

EIGHTH EDITION

REAL NURSES UNREAL SUCCESS

Certified Legal Nurse Consultants
REVEAL THEIR SECRETS



CLNC®
Certification
Institute

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To the awesome CLNC® consultants whose dramatic and unique success stories always inspire us in our vision to revolutionize nursing careers one RN at a time.

Real Nurses, Unreal Success

EIGHTH EDITION

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Introduction

What Is a Certified Legal Nurse Consultant?

A Certified Legal Nurse Consultant is a registered nurse who uses existing expertise as a healthcare professional plus specialized legal nurse consultant training to consult on medical-related cases at fees of up to \$150/hour. Certified Legal Nurse Consultants work closely with more than 1,300,000 attorneys in the U.S. as the nursing and healthcare system experts on the litigation team.

They can also consult with a wide range of organizations including insurance companies, pharmaceutical companies, hospitals and other medical-related organizations. A CLNC® consultant bridges that gap in the attorney's knowledge. While the attorney is the expert on legal issues, the

“According to The New York Times, our founder crossed nursing with the law and created a new profession.”

Certified Legal Nurse Consultant is the expert on nursing, the healthcare system and its inner workings.

A Certified Legal Nurse Consultant uses existing expertise to consult on medical-related cases at fees of up to \$150/hr.

What Does a CLNC® Consultant Do?

Certified Legal Nurse Consultants apply their knowledge and understanding of medical, nursing and health-related issues to make an attorney's job easier, more efficient and more effective. Certified Legal Nurse Consultants can offer a wide array of services from interpreting medical records to preparing deposition questions. For a full list of the 30 services offered by CLNC® consultants see *The Role of the Certified Legal Nurse Consultant*.

What Types of Cases Do Certified Legal Nurse Consultants Work On?

From groundbreaking litigation to standard medical malpractice, Certified Legal Nurse Consultants can work on a nearly unlimited range of cases. Medical malpractice, products liability, criminal and workers' compensation are just a few of the types of cases on which legal nurse consultants can provide valuable insight. These specially trained nurses can be the difference in winning or losing for an attorney. For a full list of the types of cases handled by CLNC® consultants see *The Role of the Certified Legal Nurse Consultant*.

Certified Legal Nurse Consultants work closely with more than 1,300,000 attorneys in the U.S.

Why Should I Become a Certified Legal Nurse Consultant?

By becoming a Certified Legal Nurse Consultant you are demonstrating that you have mastered a complex body of specialized knowledge beyond the nursing degree. Recognized nationally by attorneys, the CLNC® Certification enhances your credibility with attorneys and promotes excellence in the principles and practices of legal nurse consulting. You will also become a member of the largest legal nurse consulting association in the U.S., the *National Alliance of Certified Legal Nurse Consultants (NACLNC®)*.

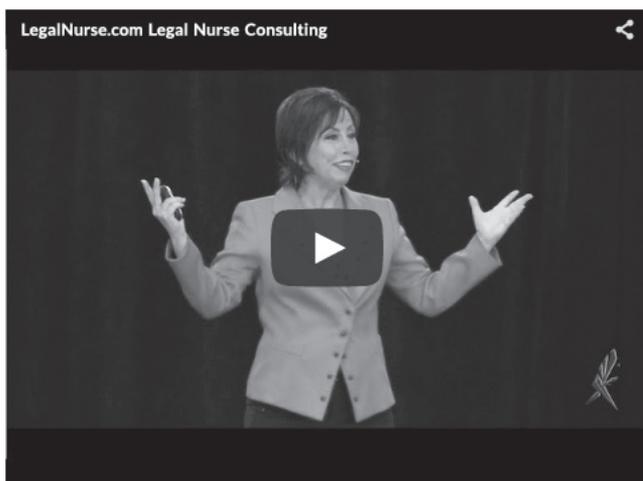
What Will I Learn During the CLNC® Certification Program?

LegalNurse.com's CLNC® Certification Program is the most comprehensive legal nurse consultant training available to registered nurses. Developed and perfected for more than 39 years by legal nurse consulting experts, the CLNC® Certification Program covers 17 modules starting with *The Role of the Certified Legal Nurse Consultant* through Business Development Principles to help you launch and manage your legal nurse consulting business. You can view our entire comprehensive legal nurse consulting curriculum and learn more about the CLNC® Certification Program at LegalNurse.com.

*LegalNurse.com's
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is the most
comprehensive
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consultant
training
available to
registered
nurses.*

*You can view
our entire
comprehensive
legal nurse
consulting
curriculum
and learn
more at
LegalNurse.com.*

We encourage you to watch the complete *Module 1: The Role of the Certified Legal Nurse Consultant* video. To enroll in this free 3½-hour online video course visit LegalNurse.com/free-video. You'll experience The Role of the Certified Legal Nurse Consultant from the CLNC® Certification Program first hand. Complete the free program and receive 4 contact hours FREE.



10 Things *Nursing* Taught You About Owning a Business

by Vickie L. Milazzo, RN, MSN, JD



You have contemplated becoming a Certified Legal Nurse Consultant, and may be wondering if, as a nurse, you're cut out to be an entrepreneur and own your own business. After all, none of us were born entrepreneurs. It's not

like when we were born our moms asked, "Is it a boy or a girl? And the doctor said, "No... it's a little entrepreneur."

We often look to outside experts for guidance and when I started my legal nurse consulting business in 1982, I wished that nursing school had trained

*We Are
Nurses and
We Can Do
Anything!®*

Nursing gave me most of the answers for successfully starting my legal nurse consulting business.

You have the power to take control of your career destiny.

me better for managing a business. Nursing school didn't offer classes such as marketing, accounting or business management. I wasn't confident that my nursing education and nursing experience had in any way prepared me to own my own business. However, I soon recognized that nursing gave me most of the answers for successfully starting a legal nurse consulting business. I also quickly discovered that I was better trained as an RN than most MBAs are for the world of entrepreneurship. Here are 10 things nursing taught us well about owning a business.

Success Lesson 1

You Have the Power to Take Control of Your Nursing Career

We all know that patients heal faster when they take control of their health and practice healthy habits. Even the smallest positive action can give a patient a sense of control and empower the healing process. Placebos are proof that if a patient believes he can be healed, his body does the necessary work for him.

You too have the power to practice the healthy habits essential for taking control of your career destiny. Educate yourself about the necessary steps to achieve career health, including new career options like legal nurse consulting. Then take control of your career destiny by taking action on those steps.

Success Lesson 2

Don't Give in to Fear

As a nurse, you often treat different patients who have the same progressive disease, yet they experience dramatically different outcomes. We all have known patients who lived years after their predicted demise and other patients who should have lived but didn't because they gave up. The fact that so many elderly patients die within months of losing a spouse is a sound example of the mind-body connection. In almost every case, the patients who died too soon had given in to their fear.

As Frank Herbert said in *Dune* "Fear is the mind-killer." Fear can paralyze you and keep you from making decisions. There's also a mind-business connection that will influence the health of your business.

When I give in to fear, I become the biggest obstacle to my success. Practice mind control and exercise your mind daily for positive thinking. Shake off any lack of confidence and negative thinking. Don't let fear be the reason you don't live your career dreams.

Always remember the mindset of the patients who live and the patients who die. The good news is that in business as opposed to nursing, bad results usually aren't fatal.

Fear can paralyze you. Practice mind control and exercise your mind daily for positive thinking.

If you can make life and death decisions and handle life-threatening emergencies, you really can do anything.

You can apply the nursing process to any business situation and challenge.

Success Lesson 3

Nurses Can Do Anything

If you can make life and death decisions in the middle of the night, heal sick patients and handle life-threatening emergencies as easily as you make your bed in the morning, you really can do anything — especially something as straightforward as starting a legal nurse consulting business. Whenever I face a business crisis, I remind myself, “I’m a nurse and nurses can do anything.” I’ve repeated this same message to myself for every obstacle I’ve had to overcome in my business.

Success Lesson 4

The Nursing Process Is Your Friend

When I left hospital nursing to pursue my legal nurse consulting business full-time, I thought I could set aside the “nursing process” forever. I couldn’t have been more wrong. Business requires that same process of assessment, diagnosis, planning, implementation and evaluation. Every medical-related case you get involved in as a legal nurse consultant requires you to assess the possibilities and needs, diagnose the problems, plan how to achieve the goals, implement the plan and evaluate the results.

Your nursing jobs have prepared you well. You can apply the nursing process to any business situation and challenge. You will thank your nursing instructors for this one. Every time you review a case, interview with an attorney or face a

challenge, you will rely on the process they taught you. Today, thanks to the analysis powers I gained from the nursing process, I handle things easily and successfully that would have seemed impossible 39 years ago. Aside from drawing blood, almost none of your nursing experience will be wasted in business.

Success Lesson 5

Act Quickly and Decisively

As an RN you know that seconds make a difference in patient outcomes. You rarely have lots of time to ponder or brood over a clinical decision. Act as quickly and decisively in your CLNC® business as you do as a hospital nurse and you will seize the opportunities that slower peers miss out on.

Will you always be correct? No. Will you make mistakes? Yes. But one thing for sure, you'll never be paralyzed into inaction. Don't miss your chance to succeed. Act quickly and decisively to launch and grow your CLNC® business.

Success Lesson 6

What You Focus on Is Where You Yield Results

Nurses are often overwhelmed by short staffing, heavy caseloads and lack of support from hospital administration. Even the general public knows that working conditions for RNs are worse than ever. We quickly learn to triage

Act as quickly and decisively in your CLNC® business as you do as a hospital nurse and you will seize opportunities.

Your ability to focus on what's really important is the perfect training for your successful CLNC® business.

As you grow your CLNC® business, it helps to remember it's just a business, not cancer.

and focus on what we need to do to heal patients in this less-than-ideal environment. Nursing taught me that where I focus my time is where I yield results.

That skill comes in handy for Certified Legal Nurse Consultants. It's as important to triage and prioritize your actions in your CLNC® business as it is when working with patients. Every day I'm confronted with dozens of challenges, five things that must be done at once, and 20 new creative ideas for my business, but I rarely panic. The organizational and multitasking skills I learned as a nurse have served me well. When you start your CLNC® business, you will not receive any extra hours in the day. In fact, the days will feel shorter because you'll be enjoying your newfound freedom. Your ability to focus on what's really important is the perfect training for your successful CLNC® business.

Success Lesson 7

This Is Just Business, It's Not Cancer

Ministering to patients and family members helps nurses put life, with all its problems and challenges, into perspective. Today when I overreact to a problem or feel I'm in crisis, I think of sick and dying patients. I think, "Now fighting for your life is a REAL problem."

In business I've had lots of ups and downs. When the down moments come, I remind myself, "This is business — not cancer." This helps me focus positively

on solving the problem rather than embarking on a pity party. I've thrown plenty of those parties, and not only did they not make me feel any better, they never helped me solve a single business problem. As you grow your CLNC® business, it helps to ask, "So what if that one attorney says no?" or "So what if my favorite attorney-client retires?" and to remember it's just business, not cancer.

Success Lesson 8

Illness Can Wake You Up

All nurses have treated some patients who only began to live after they almost died. We've all had patients who said they are glad they got sick, because while they were well, they weren't living the life they wanted. The health crisis forced them to wake up, reassess their lives, decide what was truly important to them and go for it.

If your career is facing a health crisis, this is your opportunity to wake up and change things for the better. Today at work, ask yourself whether your nursing career is healthy and whether your nursing career is affecting your health and well-being. Wake up and remember that there's always time to make a change for the better — but it's better to do it now while you can still enjoy the change!

There's always time to make a change for the better — but it's better to do it now while you can still enjoy the change!

Legal nurse consulting is a service business where you will apply the same relationship principles you learned in nursing to your attorney-clients.

Success Lesson 9

Business Is Personal

Even though technical skills are vital for nurses, the relationships with patients and their families are usually what matters most. Those relationships pay off. When I was a young nurse, I made a mistake on one of my patients and he knew it. To my surprise the patient requested that I continue to be his nurse despite my error. I attributed his continuing trust to the relationship we had established together.

Just like nursing, business is personal. At a certain stage I could have handed off all of the responsibilities to others. But I didn't because the relationships with the Certified Legal Nurse Consultants is what I thrive on. No one else could replicate my relationship with each and every nurse.

Legal nurse consulting is a service business where you will apply the same relationship principles you learned in nursing to your attorney-clients and prospects. Provide quality service and excellent work product that no other legal nurse consultant can replicate, and soon you'll feel like you're in a short-staffing situation all over again.

Success Lesson 10

Take a Deep Breath When Managing Your Employees

One more thing I learned, it's easier to manage an ICU full of patients than a room full of employees! At least you can sedate your patients.

Every lesson I learned from nursing, I apply to my business today. You've already learned similar lessons yourself. Take a moment to revel in everything nursing has taught you. These 10 Success Lessons will help you manifest any dream you desire, including becoming a CLNC® consultant.

*These 10
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becoming
a CLNC®
consultant.*

A Day in the Life of a Certified Legal Nurse Consultant



**Every Day Is Different
and That's What
Makes It Fun and
Rewarding**

by Kaylin Chase,
RN, BSN, CNLCP, CLNC
Texas

While the life of a Certified Legal Nurse Consultant is different every day, I do enjoy waking up and starting my day in a relaxed atmosphere without the worry of beating the time clock. A nice cup of coffee in hand, I contemplate the direction I want to go and

“I do enjoy waking up and starting my day in a relaxed atmosphere without the worry of beating the time clock.”

the ideas I want to accomplish. Ideas center around marketing, cases that need my attention, attorneys I need to call or email and dreams I will build upon. After an hour of brainstorming, I begin my day.

