Successful LNC Practice Series* is called *Legal Nurse Consultant Marketing*. This is a comprehensive compilation of tips, techniques and technology. You will explore how to develop your marketing plan and website, and to share your expertise to attract attorneys to you. Presenting at attorneys conferences or law firms involves skills you will learn in this book. You will find out how to harness the power of video by creating videos that highlight your skills. Unsure about how to close the deal? The chapter on sales walks you through the process of bringing the case in. You will discover techniques in become more persuasive in your marketing. Take advantage of the two chapters on exhibiting to crack the code on one of the most successful ways to meeting attorneys to build a customer base. The book wraps up with a chapter that answers common marketing questions. This book has something for LNCs with all levels of experience, from new to experienced. Book 4 in the *Creating a Successful LNC Practice* is called *How to be a Successful Expert Witness*. This book is designed for expert witnesses who want to improve their skills, get more cases, and feel more confident when performing. It will help you strengthen your skills in this demanding field. This book draws on the author's experiences both as an expert witness and one who has trained hundreds of experts - nurses, physicians, and a variety of healthcare professionals. There is a lot at stake in medical malpractice cases. You want to do your best. By buying this book, you have made a great investment in increasing your knowledge. The information in this book is applicable to any type of healthcare expert witness.

About the AuthorPatricia Iyer MSN RN LNCC helps legal nurse consultants get more cases, make more money and avoid expensive mistakes through her coaching program, www.LNCAcademyinc.com. From 1989 to 2015, she was the President of Med League Support Services, Inc, which provides legal nurse consulting services to personal injury, malpractice, and product liability attorneys. She is a prolific author who has written, edited or coauthored over 800 articles, chapters, case studies, webinars, and online courses on a wide variety of nursing topics. In the fall of 2008, Ms. Iyer launched a series of teleseminars for LNCs, now available on the www.legalnursebusiness.com website. Ms. Iyer is a well known and respected legal nurse consultant. She served for five years on the Board of Directors of the American Association of Legal Nurse Consultants, including a term as president. She was the chief editor of *Legal Nurse Consulting: Principles and Practices, Second Edition*, the core curriculum for legal nurse consulting. She also served as the chief editor of the AALNC's online course. Ms. Iyer is certified as a legal nurse consultant by the American Association of Legal Nurse Consultants.