As the Institute teaches, “Just sit down and start.” Most days I turn my computer on and check emails. My favorite emails from attorney-clients are “Call me, I need you.” I update my whiteboard with dates and legal nurse consultant jobs that require my attention. It’s nice to update a whiteboard with details other than my name, job title and patient needs. Next, I spend time on LinkedIn and Facebook to connect with attorneys. Sometimes it’s just a quick post and other times I comment on relevant articles. This simple act keeps me in front of potential attorney-clients.

Then I switch my focus to the case that needs my attention first. I spend the day researching, writing chronological timelines and locating expert witnesses. I complete these tasks with my favorite music playing in the background.

Some days I stay in yoga pants with a ponytail and other days I dress to impress as I leave the house with coffee in hand to discuss legal nurse consultant jobs with attorney-clients or to meet new attorney-prospects. Either way it’s exciting and interesting to meet with brilliant minds.

Medical malpractice cases are my favorites. I also consult on a large number of personal injury cases, for which I provide life care plans. I like the diversity.

My favorite emails from attorney-clients are “Call me, I need you.”

The incorporation of CLNC subcontractors has been a success thanks to LegalNurse.com who did a great job training us.

As my CLNC® business has grown, I now use CLNC subcontractors and following up with them is part of my typical day. The incorporation of CLNC subcontractors has been a success thanks to LegalNurse.com who did a great job training us.

The life of a Certified Legal Nurse Consultant is different every day. That's what makes being a CLNC consultant fun and rewarding.

The life of a Certified Legal Nurse Consultant is different every day. That's what makes being a CLNC consultant fun and rewarding.

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*For some
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process
happens
at a break-
neck speed
and some
of us brick
by brick.*



I Get to Channel My Nursing Knowledge, Creativity and Education

by Jorie Akins,
RN, BSN, TNCC, ECRN, CLNC
Illinois

My experience as a Certified Legal Nurse Consultant is probably not typical as I'm still working three 12-hour shifts a week as a clinical nurse in the emergency department. On my days off I focus on growing my CLNC® business.

I begin my day at 8:00am and the first thing I do is check my work-related emails and messages. Next I focus on projects that help to build and maintain my CLNC business such as working on cases, staying in front of my current attorney-clients, marketing to new attorney-prospects and studying the extremely valuable resources available in the *NACLNC*® Association. There is a great deal to learn and absorb from this material and I find it helpful to listen to the resources more than once. I am easily able to listen to a recording on the drive to work. I stay fresh and continually incorporate being in touch with all things CLNC-related.

Another important strategy I've found valuable is surrounding myself with mentors on both ends of the business spectrum. I recently hired my niece who has extensive public relations experience to review my website and resume to keep a fresh,

young vibe in my professional presentation. Four times a year I meet with a retired business professional from the SCORE organization to give me insight from someone who has owned and operated their own successful business and who can advise me from that valuable vantage point.

One interesting aspect of owning your own business is that accomplishing one task splinters into five or ten additional tasks that also need to be done to complete that one original task. Basically your work is never done, but that's the exciting part. When all the countless tasks you've done start adding up and taking shape you can actually appreciate a solid CLNC business has formed under your feet. For some of us this process happens at a break-neck speed and some of us brick by brick.

Being a CLNC consultant is a specialty where all of your nursing knowledge, creativity, talents and your absolute dedication to go the distance are channeled in one amazing place under your very own CLNC roof with your name on it. Certified Legal Nurse Consultants all have our own unique day-to-day experiences and each of us has our own amazing possibilities. As the Institute teaches, "*We Are Nurses and We Can Do Anything!*"[®]

Small action steps matter. They provide momentum. Momentum creates movement. Movement leads to progress. Progress leads to CLNC success. Then you repeat the process again the next day, the next week and so forth. This has been the most rewarding lesson of all.

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My days are flexible. Some days I choose not to log any hours at all and relax by the pool.

I work on many different cases at a time. If I get bored with research, I can work on a chronology.



I Love the Benefits of a Highly Flexible Schedule

by Dorene Goldstein,
RNC, BSN, CLNC
Massachusetts

What I like best about being a Certified Legal Nurse Consultant is the flexible schedule. I do not have a typical day or week for that matter. My days are flexible depending on what I need to get done. Some days I choose not to log any hours at all and relax by the pool, while other days I start at 9:00am sitting in my home office working on cases. I usually sit and work for about two hours at a time and then I take a break.

During my break I either walk away completely from my office or I switch tasks. I love being able to have control over my schedule and to manage my time flexibly. Sometimes I work on many different cases at a time. If I get bored with research, I can work on a chronology or a case screening. This work is perfect for me as I like to keep it interesting. Since I never miss a meal, lunchtime comes quickly and I usually eat at about 12:30pm. I allow an hour for lunch and take the dog for a walk no matter what the weather is outside. This time helps clear my head — I find that when I go back to work after this break, I am extremely productive. Such is the benefit of having a very flexible schedule as a legal nurse consultant!

The afternoon is when I am usually at my best. I finish many tasks and check them off the list. This is a satisfying experience. While I would like to say that my days end at 4:00pm, this is usually not the case. I find that many nights after dinner, I return to my home office to plan out my week. Relax, I don't work every day of the week like this. Some days I only work in the afternoon or I don't put in any hours at all! My days and weeks are truly flexible and I can thank LegalNurse.com for that.

Working from home can certainly be a challenge for someone like me who gets distracted easily. Walking down the stairs to my office, I pass by the piles of laundry. When I put the laundry in the dryer, I have to take the other clothes out. When I put them away, I realize that the bed needs to be made, etc. The way I avoid this issue is to not do laundry or any other chores during my work day. If I work outside by the pool, this is never a problem because I can't see the housework that needs to be done.

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Because I live in a rural area, most of my attorney-clients are in other cities and states. I have clients I've worked with for years and have never met face-



There's No Such Thing as a Typical Day for a CLNC® Consultant

by Jane Hurst, RN, CLNC
Ohio

One of the best parts about being a Certified Legal Nurse Consultant is that my days are never the same. I enjoy the variety of my CLNC® business and the ability to work when I want to.

I don't have set office hours. It's not because I'm a rebel — it's because I have attorney-clients in different time zones. I may have to speak with an attorney at 5:00am or at 8:00pm, but that is where my flexibility comes in.

I like to get up early. I'll have my coffee on the patio while I check the emails that came in overnight. One of my attorney-clients is six hours ahead of me, so he starts his work day in the middle of my night.

I then move into my home office to start working on cases. I am so lucky to have an actual office in my home. Before we moved here, I worked at my dining room table. It worked out pretty well since we rarely used the dining room. I kept a tablecloth folded up on one of the chairs. If someone stopped by unexpectedly, I would do my "reverse tablecloth trick" and throw it over the medical records that were strewn on top of the table. I still take over

the dining room table when I have a case with voluminous records, but thankfully it's not my office desk anymore.

Most of the medical records I receive are sent to me electronically. The attorneys email them in pdf files or send a link to their internal network or a cloud server where I can access them for a certain period of time. I love using the next best thing, but there is one thing that I hold out on. I still like paper when reviewing medical records as a Certified Legal Nurse Consultant. I like working with those 8½"x11" pieces of pulp fiber. It's not that I'm not capable of working with the records on my computer — I am set up with dual monitors. I have it set up so my cursor flows from one screen to the other seamlessly. I can highlight the important pieces of data on a page as well as any CLNC® consultant. I need to be able to sort, mark, highlight and otherwise fondle each page of the medical record. I guess it's just the way my brain processes information.

Needless to say, I have large quantities of paper. I have a lot of boxes of medical records which I keep for five years after the cases settle or go to trial. I use Microsoft® Office calendar to enter two dates. I enter a date one month before the records can be destroyed and the actual destroy date. When the first date rolls around, I contact the attorney who handled the case. I let him know I am going to be purging the records and ask if there is any need to retain them. If the answer is no I destroy the records. Twice a year, I use a mobile shredding

“One of the best parts about being a Certified Legal Nurse Consultant is that my days are never the same.”

“I enjoy the ability to work when I want to.”

service. They come to my house and shred all of the documents I need destroyed. I look forward to shredding days. It clears out some space in the basement for a while.

Because I live in a rural area, most of my attorney-clients are in other cities and states. I have clients I've worked with for years and have never met face-to-face. Everything is handled remotely. Even the attorney-clients I have who are within driving distance, opt to mail or email the medical records. I Skype, speak with them on the phone or email to discuss cases.

As you can see, there is no such thing as a typical day as a Certified Legal Nurse Consultant in a rural area, and that is exactly the way I like it!

There is no such thing as a typical day as a Certified Legal Nurse Consultant in a rural area, and that is exactly the way I like it! ””



The Best Part of Being a CLNC® Consultant Is Choosing How to Spend My Day

by Suzanne E. Arragg,
RN, BSN, CDONA/LTC, CLNC
California

The BEST part of being a Certified Legal Nurse Consultant is the ability to choose how I want to spend my day. Barring the fact that there are times when I do not have the liberty to control my schedule because of an arbitration, mediation or trial, my typical day always begins with two cups of java while looking out onto my garden. Enjoying the quiet and tranquility of the morning keeps me centered and calm.

Once I have breakfast, I stroll into my home office and start checking email. Usually there are urgent requests from various attorney-clients on different medical-related cases, so I begin by prioritizing the order in which I need to respond. Then, I turn to the current project at hand. The project may be medical record review and analysis, reviewing a CLNC subcontractor's latest report, reading deposition transcripts, reviewing medical bills, preparing a damages analysis and/or conducting research.

Soon it is time for lunch. Depending upon how busy the day is, I consume some healthy protein and then go for a 3-mile run. I clean up, grab a healthy snack and return to my home office to check email and resume the project at hand. Before I know it,

The BEST part is the ability to choose how to spend my day.

Sometimes I take a drive to the beach, go for a walk and then work the early evening.

If this routine sounds too good to be true, it's not!

Every day, I toast to the awesomeness of being my own boss and my CLNC® success!

it's time for dinner. I return to my kitchen where I prepare dinner for my family. Cooking is so therapeutic, rewarding and a great diversion from medical record review. Plus, I am able to check email, enter billables and review the next day's calendar — all while dinner is cooking! Once dinner is ready, we relax with a healthy glass of red wine, toast to a productive day and enjoy our meal.

There are occasions when a deadline is pressing and I return to my home office after dinner to work for a couple of hours, but it is reassuring that my attorney-clients continue to send work to me, so it's a good problem to have.

Sometimes the routine becomes mundane and I feel the need to change it up. On these days, I take a drive to the beach, go for a walk on the sand and then work the latter part of the day and early evening.

If this routine sounds too good to be true, it's not! It is truly representative of a day as a Certified Legal Nurse Consultant. There are days riddled with unexpected, atypical projects, and there are several days a month when I am traveling for various cases. Because today's technology allows quick access to information, I am able to meet my attorney-clients needs on the fly. At the end of every day, I toast to the awesomeness of being my own boss and my CLNC success!



Each Day Is My Own as a Certified Legal Nurse Consultant

by Susan Schaab, RN, BSN, CLNC
Montana

For more than 20 years I worked as a staff nurse, and although the type of facility and specialty changed many times, the work did not. Every day I had a narrow window of time when I was allowed to clock in or out. I am habitually on time (meaning I have to get to work about 10-15 minutes early or I am late), so periodically I would get a reprimand for clocking in too early. Then there was the constant scrambling and juggling to complete my work and documentation or be dinged for too much overtime. Somewhere along the line, I managed to stay organized and punctual while delivering great patient care, but the fun of nursing would always be sapped from my job. Then I found the Institute and my life as a Certified Legal Nurse Consultant.

As my own boss, I never get reprimanded for getting to work too early, putting in too many hours on cases or building my CLNC business. I can work, or not work, as my case load requires. Although I do stay organized and try to maintain a daily schedule, each day is gloriously flexible and my own!

As menopause starts, and sleeping is sometimes uncomfortable (hot flashes under thick Montana

As a Certified Legal Nurse Consultant, my days are typically filled with interesting cases and attorney-clients, healthy exercise and the ability to work as hard as I want... or not!

As my own boss, each day is gloriously flexible and my own!

It always makes me smile to think I am earning \$125/hr in my pjs in the middle of the night.

blankets are never pleasant), I occasionally find myself researching cases at strange hours. The Internet is always open and accessible, and surfing for new articles is really fun at 3:00am. The flexibility I have as a legal nurse consultant is amazing. I save my research in a reading list and dive into them later (it is easier to do a serious analysis in daylight). Several of my female attorney-clients understand this as I have received a few emails from them at around 2:00am. No, I don't answer until later as that could lead to some groggy conversations. It always makes me smile to think I am earning \$125/hr in my pjs in the middle of the night.

My peak productivity hours are saved for case analysis and report writing. I crank up Pandora® for background music (no lyrics since singing along to 90s pop tends to send me off track and off key!) and can easily put in 3-5 hours without moving from my chair. After seven years as a Certified Legal Nurse Consultant I am still amazed at how easy and enjoyable consulting with attorneys is. I get lost in my cases and am energized by them. I never felt that energy at the hospital unless it was an adrenaline rush from a delivery going bad, which was exciting but never fun. The flexibility that legal nurse consulting affords me is truly a blessing.

I find that exercise is important to relieve my aching butt muscles and get my juices flowing again, so early afternoon is my time to get outside or go to the gym. I take a couple of hours daily to hike, run or ski in the mountains.

Montana has short, amazingly beautiful sum-

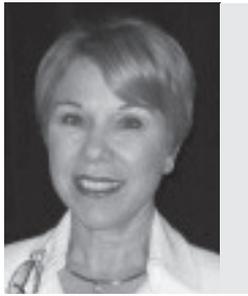
mers and everyone is outside hiking, biking, running, fishing and hunting. One benefit of living in a small town is that I frequently see my attorney-clients. I have had many impromptu meetings while on a bike, or while training for a 10K. Recently two of these meetings brought me my most recent case.

As a Certified Legal Nurse Consultant my workstyle is completely flexible and completely my own. My days are typically filled with interesting cases and attorney-clients, healthy exercise and the ability to work as hard as I want... or not!

After seven years as a Certified Legal Nurse Consultant I am still amazed at how easy and enjoyable consulting with attorneys is.

“I never have a boring day or one in which I can predict exactly what will come my way.”

“I love the challenge and can’t imagine doing anything else.”



I Can't Imagine Doing Anything Else

by Dale Barnes,
RN, MSN, PHN, CLNC
California

One of the things I love about being a Certified Legal Nurse Consultant is no two days are alike. I am never bored and I always have to be on my toes, as I do not know what the day will have in store for me.

To elaborate on what some days are like, I've been working on a huge obstetrical case involving premature twins. The medical records are voluminous and I've spent days just organizing ten large binders of medical records. The way the records arrived was unbelievable. It was like someone had taken seven years worth of records, thrown them in the air and shuffled them. Those were not the most exciting days.

In the middle of tediously organizing medical records, I had fun going to a defense medical exam (DME) for the twins. I got to interact, play with them and have fun observing them. They are now seven years old, and quite rambunctious. Since the DME was about an hour-and-a-half drive from where I live, that was the bulk of my day. (And yes, I do charge for travel time).

In the midst of working on this bad baby case, I got a bad faith insurance case and a long term care case. I also got several complaints to review for the Board of Registered Nursing.

One day, I was reviewing a case in which I was to testify two weeks later. The case was one that originated as a complaint to the Board of Registered Nursing but had progressed to a lawsuit in which the issue was rescinding a nursing license. As I was preparing my testimony, the phone rang. It was an attorney I did not know. He had been referred to me by another Certified Legal Nurse Consultant. He told me he had a trial coming up in a couple of weeks and needed an expert quickly. He said the case involved defending a registered nurse to prevent rescinding of his license. I asked about the case to ensure there was no conflict of interest. Turns out I had to tell him this was the same case in which I was preparing to testify for the District Attorney. He asked if I could find him another nurse to testify. I told him I would be a bit uncomfortable finding someone I know to testify against me. I also told him I knew we could not discuss the case, but had to ask him if he had watched the videos that were presented as evidence in this case. His response was, “Yes, and I wish I was on your side!”

The above call came to me on a Friday. On Monday I got a call from another new attorney. He had a possible case involving a 12-year-old with a chronic condition. He was trying to decide whether to pursue just a negligence theory, or also include

I had fun going to a defense medical exam for twins. I got to play with them.

The DME was about an hour-and-half drive. (And yes, I do charge for travel time.)

I got a call from another new attorney. He had a case involving a 12-year-old. So, all those records were sent to me.

assault and battery because an MRI with sedation was given without parental consent. So, all those medical records were sent to me and I began my review.

In between all of the above, I was busy writing interrogatories and deposition questions for other cases that were in the discovery phase.

As you can see, I never have a boring day or one in which I can predict exactly what will come my way. I love the challenge and can't imagine doing anything else.



My Perfect Day as a CLNC® Consultant Is a Day When I Never Take My Slippers Off!

by Rebecca Jones,
RN, MSN, CNM, CLNC
Colorado

My perfect day as a CLNC® consultant is a day when I never take my slippers off!

The winters in Colorado can be filled with day after day of snow. Don't get me wrong, I love the snow and one of my most relaxing activities is to watch the snow fall (from the comfort of my living room) with a steaming cup of coffee in my hands and my favorite pair of slippers covering my feet.

I remember one such day. The snow was already almost two feet deep in the yard, schools were cancelled and I was sitting in my second floor office, drinking coffee, watching the snow fall and checking my email. I answered a few questions from my attorney-clients on legal nurse consultant jobs regarding previous reports I had completed. Next I started reviewing a new case.

After a few hours of work, it is my habit to take a break. I might take my old miniature dachshund Annabelle out for a walk, work in my garden, run a few errands or something less exciting and glamorous like start a load of laundry. It was a 'start a load of laundry' kind of day so that's what I did.

My perfect day as a Certified Legal Nurse Consultant is a day when I never take my slippers off!

After a few hours of work, it is my habit to take a break. I might take my old miniature dachshund Annabelle out for a walk, work in my garden, run a few errands or something less exciting.

I continued working on the new legal nurse consultant job, taking breaks throughout the day. I took time to relax in front of the fire and watch the snow fall and feel gratitude for not having to make the treacherous commute to the hospital which could take two to three hours one way in the current weather.

At the end of the day with three feet of snow on the ground, I had been productive both financially and emotionally. I completed a brief report on the new case, completed some necessary household chores and most importantly took care of me with down time and activities that are good for my soul.

I did it all without leaving the house in horrific weather and never once took my favorite slippers off! This sums up a typical day in the life of a Certified Legal Nurse Consultant.



There Is No Finish Line in My Life as a Certified Legal Nurse Consultant

by Marcia Bell,
RN, BSN, CAPA, CLNC
Maryland

In the past, I never wanted to own a business, but I've always wanted a career, a family and a home. My desire to be a Certified Legal Nurse Consultant changed my focus. My CLNC® business is a lot like me. I do a little bit of everything. There is no typical day at Bell Legal Nurse Consulting. I incorporate both the roles of the testifying expert and consulting expert into my business.

I have consulted on more than 50 PACU medical malpractice cases from at least 11 different states. The PACU cases are my favorites, because that's my nursing specialty and I'm still active part time as a PACU nurse.

I consult on a variety of cases in addition to medical malpractice, including family law, personal injury, products liability and criminal cases. My CLNC services include producing chronological timelines, assisting with interrogatories, creating deposition questions, writing pain and suffering reports, attending independent medical exams (IMEs) and organizing medical and billing records.

Last Thursday I was going to catch up after vacationing and hosting my mother's 80th birthday

I do a little bit of everything. There is no typical day at Bell Legal Nurse Consulting.

I have consulted on more than 50 PACU medical malpractice cases from at least 11 different states.

One of Vickie's favorite quotes, 'There is no finish line in life' is a quote that guides me. I feel blessed and try to enjoy every moment that life brings. »»

party for more than 50 guests at my home. I had to screen two cases for merit from one law firm, send out invoices for three legal nurse consultant jobs, draft a presentation on organizing medical records to present to a new attorney-client's office, analyze a 200-page deposition and organize a set of medical records. Needless to say, I did not finish all of this in one day. In the middle of it all, I received a new case and I am waiting on two criminal cases from another attorney-client.

One of Vickie's favorite quotes, "There is no finish line in life" is a quote that guides me. I used to finish one case and wonder where the next one was coming from. Now, I know there is no finish line in my life as a Certified Legal Nurse Consultant. If I get to a stopping point, I just reorganize and refocus on what I can do to improve my CLNC business. I feel blessed and try to enjoy every moment that life brings.

Imagine, Believe, Achieve Your New *Life* as a CLNC® Consultant

Different Seasons of Life Brought Me to Where I Am Now as a Certified Legal Nurse Consultant

by Jacquelyn Maki, RN, BSN, MHA, CLNC
Wisconsin



In our lives there are many seasons, and with each season there is opportunity to passionately pursue our purpose. From the moment I was asked (while in the second grade) what I wanted to

“In our lives there are many seasons, and with each season there is opportunity to passionately pursue our purpose.”

do when I grew up, I said I was going to be a nurse.

At 17 I went to college to follow that dream, however, too homesick to continue, I came home and became a certified nursing assistant (CNA). While working as a CNA and waitress, I went to school to be a surgical technologist.

In 1990 I started my career in the operating room (OR) as a surgical technologist. Three years later I became a first assist, and then finally went back to nursing school. I completed my ADN in 2003. I continued to work in the OR while cross-training to the post-anesthesia care unit (PACU) and endoscopy. After a few years, I was asked to be the OR supervisor which included five different departments. While in that role, I decided to go back to school again for my bachelors. I graduated in 2011 with my BSN and took a position as an OR manager for an 18 operating room Level II trauma center.

Approximately a year into my new position, I found myself growing restless again to enhance my nursing career. I had learned about legal nurse consulting from LegalNurse.com. I've always been interested in law, but nursing is my first love. By 2012, the Institute's CLNC® Certification Program and the thought of being my own boss while making decent money really piqued my interest, however, I wasn't sure if the timing was right.

I decided to go back for my master's in healthcare administration, and in 2013 I moved to a different city to become a chief nursing officer (CNO). At the time I moved, I was still in my

Within a month of becoming a Certified Legal Nurse Consultant I got started.

Being a subcontractor boosted my confidence.

master's program while starting a new job with much more responsibility. I loved every minute of that first year gleaning so many opportunities to expand my horizons. In 2015 I completed my master's in healthcare administration.

During this time, I kept the end goal of owning my own business in the forefront. In 2017, I took the Institute's CLNC Certification Program and became certified. I found everything fascinating and the Program was well worth the money, time and effort. Within a month of becoming a Certified Legal Nurse Consultant I got started. It was a great way to close out 2017.

In 2018, I was meeting with attorneys for lunch, showing them sample reports and obtaining legal nurse consultant jobs.

In March 2019, after submitting a mentoring request to the Institute, I was connected with a CLNC Mentor who I had not worked with before. She later hired me as a CLNC subcontractor. It was one of the best things that could have happened to me. The CLNC Mentor I subcontracted with had attorney-clients in numerous states and had experience in long term care. I learned what to look for in long term care cases, which was great, since I only had hospital experience. Being a subcontractor boosted my confidence.

In 2019, I had a major partner from a large law firm who was using my consulting services. There was another partner in that law firm I had been trying to work with. Although we had been in

Because of my persistence and subcontracting experience, I was able to retain him as an attorney-client. He continues to utilize my CLNC services today.

Developing my own company, owning my time and having work-life balance is by far the best feeling in the world.

If it is your dream to be a Certified Legal Nurse Consultant, be prepared to put yourself out there. It is well worth it!

contact more than once, I had not yet received any work from him. One day I decided to look up when he had the next trial. On day one of the trial, I met him as we were both walking into the courthouse. He was surprised that I had come to court to see him. I showed up every day of that trial. We met for lunch approximately two weeks after the trial ended. At lunch he asked if I had nursing home experience because he was starting to do more nursing home cases. I was able to state that I had subcontracted on nursing home cases and could assist him. I also gave him a report I had prepared that addressed my opinions on the strengths and the weaknesses of the case he had just tried. After that lunch, I heard back from him thanking me for the candid report on what I had noticed at the trial and my ideas. Because of my persistence and subcontracting experience, I was able to retain him as an attorney-client. He continues to utilize my CLNC services today.

I thoroughly enjoy being my own boss, setting my own hours, and having the opportunity to work with attorneys on healthcare related matters. For me, developing my own company, owning my time and having work-life balance is by far the best feeling in the world.

I have found that the more I can offer the attorneys, the better chance I have of receiving cases from them. I market myself as having clinical as well as administrative experience, which qualifies me to provide a full overview of what occurs in the healthcare setting. I offer CLNC services that include expert witness location, trial preparation

and being a part of the team while in court, analyzing medical records, plus a lot more.

The best advice I can give others is that it takes work. If it is your dream to be a Certified Legal Nurse Consultant, be prepared to put yourself out there. Although I had done so many things in my career, including move to a new city, start a new role all while in a master's program, I still found myself dealing with insecurity. "Did I say the right things?" "Did I offend them?" I started driving myself crazy with self-doubt and worry. I discussed this with another successful CLNC consultant who advised "It's normal for attorneys to not always get back to you right away. They are not on our timeframe. If you have repeat work from attorneys, then you need to stop worrying." She was quite right. Some attorneys are great with immediate responses and others are not. It took me awhile to get used to it and not doubt myself. To be successful, it takes patience and determination. However, it is well worth it!

As I look back over the start of my healthcare career, I see how pursuing my passion of caring for others opened doors in my life to serve in various roles. Through different seasons of life, each experience has been a building block to where I am now. Having just passed the one-year mark consulting full time and turning 50 within a week of the one-year anniversary, I am absolutely fulfilled and thrilled to be pursuing this passion of assisting attorneys and running my own CLNC business. With this career, cases are new and challenging, and there is always something to learn. My passion for

"I am absolutely fulfilled and thrilled to be pursuing this passion of assisting attorneys and running my own CLNC business."

learning and helping others is being fulfilled. All the experience from CNA to CNO helped prepare me for owning my own legal nurse consulting business. May my various seasons of life encourage others to continue pursuing their passions, while never giving up on fulfilling their purpose.

Cases are new and challenging, and there is always something to learn. My passion for learning and helping others is being fulfilled.

CLNC® Consultant, Renee Snyder Shares Why Being a Certified Legal Nurse Consultant is the Best Part of Her Nursing Career

Renee Snyder, RN, BSN, CLNC
West Virginia



Vickie: I'd like to introduce you to Renee Snyder, Certified Legal Nurse Consultant. Renee thank you so much for joining me here today.

Renee: Thank you for inviting me.

Vickie: What motivated you to become a Certified Legal Nurse Consultant?

Renee: I was director of a hospice house. It was a 24-bed unit and I was the only director in the building. I worked 24 hours a day, 7 days a week and I kept saying “*Gosh, I really could use some help.*” But the help never came and I thought “*I can't do this anymore.*” I was working late at night, I was missing my grandchildren, I couldn't see my husband, I was tired and I knew it was time. I felt very defeated and just beaten down so I knew I had to do something.

Vickie: Why legal nurse consulting?

I was working late at night, I was missing my grandchildren, I couldn't see my husband, I was tired. I knew I had to do something.

I get to that final discussion with the family knowing that I've helped somebody, and they feel very validated and listened to.

Renee: Actually it was an interesting way I got to this place. I was looking for a job and I got a call from a law firm asking if I was interested in working for them. I thought to myself “*What can I do for a law firm?*” So I said I’d be interested in coming in and talking to them. I came in and talked to them and they talked to me about being their legal nurse consultant and talking to clients and working with the attorneys. I thought “*I didn’t know there was such a thing*” and said “*Sure, I think I’ll give it a try.*” I wanted to do something new so why not just jump into that?

Vickie: How did you overcome your fears of starting this new nursing career?

Renee: There were a lot of fears. There was a lot of self-doubt. I didn’t know if I could do it. I didn’t know what was involved and I didn’t have any idea what it was all about. So I started doing some research to find out what legal nurse consultants do and that’s when I found your program.

Vickie: I know that you ultimately came through the program and became certified. Did that help you with your job at the law firm?

Renee: Oh my gosh, it helped immensely! It helped me know what my responsibilities were. I had no idea about finding experts and how to do it. I had no idea about report writing and all the things that were involved in that and research. It was just so enlightening. It gave me an idea of what my role was, how I could help attorneys and how I could be a very important part of the team.

Vickie: Tell us about your role inside the law firm. I know it's a plaintiff law firm.

Renee: It's interesting because it's a lot. My role starts with the calls. I take all the calls from people calling in who think they might have a case. I spend a lot of time talking to them, finding out what happened and what their perception of it was. And then, I consult with the attorneys and we decide whether or not it's something they want to do and they think they can help. And then I review the medical records. I'll tell them what medical records I want. I even follow through and meet with the client to get all the authorizations or the records. I read the records. I help the attorneys with depositions and questions. I go and listen at the depositions, so that if there's any issues brought up that the attorney doesn't know or understand, I'm there to take a break and tell them what they're talking about. All the way through to when the case is completed and I get to that final discussion with the family knowing that I've helped somebody, and they feel very validated and listened to. Sometimes these families feel like they don't even know what happened, so it's very rewarding.

Vickie: You interact with the potential plaintiffs and the actual plaintiffs, so in some ways a lot of what you apply to nursing you can apply with these potential clients and plaintiff-clients, right?

Renee: Absolutely.

Vickie: And I'm sure they find it easier to talk to a nurse than to an attorney.

I have to switch between attorneys and be able to switch gears very quickly to meet the needs of each one.

I have one attorney who wants to know every detail.

This role gives me the opportunity to say 'You know what? Today I'd really like a quiet atmosphere and I want to work from home.'

Renee: As a matter of fact, everybody that we have had in the office has said that I'm the key. I think that they're afraid sometimes to speak to the attorney and especially when you're speaking about medical issues, they feel very comfortable talking to a nurse.

Vickie: Renee, what personal traits would you say have contributed to your success at the law firm?

Renee: There's a few. A good sense of humor is a start. Also tenacity, because when you're a legal nurse consultant you've got to really dig in and find out what happened and work your way through it. I think my critical thinking helps and multitasking because you're not always working on the same case all the time. You have to flip from case to case. In the law firm I work at there are five attorneys, and they each have their own case loads. So I have to switch between attorneys and be able to switch gears very quickly to meet the needs of each one.

Vickie: So a lot of agility and it can probably be more fun and more rewarding to work with a variety of cases and more attorneys.

Renee: I think it's great. I have one attorney who wants to know every detail. He wants to know what happened and how it happened. Then I have another attorney, when you're looking at a case for him, he'll call you in and say "*In 10 words or less, tell me what happened.*" So that can be challenging.

Vickie: Lawyers come in all shapes and sizes, and it's great to be agile and be able to respond to each shape and each size. Every day you have to show up to this law firm, and I'm sure you have to

show up with intention. Do you set some intention for your day and make decisions about how you want the day to play out, so that you are going to be able to really continue to excel in your role as a Certified Legal Nurse Consultant?

Renee: Yes I do. One of the things that I really like about that is when I make my day, and when I know I need to make the most of my day, being in this role gives me the opportunity to say “*You know what? Today I’d really like a quiet atmosphere and I want to work from home.*” It gives me the opportunity to say “*I really want to work in the evening instead of coming in at 8 o’clock in the morning.*” It’s a lot of autonomy, I should say, is what I like about it.

Vickie: I remember when you and I were talking and you mentioned that you definitely are earning more income, and we can talk about that, but the thing that struck me was that you said “*It’s not about the salary, it’s about the total package.*” Tell us about that.

Renee: Of course the income came with the job and I’ve been very fortunate, and I’ve been very successful in what I’m doing and the income continues to increase. I would have to say that the income started at about a 20% increase over what I was making in my other job. There are other things. I have a 401k, there’s bonuses, but the big thing to me is being part of the team and being valued. It’s the time, the autonomy, it’s the whole package in working here. I think I would still do it and do this job if the money wasn’t here, if there wasn’t the big increase that I had. It’s just such a wonderful profession.

I have a 401k, there’s bonuses, but the big thing to me is being part of the team and being valued.

Nursing has been my life's career and this by far is one of the best parts. I never dreamed I would be in this position.

Vickie: What I love about legal nurse consulting is that it is a profession that recognizes the expertise of registered nurses and you do get paid accordingly. It's great to say that I would do this for less, but why should you? How many years of experience do you bring to the table Renee?

Renee: It's a lot. Nursing has been my life's career and this by far is one of the best parts. I worked 20 years in hospital and 20 years in hospice, but this is by far my love. I can just say it. I never dreamed I would be in this position.

Vickie: If there's a registered nurse out there listening, are they going to think that they have to have 40 years in nursing in order to do this?

Renee: They don't! It was one of my fears that I wouldn't know enough or I didn't have enough experience. You have to realize that everybody's different and every case is different, and it might not be in my expertise I've known for 20 years and it might not be in their expertise. But there's outreach, there's other Certified Legal Nurse Consultants who will help you. You can reach out to the them and get some advice. And your program helped me mainly by teaching me how to get in and research, what I need to look for, how I need to look for it, how to get my experts, how to do the job and how to write the reports.

Vickie: Screen those cases. Write the reports.

Renee: What to look for. I think that the big thing you told me was how to look in that chart and find those things that are missing, find those things that are important and that has served me well. And

I will say this, we have gotten a lot of referrals here at the office because they have a nurse. Not every attorney in our area employs a nurse. And so we have gotten a lot of referrals because I can read the records and let them know whether or not they have a case. It's been very interesting.

Vickie: I know that you had a special luncheon after 5 years at the law firm. Tell us about that.

Renee: It was right before Thanksgiving, I was sitting in my office after our Thanksgiving luncheon and the senior partner called and said "What are you doing?" I said "Well, I've just had lunch" and he said "Come down here. Come to my office." And I thought "Oh boy, something's up." Of course you don't know what's up when you're summoned. When I walked down to his office and went in, all the attorneys were in his office and my heart started racing and I said "Okay, am I getting fired?" and the senior partner said "Oh no. You're getting a raise. Sit down."

Vickie: I love it!

Renee: It was so lovely because they told me how much they valued what I did and what I provided here at the office, and they told me they were giving me a raise. The senior partner said I'd have to be here at least 10 more years and I told him "I'm an old girl. That's not going to happen." It was nice to be appreciated and in this time, during the pandemic, it was nice for me to feel valued in this profession and doing what I'm doing, it just means the world to me.

Vickie: And the fact that they all showed up to say thank you and to congratulate you. One attorney

We have gotten a lot of referrals because I can read the records and let them know whether or not they have a case.

It was so lovely because they told me how much they valued what I did and what I provided here at the office, and they told me they were giving me a raise. ”

could have said thanks and you're going to get a raise.

Renee: Yes, that's exactly right. It was a windfall and everyone was really cheerful. Vickie, when I got back up to my office that day I emailed you. I was so emotional and so grateful for the opportunity to be a legal nurse consultant and to be in this profession and to feel valued after all the years of service. When you give and you give and give and you never get back in a hospital or setting like that, because it's a big organization. But to know that you're valued and right before Thanksgiving! I just wanted to thank you because I don't think that I would be where I am if I hadn't found your program and got my certification, and I was very grateful and wanted you to know right then.

Vickie: Thank you Renee and thank you for representing your CLNC® peers. We really appreciate you and feel honored to have you as part of our membership.

Renee: Thank you. I appreciate everything you've done.

CLNC® Consultant, Jennifer Johnson, Describes How She Designs and Plans Her Nursing Career as a Certified Legal Nurse Consultant

Jennifer Johnson, RN, BSN, MBA, CLNC
Pennsylvania



Vickie: I'd like to introduce you to Jennifer Johnson, Certified Legal Nurse Consultant. Jennifer thank you so much for joining me here today.

Jennifer: Thank you for inviting me.

Vickie: Jennifer, I know you started your legal nurse consulting business last year and it seems like you're doing pretty well. Congratulations for that. What motivated you to become a Certified Legal Nurse Consultant?

Jennifer: I looked at the skill sets that I have, and I've always liked to research even before I became a registered nurse, so the skills of research and my skills in nursing and learning something new is what motivated me.

Vickie: What personal traits have contributed to your success?

I got out there, and even though I was fearful of it, once I got there everybody was so nice, so it's actually about going despite the fear.

You get a lot of autonomy. You get to make your own schedules and every case is so different.

You never get bored. Every case is different. It's also what's going on, like COVID-19, so you have new cases and new things coming up constantly.

Jennifer: I'm self-motivated, so getting out there and executing a business plan, that's really what got me out there to do this for myself.

Vickie: So being motivated and taking action every day like we talk about in the CLNC Certification Program.

Jennifer: Yes, I have calendars that I use to plan out my day and make sure I stay on track.

Vickie: That's helpful. When you made the decision to become a Certified Legal Nurse Consultant did you have any fears, and if yes, how did you overcome those fears?

Jennifer: Yes, I did have fears. I'm more of an introverted person, so I actually had to make marketing plans and whether I felt like it or not, I just picked up the phone and made introductions. I went to a conference for attorneys. I got out there, and even though I was fearful of it, once I got there everybody was so nice, so it's actually about going despite the fear.

Vickie: You're saying a couple of things here that are important. First, you said you're an introvert. I always say introverts probably make the best people for analyzing the cases because you sit there, take your time with the medical records and if you're at your desk for several hours, you're not looking for interaction with other people as much as the extroverts. So it's not a bad trait to be an introvert, but I also like that you said that you pushed yourself despite your fear. In other words, once you got out there, these lawyers weren't as scary as you thought they would be, and that's so true for any aspect of

pursuing something isn't it? We're always going to have fears, but it's people like you who say "Okay, I've got it, I'm going to acknowledge it, but I'm going to move on anyway." Was it worth it?

Jennifer: Oh yes, it was definitely worth the ride, and I'm still enjoying the ride.

Vickie: What do you love most about owning your CLNC® business?

Jennifer: You get a lot of autonomy. You get to make your own schedules and every case is so different. It's a very exciting career and I like having different experiences with each case.

Vickie: So you can see doing this for a long time and not getting bored or burned out?

Jennifer: Definitely, you never get bored. Every case is different. It's also what's going on, like COVID-19, so you have new cases and new things coming up constantly.

Vickie: That's going to be true as long as we're in this industry. There's always going to be new litigation, and you like being able to get involved in new types of litigation?

Jennifer: Yes, I do, it's keeping me aware of what's out there, new opportunities. Even if I don't get a case, I'm considered an expert.

Vickie: How would you say your CLNC® business has changed your life and how would you say it's changed you personally?

Jennifer: It's changed my life because not only was I thinking of a business — I always wanted to go into business. As a nurse I wanted to find out what

As far as helping my life, the autonomy, increased confidence, being considered an expert and the ability to know that I can have an income just with legal nurse consulting.

You get to create your day. You get to design and plan how you would like your career to be.

type of business I could go into and when I looked into legal nurse consulting a former co-worker said that I would make a good legal nurse consultant. I found out it was skills that I've always wanted to hone in on like research, looking at how different diseases play out with personal injuries and cause and effect. That was always something that I wanted to do. As far as it helping my life, the autonomy, increased confidence, being considered an expert and the ability to know that I can have an income just with legal nurse consulting.

Vickie: So this is your business, a business not a hobby. How would you say being an independent legal nurse consultant is different than working inside the health care system?

Jennifer: With the autonomy you get to create your day. You get to design and plan how you would like your career to be. Once you plan it, you execute it. Instead of going to a job that's already created for you it gives you more creativity. I'm more creative now because of that.

Vickie: So you feel like you're more the driver of your own working life?

Jennifer: Definitely yes.

Vickie: What is your definition of success?

Jennifer: My definition of success is looking at not just my career, but also taking a plan and executing it. That's success no matter what the outcome is. Also, when I think about the rest of my life it's enjoying the moment, enjoying the journey, enjoying friends and family, as well as my career

and aspiring to be a healthier individual.

Vickie: That's a fantastic definition of success. Thank you so much Jennifer and I'm looking forward to hearing more about your success.

Jennifer: Thank you too Vickie. I'm enjoying myself.

*My
definition
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How I've Built My Legal Nurse Business with This One Unique Service to Attorneys

by Katt Bowers,
MSN, RN, TNS, CLNC
Illinois

Nursing has always been my passion, and the law has always held my complete fascination. Legal nurse consulting allows me the freedom to indulge both, while providing a valuable and cost-effective service to attorneys.

I've been a registered nurse (RN) for more than 30 years. I spent eight years as a travel nurse working in a variety of nursing roles, in every size and designation type of hospital from critical care access to large teaching university hospitals. I have seen the good, the bad, and yes, the ugly of healthcare. My experiences taught me many things, probably most importantly that I could be a voice against poor care.

In 2004 I made the choice to leave travel nursing to follow my heart and become a Certified Legal Nurse Consultant through LegalNurse.com's CLNC® Certification Program. For the last 15 years I've provided review and analysis on medical malpractice, trauma, CMS fraud and criminal cases related to physical abuse.

I'm currently a quality analyst in information systems for a medium-size regional healthcare

For the last 15 years I've provided review and analysis on medical malpractice, trauma, CMS fraud and criminal cases related to physical abuse.

I frequently provide education to the nursing staff on the intricacies of the legal aspects of correct documentation.

system. My role consists of analyzing nursing documentation built within in the electronic health record (EHR). I ensure it meets not only nursing, but also nursing informatics standards. I review daily nursing documentation for accuracy and routinely make suggestions for improvement in documentation policy and procedures. This consists of reviewing workflows in the record and going out on the units to see how those workflows match what actually occurs in the day-to-day operations. I assist in documentation system upgrades to make sure new data entries and workflows meet legal and regulatory standards and provide substantiated data collection for attestation to CMS and TJC.

I frequently provide education to the nursing staff on the intricacies of the legal aspects of correct documentation. I'm known to quiz frontline nurses on two subjects:

“Within defined limits (WDL)” criteria in the daily nursing assessment.

Whether the nurse would be able to thoroughly describe the care provided to the patient in question by reviewing her documentation if called into court five years later.

I believe this encourages nurses to critically think about what they are documenting, and not just click the easy “WDL” button.

I assist risk management in the review of records where there is a possibility of litigation. My knowledge and years of legal nurse consulting

I assist risk management in the review of records where there is a possibility of litigation. My colleagues and executive administrators know they will get an honest review and not just what they want to hear.

Privately I consult with my own attorney-clients and provide the CLNC services I learned in the CLNC Certification Program.

experience make me an excellent resource to simply review a record and give an opinion on the nursing care and documentation. My colleagues and executive administrators know they will get an honest review and not just what they want to hear.

Privately I consult with my own attorney-clients and provide the CLNC services I learned in the CLNC Certification Program. I offer one unique service in the early stages of jury selection. I've always been a people watcher and as an RN can pick up on subtle nuances in facial expression or body language. As such I can sit in a trial and observe potential jurors for signs that indicate a possible lack of objectivity in the case being presented. I then pass these observations along to the attorney-client who can then adjust questions and listen more closely to responses. My attorney-clients love this service.

Observing jurors is a favorite marketing tool. I've received calls from attorney-prospects who want to know exactly what I do in this regard. It has opened several doors that otherwise may not have been available to me. Not every attorney, no matter how seasoned, can observe people in the same way an RN can, so this service has become part of my unique selling position (USP).

I encourage all Certified Legal Nurse Consultants to think outside the box and come up with that one unique service that makes them shine. Remember, as the Institute says "*We Are Nurses and We Can Do Anything!*"



I'm Starting 2018 with Bright New Possibilities as a Certified Legal Nurse Consultant

by Kelly Knapp, RN, BSN, CLNC
Indiana

My first glimpse at becoming a Certified Legal Nurse Consultant came in the late 1990s when LegalNurse.com described the exact type of career I envisioned for myself. I was immediately intrigued.

I'm glad I finally took the opportunity to put all my knowledge to use. It's 2018, and I'm starting a new year with a new legal nurse consultant business and bright new possibilities.

Still new to nursing, I waited and watched for LegalNurse.com's updates and kept the idea on a back burner. Life moved on. I got divorced, became a travel nurse, remarried and switched careers. Fifteen years later, the right set of circumstances finally clicked into place. One of them was having a toddler.

My daughter was born around the time I turned 40, so I was no longer willing to put in 80-hour weeks at the hospital. I started working toward my master's degree, yet pushing myself up the ladder in management didn't feel like the right fit. I wanted a career with more flexibility, a few extra hours

When the attorney said he litigated personal injury and medical malpractice cases, I immediately recognized my opportunity, introduced myself as a Certified Legal Nurse Consultant and struck up a conversation.

here and there to enjoy my family, and I wanted to work from home.

Though I didn't quit my day job, I switched jobs to a clinical consulting position for an insurance company. I took the CLNC Certification Program and began to focus on my 90-day marketing plan. That was early September. Following the Institute's recommendations, I gave myself deadlines. By the end of October I planned to reach out and touch base with potential clients. The end of December was my deadline to actually have cases in hand and start working them.

The Institute emphasizes making the most of every networking opportunity and stresses that you don't always know where or when an opportunity will arise. In the small Indiana town where I live, people from businesses on the square stay open late on Halloween to hand out candy to the kids running around in their costumes. So, I took my three-year-old trick-or-treating downtown.

My daughter walked up to a table outside an attorney's office. I noticed the business was new and inquired about their specialty. When the attorney said he litigated personal injury and medical malpractice cases, I immediately recognized my opportunity, introduced myself as a Certified Legal Nurse Consultant and struck up a conversation. Like the Institute teaches, I put everything out there.

The attorney asked for a business card. Since the firm was new to the area, they were looking for a Certified Legal Nurse Consultant to review cases. A couple of emails and phone calls later, I had my first case.

As the attorney handed me the case, he said, 'There are more on my desk after you finish this one.'

Legal nurse consulting is something I've wanted to do from the time I was a baby nurse and noticed that first promotion from LegalNurse.com.

As the attorney handed me the case, he said, “There are more on my desk after you finish this one.”

During our conversation he offered to help me network with other attorneys. Although new to our town, he has been practicing in the state for more than 25 years and has a large medical malpractice network. He refers most of his complex cases, and he offered to send my information along with the next case he refers. Naturally, I was elated.

He seemed particularly impressed with my experience as a quality and risk director in a local hospital system where I reviewed cases for peer review and for attorneys in the risk department. Prior to that, I had experience in pharmaceuticals, medical device and FDA-recall. My bedside nursing was all in critical care.

As we talked longer about my ability and background, my first attorney-client began to consider keeping his medical malpractice cases in house. “Moving forward,” he said, “if you can help us screen our medical malpractice cases, my partner and I will definitely plan to retain more of the big ones that have complex issues.”

Taking the Institute’s advice to “always have your business cards on you and make the most of every networking opportunity,” worked for me. In fact, everything she says works.

Legal nurse consulting is something I’ve wanted to do from the time I was a baby nurse and noticed that first promotion from LegalNurse.com. While I may not have realized at the time what it would mean to me later, keeping my nursing experience

It feels wonderful knowing I don't have to keep pushing in my nursing career — constantly looking for that next RN job that pays me more.

Legal nurse consulting gives me more flexibility to be a mom.

I'm glad I finally took the opportunity to put all my knowledge to use. It's 2018, and I'm starting a new year with a new legal nurse consultant business and bright new possibilities.

broad and vast provided me with the knowledge and confidence I need.

Additionally, having spent the last couple of years in quality and risk at the hospital — reviewing and prepping cases for peer review, going into litigation and working with risk — I've seen the hospital side of it, including outcomes I didn't necessarily agree with ethically and morally as a nurse. It took a lot out of me, but it also was enlightening.

I see being a Certified Legal Nurse Consultant as an opportunity and know I have the nursing experience and CLNC Certification training to help attorneys decipher and see the facts of a medical-related case for what they are.

It feels wonderful knowing I don't have to keep pushing in my nursing career — constantly looking for that next RN job that pays me more. I love working from home, my husband is supportive, and legal nurse consulting gives me more flexibility to be a mom.

I'm glad I finally took the opportunity to put all my knowledge to use. It's 2018, and I'm starting a new year with a new legal nurse consultant business and bright new possibilities.



A \$1,000,000 Legal Nurse Consulting Business Is Attainable. Go for It — I Did

by Suzanne E. Arragg,
RN, BSN, CDONA/LTC, CLNC
California

I have been a registered nurse since 1985, but seven years ago my path began a slow and steady 180-degree turn. I'd been the director of nursing services in a skilled nursing facility (SNF) for just under a year, when my dad spotted a classified ad in our local newspaper. A defense law firm was seeking a legal nurse consultant. I learned that this firm was legal counsel for three of the top five long term care corporations in the country. My initial response was, "I don't have that kind of training."

My director position included being on call 24 hours per day, 7 days a week. Besides this grueling job, I was going through a nasty divorce and had primary custody of my three children, ages 4, 6 and 8, with no child support. To top it off, I found out I needed a hysterectomy for a pre-cancerous condition. I was depressed, sleep-deprived, stressed, short-tempered, financially upside-down and in debt. A financial advisor told me there was no way I could retire, even with Social Security. I felt like I was on a sinking ship.

Three weeks after my dad showed me the ad, I submitted my resume. I figured I had nothing to lose, and it's always good to keep my interviewing

This was the most rewarding experience of my whole nursing career. ”

skills fresh. My SNF colleagues saw the same ad and submitted their resumes, too.

My Persistence Landed Me My First Assignment

I knew consistent follow-up was a must, once you have submitted a resume. Over the next five weeks, I had many pleasant conversations with the chief partner's legal secretary. I got to know her on a first-name basis, and she told me he was in trial and to keep calling. I also left voice mail messages for the attorney. Finally, he called me.

Obviously, he knew I was persistent, and at the first interview he could tell I presented well and I had the knowledge he needed to litigate his cases. Within a half-hour, we agreed on my hourly rate, which was more than I was then making, and I left with my first long term care case. Needless to say, my colleagues never got a call and were shocked at my success, especially since they had 15 years' experience on me.

This first case was voluminous — more than 30,000 pages of medical records spanning 20 years. I worked with the chief partner and one of his associates through the entire legal process. My tasks included organizing, reconstructing and analyzing the medical records, defining standards of nursing care, identifying state and federal regulatory deficiencies, identifying appropriate testifying experts, educating the attorney, assisting with trial preparation, and developing and designing demonstrative evidence used in the trial, just to name a few.

“I was so impacted by this experience I was convinced this was my future and a way to earn enough income to get out of debt.”

This was the most rewarding experience of my whole nursing career. I was intellectually challenged, and there was nothing mundane about the medical-legal process. I was so impacted by this experience I was convinced this was my future and a way to earn enough income to get out of debt. With my parents' support, I registered for the CLNC® Certification Program and became a Certified Legal Nurse Consultant.

I called my attorney-client, who had just received the jury verdict: We had won this landmark case. I was ecstatic and he was absolutely thrilled. He couldn't thank me enough for educating and assisting him with my nursing expertise. He said he would refer all his cases to me. I thanked him profusely and informed him of my new CLNC status. He became a very high-volume client for me.

My CLNC® Certification Made All the Difference in My Full-Time Success

The CLNC Certification Program and *Core Curriculum for Legal Nurse Consulting®* textbook expanded my limited understanding of the legal nurse consultant's role. They helped me improve my reports and presentation style, and provided me with the business strategies needed to become an independent business owner, not to mention the tools needed to build a million-dollar business.

The Institute is incredibly motivating. They know how to speak to a nurse's heart. Endless energy emanates through the program. I identified with the passion, but I also realized I didn't exhibit passion.

“We had won this landmark case and he was absolutely thrilled. He couldn't thank me enough.”

“The Institute is incredibly motivating. They know how to speak to a nurse's heart.”

*Last year
my firm
exceeded
\$1 million
in revenue.*

*I've found
my passion,
I'm actually
fulfilling
it and it's
providing
me with a
stimulating
and
rewarding
lifestyle.*

I made a commitment to express my passion and maintain an upbeat and positive attitude in my life and in my business. This attitude encourages my attorney-clients as well. You make a better overall impression by always appearing confident, cheerful and optimistic. This helps keep your clients happy and willing to promote your CLNC services.

My number one rule for securing repeat business is being open to and listening for the attorney's need in each case I accept. Attorney-specific, case-specific is my motto!

For the next three years, I continued to work as a director of nursing services in another skilled nursing facility and ran my part-time CLNC business from home. Sometimes it was a family affair, with my children working for me. All three of them have filed and scanned medical records. I tried to instill the entrepreneurial spirit and some business savvy as well. During this time, in addition to performing the same services I started with, I added attending mediation conferences, assisting the attorney in preparing MD and nurse testifying experts, and participating in risk management seminars for long term care corporations.

Meeting the Challenges of Growth Brought Me Even Greater Success

While still a part-time CLNC consultant, I was able to buy a home, eliminate financial dependence on my parents and provide for my three children, including enabling them to participate in sports and

many other extracurricular activities they couldn't enjoy previously. During my transition from part time to full time four years ago, my legal nurse consulting revenues were \$85,000.

When I reached my goal of quitting the SNF and becoming a full-time Certified Legal Nurse Consultant, I held a wine and cheese open house to celebrate the opening of my new office and to share my success with friends, family and current and potential attorney-clients. About six months after I went full time, I took the Institute's advice and added my first employee, who's still with me. I also subcontracted with four CLNC consultants. That year I massively exceeded my goal of grossing \$200,000.

Two short years later, my business had expanded by adding more office space, two employees and another CLNC subcontractor. As a result, my firm doubled its revenues.

As the business continued to grow, I refined our services and added more qualified, high-caliber individuals. I now have a 3,200-square-foot office and a total of ten employees — four nurses plus support and administrative staff. Having the in-house expertise of Certified Legal Nurse Consultants who share my vision is truly exciting.

Business keeps rolling in because we deliver a superior work product to our clients. This generates a prompt response from the attorney: Suzanne, this is awesome. We can do big things with this. Last year my firm exceeded \$1 million in revenue.

Today I can do the things I only dreamed of doing when I retire.

LegalNurse.com provides all the tools you need to get started. They show you how to make your CLNC® business fun and rewarding.

Today I Can *Do* Things I Only Dreamed of Doing When I Retire

The CLNC® Mentoring Program is crucial to your growth into a CLNC® consultant. The Institute and staff are always there for you. No other program provides the support that is so necessary to becoming successful.

While this kind of financial success is not necessarily the primary goal, it's exciting that I've found my passion, I'm actually fulfilling it and it's providing me with a stimulating and rewarding lifestyle. My eldest is going to college next year. I'm prepared for that expensive college tuition and I never thought I would be.

Balancing the business and my family is still a challenge. At least financially I have the freedom to spend more time with them, knowing and feeling comfortable that someone's still running the office, especially if I want to take off in the middle of the week. Today I can do the things I only dreamed of doing when I retire.

I have always had a deep faith in God and commitment to prayer. The Lord has blessed me with the ability to discern what is important in my life and has given me the strength to work hard and learn all I can.

Professionally, I wouldn't be where I am today without becoming a Certified Legal Nurse Consultant. There's no other program like LegalNurse.com's. There is simply no competition out there. LegalNurse.com provides all the tools you need to get started. They show you how to make your CLNC business fun and rewarding, not only financially but in other ways. Being a CLNC consultant represents a high level of professionalism. The *National Alliance of Certified Legal Nurse Consultants®* embraces networking

instead of competition between nurses. I've seen this industry grow and I think it will continue to grow. It's up to CLNC business owners to uplift the nursing profession and maintain that positive attitude, knowing that there's enough work out there for all of us.

If I could say one thing to my RN peers, I'd advise them to take their fear and do something with it. Evaluate what you want for your life, embrace the fear and then go for it. The next step is following a marketing plan to make sure the business is growing, new cases are coming in and new prospects are hearing about you. You can never take your current clients for granted. Customer service has to be number one. Every single member of my team knows the importance of that. We're human; we make little mistakes. But if you're always there for your attorney-clients, always answering questions, meeting deadlines and following up, those minor human errors will be no biggie.

The CLNC Mentoring Program is absolutely crucial to your growth into a mature CLNC consultant. The Institute and staff are always there for you. No other program is actually there to lift you up when you're down, to provide the support that is so necessary to becoming successful.

The Institute lives the mission, "Revolutionizing Nursing Careers One RN at a Time." I'm a categorical example of one of those careers they revolutionized, to the tune of a million-dollar business. What stuck with me the most was the

“The Institute lives the mission, ‘Revolutionizing Nursing Careers One RN at a Time.’ I’m a categorical example of one of those careers they revolutionized, to the tune of a million-dollar business.”

statement that you are a nurse and you can do anything. I truly took that motto to heart.

I always remember where I came from and that I started my CLNC business from my bedroom. Rebounding from divorce, depression and financial inadequacy was tough, but I have grown tremendously as a person. Today I'm very appreciative that I don't have to work in my bedroom anymore. I love my life. I love my career. I spend time with my children. I consistently bring in a comfortable six-figure income and it just keeps getting better.

I am thankful for the motivation and education to become a CLNC success.

I love my career. I spend time with my children. I consistently bring in a comfortable six-figure income and it just keeps getting better.))



I Created a Potential Half-Million-Dollar- a-Year CLNC® Business Through My Belief and the Institute's Preparation

by Carmen Stine,
RN, BSN, CCM, CLP, CLNC
Delaware

I have been an RN for well over 35 years and became a Certified Legal Nurse Consultant last year. I now have my own very successful CLNC® business.

I learned about legal nurse consulting by seeing LegalNurse.com ads for 15 years. During that time, I thought of becoming a Certified Legal Nurse Consultant but the timing was never right for one reason or another. Early in my career I felt I wasn't experienced enough and midway through my career, life was happening with family and financial responsibilities. Last year, I saw the ad once again and something just clicked inside me. Instinctively, I knew this was my next career move. Having worked in the home healthcare field for seven years, I loved the autonomy, the field work and the attachment to my patients and their families. However, I was getting quite tired of the constant bureaucratic demands. I was at the brink of burnout so the timing for me to pursue a career change was right. I quickly enrolled in the VIP CLNC Certification System.

“I have built a potential \$500,000-600,000 a year legal nurse consulting business.”

“I mailed out 25 packets. Within three days, an attorney at the biggest law firm in my county called me to meet with him.”

During my interview, I focused on them and how I could help solve their problems (just like the Institute teaches).

I watched the CLNC Certification Program for a total of 65 hours and soon scheduled my CLNC Certification Exam. Throughout the process of my newfound education, I was excited at the prospect of using my extensive nursing knowledge and experience, creating a business of my own, educating attorneys and others on medical issues (I love to teach) and continuing to help people.

I took the CLNC Certification Exam, and I was so happy when the screen on the computer displayed my passing score that I cried for about 10 minutes. I was now a Certified Legal Nurse Consultant. I went home, immediately put all my marketing materials together and mailed out 25 packets. Within three days, an attorney at the biggest law firm in my county called me to meet with him and his paralegal.

He was very excited that I was so close. This firm does only personal injury and medical-malpractice cases. A few days later, I went to my first attorney meeting to sell my CLNC services. Unbeknownst to me, there were nine attorneys, three paralegals and three executive assistants waiting for me at this meeting. If this was a test for how I would do under pressure, I am proud to say I passed with flying colors.

During my interview, I focused on them and how I could help solve their problems (just like the Institute teaches). I asked several questions about what their biggest challenges were and how they were currently dealing with those challenges. I then explained how my CLNC services would enhance

what they were already doing because I had the benefit of knowing the ins and outs of the hospital structure, workflows, hierarchy, etc. I emphasized that I have always analyzed, assessed, evaluated and made critical decisions about nursing and medical care. I addressed each of their challenges with confirmation that “this is why you need me” (sound familiar?). I emphasized the unique involvement of the paralegals and executive assistants and shared how I could help free them to focus on their respective duties. After 45 minutes, I walked out of the office with nine cases to review. I worked on the three most urgent cases first and returned them within five days. My attorney-clients were very impressed at my timeliness, professionalism, ability to work with their staff and the quality of the reports I provided. I completed the other six reviews within seven business days and again they were very impressed. After the initial reviews, I helped prepare those nine cases for litigation and acquired new cases as well.

Incredibly in the first two cases, I discovered tampering of the medical records. The two attorneys working these cases were awed at my discovery. Both cases settled for significantly more than was previously anticipated. The ability to detect medical tampering has catapulted me to success with this law firm.

I was not at all afraid to put myself out there because I felt so confident with my clinical background, my experience and the education I received from LegalNurse.com in the CLNC

“I addressed each of their challenges with confirmation that ‘this is why you need me’. I walked out of the office with nine cases.”

“My attorney-clients were very impressed at my timeliness, professionalism and the quality of the reports I provided.”

I discovered tampering of the records. The two attorneys working these cases were awed at my discovery.

My life has changed forever. I built a brand-new 10,000 sq. ft. home.

Certification Program. Having prepared myself to market also helped me feel confident.

I think preparation is key to anyone's success. I know in my soul that I have a lot to offer any attorney who is willing to work with me, and with that mindset, I can't fail. My standard of excellence gives me great confidence as well. You have to believe in yourself and what you are offering in order for others to believe in you too. Being focused, self-directed and clear in what you want to accomplish is absolutely crucial for success.

Transitioning from my full-time home healthcare job, where I was earning \$120,000/yr to full-time CLNC consultant at \$225/hr took me exactly four weeks. I consult with 12 attorneys in this firm, billing \$8,000-10,000 a week on average. I have built a potential \$500,000-600,000 a year legal nurse consulting business in the last six months. My goal is to create a \$1 million business within the next two years.

My life has changed forever, in more ways than I can include here. These are just some of the highlights:

- ▶ I work from home: no commute, no traffic, no weather issues, no burnout!
- ▶ I built a brand-new 10,000 sq. ft. home.
- ▶ I created my own financial freedom.
- ▶ I built a successful CLNC® business with a high profile in the legal community.
- ▶ I gained an abundance of new friends and business associates.

Of course, no success is possible without a support system. First and foremost, I thank God every day for my blessings. Many thanks to my husband and my mother for their endless support. Equal appreciation to the Institute for the amazing preparation I have been so privileged to obtain. As the Institute says: *“We Are Nurses and We Can Do Anything!”*

“I work from home: no commute, no traffic, no weather issues, no burnout!”

Soon I was billing so many hours as a CLNC® consultant — \$16,000 in my fourth month alone! — that I could no longer work at the hospital.



In My 4th Month I Billed \$16,000 and Became a Full-Time CLNC® Consultant

*by Becky Mungai, RN, BA, CLNC
Florida*

I am thrilled to have the opportunity to share the success of my CLNC® career. I could tell my story a million times because it's so exciting to have finally achieved all of my professional goals. I grew up with the aspiration of becoming an obstetrician. I entered college as a pre-med student and it wasn't long before I realized how challenging being a doctor and a hands-on parent would be.

I wanted to be a mom more than anything. I decided to change direction towards my other interests, teaching and psychology. I got a B.A. in psychology, a minor in coaching and completed all my teaching courses, but quit during student teaching. I didn't love it. I couldn't deny that I loved medicine, so I became a nurse.

I'm 47 now, and I've felt like I shortchanged myself my entire life and hadn't reached my full potential. I wanted to achieve a certain status and financial level, and I never got that from nursing. As an ED nurse, I had a tremendous amount of responsibility and yet I was treated as insignificant compared to the physicians. I graduated at the top of my high school class and received a full college scholarship with early entrance and honors on

admission. I graduated summa cum laude with two degrees and my teaching coursework completed. It was always frustrating to have so much education, so little respect and such minimal compensation. I was sick of it.

LegalNurse.com's Ad Beckoned Me to Escape a "Toxic" ED Environment

I decided to make a change. In Oregon, I had an awesome job working dayshift and basically running my own cosmetic laser business with a talented and well-respected plastic surgeon who compensated me well, gave me autonomy and respected my intellect. And while I appreciated this opportunity, it still didn't meet my list of criteria for success. I soon grew bored and the sunshine and water were calling me, so we put two kids in college, took our little one and moved to Florida. We bought a big, beautiful house on the water with a huge mortgage (actually a moderate mortgage but adding hurricane insurance made it huge). My husband, following his heart and desire to find his passion, left a successful corporate-America career and started a video production company.

I expected my nursing salary in Florida to be about the same as Oregon, but it was only half as much. The panhandle of Florida offered sunshine and white sand beaches, but the unique situation I had in Oregon was not available. I went back to the pediatric ED. I love kids and emergency care, but in addition to the low pay, I was dismayed by the sketchy quality of medical care. I was not proud to

I wanted to achieve a certain status and financial level, and I never got that from nursing. I was sick of it.

As a side benefit I even lost 25 pounds when I started my CLNC® business. It was effortless because I'm so happy.

Every day is spent doing exactly what I want to be doing. I finally feel like I'm getting the professional respect I've sought my entire life.

be part of that ED. The other nurses felt the same way and their response was to constantly complain and create a “toxic” environment. It was sucking the life out of me.

I needed to get out of that situation, and I felt like this was my last chance to make a change. I had always been interested in law and started searching for a law program. But I had a ten-year old, and if I went to law school, I'd still have to work full time and I'd shortchange him. I just wasn't willing to make that sacrifice. My list of criteria became: to be appropriately compensated for my knowledge and work ethic; to work from home (my office looks out onto the bay with dolphins swimming by); to never work another holiday or weekend; to have the freedom to care for my child when he is sick; to go on field trips; to volunteer in the classroom; and to be respected and commended for my expertise.

For years I'd seen LegalNurse.com's ads for their CLNC Certification Program. I saw the CLNC Certification Program as the perfect combination of my two interests; law and medicine. When I realized how comprehensive the training was, I ordered everything the Institute offered. It was my belief that if one nurse could do this, I could! And if I was going to invest in myself, I was going all the way. I was setting myself up for success. I ordered the VIP CLNC Certification System.

As a side benefit I even lost 25 pounds when I started my CLNC business. It was effortless and I think it was because I'm so happy. Every day is spent doing exactly what I want to be doing. I

finally feel like I'm getting the professional respect I've sought my entire life. I'm not only being treated like an equal, I'm being treated as a tremendous asset. The attorneys need me and they respect my intelligence. They pump me up constantly. Gone are the days of the "toxic" hospital environment.

Between the attorneys and LegalNurse.com, I am ecstatic! LegalNurse.com gives you all the tools you need, and the Institute holds your hand every step of the way. When something great happens, they're there to cheer you on, as if they are family. That's unheard of, especially in nursing. As a Certified Legal Nurse Consultant, I finally feel like I've arrived.

I Branded My CLNC® Business Like the Institute Taught and Networked My Way to Success

The first thing I did was put together a promotional packet along with my resume and a list of my CLNC services.

For 23 years I had worked in pediatric emergency and attended more than 2,000 deliveries as the primary neonatal nurse. I'm confident of my knowledge in these areas. In addition, I found that my specialties, birth trauma and pediatric emergency trauma, are highly litigious. So I did an Internet search on birth trauma attorneys. I'd read an attorney's bio and if I had something in common with him, I'd call. If an attorney played college basketball, went to Phillips Academy, was a Theta or went to Whitman College, I'd call them. I used that connection to get past the gatekeeper.

I'm not only being treated like an equal, I'm being treated as a tremendous asset.

Between the attorneys and LegalNurse.com, I am ecstatic!

I recently returned from a legal conference in Nevada. I came home with seven new attorney-clients and 11 cases.

I currently work with attorneys in 19 states. I'm on track to achieve six figures!

The first time I tried this I called the attorney's office and said, "Hi, this is Becky Mungai. Is Kirby in? We went to Whitman College together." The secretary didn't ask any questions. She just put me through. That attorney's partner became my first case. While Christmas shopping I got a call from an attorney who said, "Kirby gave me your number. I need you and another L&D nurse to look at a case and give me a verbal opinion." All it took was that one attorney's call to fuel my energy for my CLNC business. I had my first case and my first subcontracting opportunity.

I Billed \$16,000 in My Fourth Month

The day I completed the CLNC Certification Program, I went half time at the hospital. I was determined to invest time in my CLNC business. I couldn't work full time and start my business or someone would be shortchanged, and it wasn't going to be my child.

Soon I was billing so many hours as a CLNC consultant — \$16,000 in my fourth month alone! — that I could no longer work at the hospital.

I recently returned from a legal conference in Nevada. It was my sixth conference this year. I came home with seven new attorney-clients and 11 cases. In addition, I currently have several cases in progress and work with attorneys in 19 states. I'm scheduled for three more conferences in the next few months and have been asked to present at a legal seminar. I'm on track to achieve six figures!

With each new case, I learn more about managing a successful CLNC business. In one early case, I was talking to the attorney and he mentioned that he already had his team in place and didn't need anyone else. Nevertheless, the attorney went on to describe a case over the phone. I gave him some questions to ask his expert and the defendant. When I followed up to see how it went he said he had forgotten to ask some of the questions. He responded with, "Why don't I send you some of the records to see what you think. Just put me on the clock." What he sent was 18 pages. For a couple of weeks, I couldn't think of a single thing I hadn't already told him. But he'd said to put him on the clock, and I was determined to find something! Finally, I decided to put what I had already told him in chronology format to see if anything else popped out at me. Sure enough, I discovered a tampering issue. The attorney was so busy, he didn't comment — but more than a month later he called and said, "That tampering issue you found blew this case wide open. All of a sudden we have additional discovery. Thank you so much!"

I Love Making Connections and They Always Pay Off

I love connecting with new attorneys. It's my favorite part of this business. I met with one attorney who's very well respected in town. She has her own nurse consultant working in-house, but she agreed to meet with me anyway. I asked her why, and she said, "I just like how you sound

If you have a choice you'd choose the best, and that's what the Institute provides. I absolutely recommend the VIP CLNC® Certification System.

The mentoring with the CLNC® Mentors is phenomenal.

The CLNC® Mentors give great advice and always lead me in the right direction. It's the support network I had been looking for in nursing and had yet to find. ””

on the phone.” As a result of meeting her, she has referred two attorneys to me and I’ve done a lot of work with one of them. She had a tough case several months ago and emailed me for emotional support. Our relationship continues to grow.

I was recently requested to fly to Houston to teach an attorney about newborn resuscitation for one of her cases. She was flying in from the West Coast. We met with another attorney I do cases for and her partner who is an anesthesiologist. We spent a couple days teaching, working up the case and brainstorming some of my other cases. She is one of my favorite attorney-clients.

The VIP CLNC® Certification System Is the Nordstrom of Legal Nurse Consulting

The first thing I received from the Institute was the free CLNC Success Stories book. I read the Success Stories book. Then when I’d go for a walk, I’d create my CLNC Success Story in my head. I believe that if you think you’ll be successful, you will. The Institute teaches the same thing. When they say, “We are successful CLNC consultants,” they’re putting that in our heads — dress for success, act successful and you’ll be successful. It’ll all happen — and it did.

If you have a choice of going to the best four-year college to prepare for your career, would you take a correspondence course instead? No, you’d choose the best, and that’s what the Institute provides. I absolutely recommend the VIP CLNC Certification System. The added cost of the VIP

CLNC Certification System, when you divide it out over five years, comes down to pennies basically, but you're investing in yourself by getting it all. As a VIP you also feel more successful while you're in the program.

The mentoring with the CLNC Mentors is phenomenal. I tend to hold onto a problem too long — I want to solve it myself and then I panic because I need the answer right this second. The CLNC Mentors get right back to me. They support me all the way. They never act like I'm taking up their time. They want to know, "Have I answered all your questions? Do you need anything else?" I feel like they "have my back." They want me to succeed. There is no competition. It's all about complementing my efforts and pumping me up. The CLNC Mentors give great advice and always lead me in the right direction. It's the support network I had been looking for in nursing and had yet to find.

LegalNurse.com gives you all the tools. They've dotted every "i" and crossed every "t." They could not do it better than they have. They're right up there with Nordstrom. I went to college with one of the Nordstroms, and that's who the Institute is. Someone could take what they have done with this business and use it as a business model at Harvard. Nothing is missing. They have everything down, from branding your business to supporting you while you learn and not dropping the ball afterwards.

I've reached my professional goal as a CLNC consultant. I have gone from reviewing cases to traveling with attorneys across the country, Canada,

LegalNurse.com gives you all the tools. They've dotted every 'i' and crossed every 't.' They could not do it better than they have.

I have exceeded my income goals each year — making four times what I would have as a full-time nurse.

Mexico and Panama attending depositions, mediations, trials, medical-malpractice conferences, legal seminars and soon to be speaking at my first legal convention.

I hold phone consults on the white sand beaches of Pensacola while watching my son surf. Two days ago, I noticed the bay water in my “backyard” to be perfect glass. I took a break from my cases and went knee boarding with my 11-year-old and his friends. Twelve dolphins joined us and it was one of the best days ever.

Becoming a CLNC consultant has offered me the flexibility to catch the joys of life. Not only am I finally making the money I deserve, my life is everything I’ve dreamed it to be. I have complete independence and freedom to work when and with whom I wish. Life is amazing! In times of economic uncertainty I have exceeded my income goals each and every year — making four times what I would have as a full-time staff nurse. I am truly blessed and look forward to another fantastic year.

Becoming a CLNC® consultant has offered me the flexibility to catch the joys of life. Not only am I finally making the money I deserve, my life is everything I’ve dreamed it to be.

My CLNC® Success Includes the Freedom to Walk Away at 3:30pm

by *Bobbi Black*, RN, CLNC
Iowa

After working in a large clinic for 22 years, I retired. I was 48, my life was changing, my workplace was changing and I qualified for early retirement, so I took it. My family was growing up, and I began to wonder, “What am I going to do now?” Then I found LegalNurse.com’s website and became intrigued. I knew I had the experience as a nurse to become a Certified Legal Nurse Consultant, so I decided to take the CLNC® Certification Program. The Institute’s training is the key to my CLNC success.

Becoming a Certified Legal Nurse Consultant has such a positive impact on my life. It spells freedom — more financial freedom, being able to work from home doing what I love to do any time I want, but also being able to walk away from it at 3:30 in the afternoon. I’m free to walk downstairs to find my husband in his office — he also works from home. (Separate offices work best for us during the day because of business phone calls and other distractions.) We are then free to choose what we want to do with the rest of our day.

When asked by other nurses if a career in legal nurse consulting can be successful, I repeat what the Institute taught me, “Absolutely, if you’re passionate about it.” Market, market, market,

“Becoming a Certified Legal Nurse Consultant has such a positive impact on my life. It spells freedom.”

“Anywhere I market my CLNC® business, I show up with independence and confidence.”

My nursing experience and the Institute's CLNC® Certification Program were the biggest factors in winning the case.”

The CLNC® Mentoring Program is part of my success. It's reassuring to brainstorm with these CLNC® Pros.”

even when you're busy. Anywhere I market my CLNC business, I show up with independence and confidence. I walk in the door and say, "Here I am. I can help you."

My CLNC business really took off when I located a group of attorneys and camped out on their door step. Today those attorneys are some of my best clients. One of the attorneys recently told me, "The reason I hired you is because I was tired of stepping over you when I came through the door in the morning." We laugh about it now, but my persistence paid off.

My legal nurse consultant jobs are always interesting. Many RNs think legal nurse consultants consult only on medical malpractice or personal injury cases. Some of my favorite cases are the ones that I wouldn't think I'd be involved in, like a murder trial or a legal malpractice case involving a will.

The case outcomes can also be very exciting. My first big attorney-client asked me to review a medical malpractice case for merit. I found a gross deviation in the standards of care and located an expert for the attorney. That case went to mediation and settled for a larger amount than anyone expected.

While that litigation was in progress, my attorney-client asked me to begin work on another case. A doctor had previously reviewed the case's medical records, but when the attorney asked for my help, I discovered numerous things the doctor had overlooked. Then, right before the case went to trial, the attorney asked me to accompany him to court. When the defense expert denied the validity

of a particular radiology report, I whispered to my attorney-client, “Trust me on this — show him *this* report.” The second report invalidated the medical expert for the defense and upended their case. My nursing experience and the Institute’s CLNC Certification Program were the biggest factors in winning the case.

A large part of my CLNC consulting success is due to the Institute’s enthusiasm and encouraging words, such as “*We Are Nurses and We Can Do Anything!*”®

The CLNC Mentoring Program is another part of my success. I enjoy working through the problems I encounter. I contact the CLNC Mentors any time I’m stymied. It’s reassuring to brainstorm with these CLNC Pros.

What makes my CLNC business successful? By thinking outside the box, using my nursing skills and remembering my CLNC training, I successfully evaluate cases and help my attorney-clients gain the best outcomes. I’m so excited about my CLNC career. I’m living my dream of being a successful Certified Legal Nurse Consultant, having a great time and being rewarded financially for the work I do!

I’m living my dream of being a successful CLNC® consultant, having a great time and being rewarded financially for the work I do!

“I could replace my 40 hours per week pay with just 10 hours per week as a CLNC® consultant.”

“Marketing became almost effortless through referrals.”



How I Knew It Was Time to Cut the Cord from My RN Job

by Susan Schaab, RN, BSN, CLNC
Montana

After I became a Certified Legal Nurse Consultant I built my attorney-client base from one to four attorney-clients while still working at the hospital. Many weeks I worked 10-15 hours of overtime at my RN job in the ambulatory surgery department. And while this added to my checking account, I felt physically drained, mentally bored and definitely not in control of my nursing career. My CLNC business suffered because my hospital job took priority.

Some days I would come home exhausted and then receive a call from an attorney-client. I was instantly energized and my mind was sharp and clear. That's when I realized I had found my passion as a Certified Legal Nurse Consultant. I also realized that the all-consuming hospital was a threat to my passion and I had to develop a concrete plan — a way out for good.

I created a chart comparing my hourly wage as an RN to my hourly fee as a Certified Legal Nurse Consultant. Looking at that chart mentally set me free. I saw that I could replace my 40 hours per week pay with just 10 hours per week as a CLNC consultant. It suddenly became doable and not

just some long sought-after dream. I then created a calendar which highlighted all my days off and I realized how much time I had to build my CLNC business. I set weekly and monthly goals for actual hours billed and put all my extra time and energy into achieving those goals. Some weeks and months I would meet or exceed them; other months I would fall behind, but my overall trend was positive in building my CLNC business.

I focused on marketing to my current attorney-clients after listening to the CLNC marketing audio programs. I kept in touch by delivering treats to the offices on atypical holidays like St. Patrick's Day and Halloween. This not only reminded the attorneys about me, but also endeared me to the support staff. Gatekeepers became friends and supporters instead of roadblocks. As my cases concluded and had positive outcomes for my attorney-clients, my reputation was established and marketing became almost effortless through referrals. Eventually my attorney-client list expanded from my small town to cities across the state.

Although my CLNC business income was consistent, leaving the security of the hospital was still frightening. Getting a paycheck every two weeks is very reassuring and comforting. Again, I wrote down exactly what I was earning at the hospital and compared that to my CLNC earnings. I realized I was actually losing money by working at the hospital. I was billing \$125/hr to attorneys, so the \$60/hr for overtime shifts was not worth the wear and tear on my body. Health insurance

I was actually losing money by working at the hospital.

I was billing \$125/hr to attorneys. \$60/hr for overtime shifts was not worth the wear and tear on my body.

I left my hospital job and reached my dream.

was increasing by 15%, yet I would get only a 1% raise, meaning I would be making 14% less than the previous year! Although hospitals are seductive and seem safe and secure, I knew I really had no control in that environment including the risk of RN layoffs.

I dropped to part-time status at my hospital job and put even more effort into marketing to attorney-prospects. My husband was laid off right after this change, but the strength of my CLNC business soon made up for his lost income. He was able to make a career change and earn less because of my increased income. Six months later I left my hospital job and reached my dream of becoming an independent Certified Legal Nurse Consultant!

It pays to know when to cut the cord and put all of your efforts into your CLNC business.



I Have a Lucrative, Thrilling Career as a Certified Legal Nurse Consultant

by Karen Olsson,
RN, BSN, CNOR, CLNC
New Hampshire

After 18 years as an RN, becoming a Certified Legal Nurse Consultant sounded intriguing, and what finally motivated me to take the step was going through my own malpractice suit. My four-year-old son received a bad chemical burn from his pediatricians. He ended up having multiple surgeries and lost a testicle.

He's doing well now, but it was a traumatic ordeal. We were scheduled for trial in September 2014 and after sitting through depositions, I wanted to better understand the legal process. That's when I committed to become a Certified Legal Nurse Consultant.

My husband, who also owns his own business, was completely supportive. I'd recently left a full-time position in the operating room to look for something more flexible, so the timing was perfect. I completed the CLNC Online Certification Program first. For me, it was therapeutic. If I had to go to trial and serve as a witness, I was relieved that the program made me feel more confident. Litigation stopped being so scary as the CLNC training helped me understand the legal process. Just last week, we settled without going to court.

With 2,000 pages of medical records on his desk, and not being a nurse, an attorney might not see the whole scope of what a patient has gone through. That's when a Certified Legal Nurse Consultant can really dig in and find all the complications and deviations.

I Gained a Unique Perspective of the Legal System

I spoke with the Institute about my son. Always encouraging, they said, “You’re going to do well with this because you’ve already lived through it.”

Those words turned out to be true. A lot of attorneys didn’t want to take my son’s case even though non-attorneys I know said, “That’s a no-brainer. It’s obviously medical malpractice.” Attorneys are hesitant because litigation is an expensive process. When my son was burned by the chemical, we didn’t realize at first that it had damaged his testicle.

Attorneys have compassion, but they have to put it aside and think about the case in a business sense. So from a litigation standpoint, that damage made my son’s case more lucrative. My personal perspective has helped me understand that even a slam-dunk case takes time to develop and becomes more costly as it goes along.

With 2,000 pages of medical records on his desk, and not being a nurse, an attorney might not see the whole scope of what a patient has gone through. Perhaps it seems like a small situation, and he’s not sure if he should take the case. That’s when a Certified Legal Nurse Consultant can really dig in and find all the complications and deviations from the standards of care. Knowing I’m helping someone be properly represented is exciting.

*The CLNC®
Mentors at
LegalNurse.com
are amazing.*

Some Medical Malpractice Cases Are More Clear-Cut Than Others

As a registered nurse I worked in high-risk obstetrics, then labor and delivery, pediatrics and a birthing center. Following those experiences, I worked in the operating room for five years. Quite naturally, all the cases I've consulted on have been in those areas. When I'm reading in the medical records about a suture or a procedure or some kind of birth trauma, I can picture what the records are saying.

I also taught childbirth education classes, which helps me to be confident and professionally assertive in speaking with attorneys. Everyone feels intimidated sometimes, but I pushed myself to succeed as a nurse, and that experience helps me as a Certified Legal Nurse Consultant.

My first case was a 13-year-old male with a rare kind of cancer in his arm. The doctor misdiagnosed it, brought the boy to surgery and cut into the tumor. This made the cancer metastasize throughout his body. It was simple. If they had done the appropriate research, instead of operating without the proper knowledge, the boy might have lost part of his arm, but he'd still be a healthy, active boy.

He died in July. The family is pursuing the case. A lot of people focus on the financial side, but because of going through what I did with my son, it's also about knowing what happened and making things right.

I love the freedom, the ability to work from anywhere and the intellectual stimulation. I adore that I can spend more time with my three kids.

*As a
CLNC®
consultant,
I'm earning
more than
triple my
RN hourly
rate.*

Not every case is so clear in assessing cause. A case I just finished involved a gestational diabetic. Her baby was stillborn, and she wants to sue. She didn't check her blood sugar as she should, didn't eat according to the diet she was given and didn't take her medicine appropriately.

The doctors probably should have had her deliver sooner than she did, and they weren't as attentive to her care as they should have been. This is a big medical center hospital, so it's surprising they weren't following up more closely, but her noncompliance was definitely a contributing factor to this heartbreaking outcome.

My next case clearly has merit. A woman was hospitalized for a vaginal hysterectomy. This is a fairly typical surgery, except they cut into her bowel and then sent her home. She ended up having five more surgeries and a lot of complications.

The CLNC® Mentors Are Hugely Helpful

Beyond the gratifying service side of being a Certified Legal Nurse Consultant, there's the business side. I felt so excited, "Wow, this is just going to happen." Then I asked myself, "Will this really happen, or is it just a dream? How do I get the cases to work on?"

That's the way it was for me, anyway. When you're new and timid, it's sometimes difficult to ask for the work. I've learned to be assertive. You want the work, so you have to go after it.

The CLNC Mentors at LegalNurse.com are amazing. I also met a highly successful Certified

Legal Nurse Consultant who has helped me tremendously. She encouraged me over the phone and by email, and she has been such a gift, with all her knowledge and success and the love she has for what she does.

I Love the Freedom and Intellectual Stimulation That I Have as a Certified Legal Nurse Consultant

My husband and I share a home office in a building separate from our house. We each have our own space and our own computer. I use a laptop when working elsewhere, but I'm most comfortable doing reports in my home office.

In the year that I've been a Certified Legal Nurse Consultant, I've done lots of research, case screenings and brief reports. I've also located testifying experts.

I love the freedom, the ability to work from anywhere and the intellectual stimulation. I find legal nurse consulting challenging and exciting. I adore that I can spend more time with my three kids. On a recent trip to Mexico, I had a case with me, and I was sitting in this beautiful spot with my family. Looking at that incredible view, I had the "Aha!" moment. *Five years down the road*, I told myself, *this will be where I can work pretty much anytime I want.*

I finished writing the report on that case. It's a thrill. When I look back, and I've put a lot of hard work into a case, it's like I just finished first in a marathon. My kids joke when they can tell I'm

On a recent trip to Mexico, I had a case with me, and I was sitting in this beautiful spot. Looking at that incredible view, I had the 'Aha!' moment. Five years down the road, this will be where I can work pretty much anytime I want. ”

extremely intent on my work. They'll say, "Mom's eyes are like crazy!"

As a CLNC consultant, I'm earning more than triple my RN hourly rate — and that was for a position in the operating room. The challenge, going after the work, even the difficult times, there's something thrilling about being my own boss. Still in my thirties, I'm laying groundwork for a CLNC business that will keep getting better. A lot of people start when they're ready to retire. I'm glad I did it now.

There's something thrilling about being my own boss. A lot of people start when they're ready to retire. Still in my thirties, I'm glad I did it now.

Take the Fast Track to Financial Freedom

Take the Fast Track to Financial Freedom

CLNC® Consultant Robert Malaer Shares How He Built a \$1,000,000 Legal Nurse Consulting Business and Changed His Life Doing It

Robert Malaer, RN, MSN, FN-CSp., SANE-A, CLCP, CALM, CLNC
Oregon



“**Y**ou know a dream is like a river, ever changing as it flows, and the dreamer’s just a vessel that must follow where it

“You know a dream is like a river, ever changing as it flows, and the dreamer’s just a vessel that must follow where it goes.”

– Garth Brooks

*I believe
that the
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I have been
floating was
destined
for this
expansive
ocean
known as
legal nurse
consulting.*

*I attribute
my success to
LegalNurse.com's
CLNC
Certification
Program.*

goes.” This lyric in Garth Brooks’ song, *The River*, perfectly illustrates my nursing career beginning as a combat medic in the United States Army to advancing from certified nurse assistant (CNA) to certified medication aide (CMA), licensed vocational nurse (LVN) and registered nurse (RN).

When I look back over my career and many of the different opportunities and experiences that didn’t make sense at the time, I believe that the river of life I have been floating was destined for this expansive ocean known as legal nurse consulting.

After 14 years’ experience as an RN with an associate degree, I was completing my MSN degree in May of 2015 and working as the executive director for an assisted living company in Texas. My wife and I were planning to move to Oregon where the corporate office was located. When I posted our plans on LinkedIn, an attorney in Oregon contacted me and asked if I would consider becoming a Certified Legal Nurse Consultant and review cases for his law firm. I had never heard of legal nurse consulting.

We flew to Oregon to visit my wife’s family and I decided to visit the attorney who had contacted me. I learned that he had a successful firm in Oregon with multiple offices across the state. The meeting sparked a fire within me, and I decided to research legal nurse consulting options. That’s when I found LegalNurse.com and decided the CLNC Certification Program was the perfect fit for me. The Institute is accredited as a provider of nursing continuing professional development by the American Nurses Credentialing Center

(ANCC). The Institute is also the pioneer of legal nurse consulting, and their CLNC Certification Program was the only one I found that offered business development assistance after certification through mentoring, membership in a professional association, and apprenticeship and exhibiting opportunities.

Once I made up my mind to pursue a career as a Certified Legal Nurse Consultant I was all in. I believe if I could build a successful CLNC business, anyone can. When deciding to make this career change, I committed to building a successful business. Self-motivation, hard work, creativity, persuasion, vision, versatility, risk tolerance, flexibility, and, most importantly, faith in myself and my plan were personal traits that I relied on in pursuit of a successful CLNC business. I also knew I had the unwavering support of my wife and family, and that was critical because no one can do it all alone. My wife believed in my vision enough to not only support my crazy plan to quit my clinical RN job, but she also agreed to quit her job to partner with me in this endeavor. Looking back, I am amazed by her faith in me, especially since we had only been married for five months, and we both had highly successful careers when I became certified in May of 2015.

I attribute my success to LegalNurse.com's CLNC Certification Program. Although I had extensive nursing education, training, and experience and my wife was a remarkably successful and experienced corporate marketer with more than 23 years' experience, I know that the success of my CLNC

I know that if this simple country boy can take what I learned from the CLNC Certification Program and successfully apply it, any RN can do the same.

The best advice I can give to new Certified Legal Nurse Consultants is to never take No for an answer.

My CLNC business was on schedule to earn more than \$500,000 that year. Writing those words today still blows me away. Not bad for the small-town farm boy from Texas.

business is a direct result of the training I received through the CLNC Certification Program. As I said, if I can build a successful CLNC business anyone can, and it is because of LegalNurse.com's curriculum and training that I make this bold claim. I am a simple country boy that grew up on a farm in a small Texas town with a single blinking traffic light, but I had big dreams and parents that taught me that anything was possible with determination and hard work. I know that if this simple country boy can take what I learned from the Institute's CLNC Certification Program and successfully apply it, any RN can do the same.

While waiting to move from Texas to Oregon, I developed my marketing plan by following the recommendations of the Institute. I was intentional in my efforts to ensure that every aspect of my CLNC business, from business development to marketing to my online presence, always remained professional.

After moving to Oregon in July 2015, I began implementing my marketing plan by putting together a marketing packet, including a business card, brochure, introductory letter and resume. I wanted to do something memorable during interviews and meetings with law firms, so my wife baked jalapeno cheese bread that we placed on black plates with our contact information attached and covered with gold cellophane that matched my company colors. Our business cards were placed on the top of the cellophane. I began visiting 20-25 law firms every week within a four-hour radius

of our home and delivered my marketing packet to every attorney and paralegal in each firm and a loaf of bread to each of their breakrooms. I created a marketing follow-up report that allowed me to identify each attorney-prospect as a hot, warm, or cold lead with a color-coded scheme. The best advice I can give to new Certified Legal Nurse Consultants is to never take No for an answer and never remove any attorney-prospect from your marketing plan. I attribute the success of my CLNC business to strictly following my marketing plan and follow-up schedule.

By August 2015, I had my first four cases to review, and I was exhibiting for the first time at the Oregon Trial Lawyers' Association (OTLA) Annual Conference. This was an extremely successful experience, and I went home with ten cases from six new attorney-clients. Based on this experience, I began contacting other state and national attorney organizations and planned to exhibit at their conferences as well. I signed up for many of the social events at the conferences, such as poker, golf and banquet night where I was able to have a much more personal, yet professional, conversation with potential clients. By December 2015, I was averaging \$20,000 per month revenue as a Certified Legal Nurse Consultant, and it was my goal to be the most successful CLNC consultant ever.

In the summer of 2017, I exhibited at the American Association of Justice (AAJ) Annual Convention in Los Angeles. Surprisingly, while setting up the booth, I saw that the Institute had a booth

My CLNC business continued to grow to a point that I could not handle the workload alone, and I began hiring subcontractors who had obtained their certification through LegalNurse.com's CLNC Certification Program. »

I now own a CLNC business that generates a million dollars a year, but I do not consider the financial growth of my business to be the greatest asset. Becoming a Certified Legal Nurse Consultant through LegalNurse.com has completely changed my life.

about 50 yards away. The Institute interviewed me, and I shared that my CLNC business was on schedule to earn more than \$500,000 that year. Writing those words today still blows me away. Not bad for the small-town farm boy from Texas. It does not take much to motivate me, but after meeting the Institute staff, I wanted to build a million-dollar CLNC business. I stood in front of my table and spoke to every attorney that walked by, and at the end of the conference, I gave away four bottles of expensive scotch to four “winning” attorneys from our drawing. I continue to work with these attorneys today, and they have marketed for my CLNC business by referring me to other attorneys. Never underestimate the power of the first impression.

My CLNC business continued to grow to a point that I could not handle the workload alone, and I began hiring subcontractors who had obtained their certification through LegalNurse.com’s CLNC Certification Program. At one of the Institute’s advanced conferences the Institute invited me to become a CLNC Mentor. I accepted this offer as a great honor, and I enjoy giving back and helping other Certified Legal Nurse Consultants build successful businesses.

After reviewing a workers’ compensation case in which the client had been paralyzed from a concrete truck boom falling on his neck, the attorney-client informed me that he was going to share my report with a life care planner. CLNC consultants can obtain further certification as a

nurse life care planner (CNLCP) and draft reports that identify a client's future prognosis and probable medical costs for the duration of their life expectancy. I became a CNLCP and began a new marketing campaign. My CLNC business continued to grow exponentially.

After exhibiting at a criminal defense conference, I was hired to consult on a serial killer case. Based on my experience with this case and exposure to criminal defense cases, I obtained certifications as a Sexual Assault Nurse Examiner (SANE-A) and Forensic Nurse Specialist (FN-CSp.). I have come to enjoy the criminal cases, and based on my experiences, I have restructured my business model to allow my subcontractors to review the majority of the personal injury and medical malpractice cases, while I focus on life care plans and criminal cases.

This metaphorical river has not always been smooth, but despite struggling through the rapids, dodging many boulders, and avoiding the deadly falls, I have enjoyed every bend in the river and look forward to whatever life holds around the next bend. The first six months was the hardest, as I was implementing my marketing plan and overcoming the learning curve that comes with any new challenge and endeavor. I enjoyed meeting new attorneys, but I had a few setbacks that I used as learning opportunities. My first attorney-client conveyed that my report didn't meet her expectations. After swallowing my pride, I rewrote the report. I continue to work for this attorney-client to this day, and she has become one of my most

I make my own schedule, have time and energy to stay actively involved in my son's life and activities, can travel and work from any place in the world and most importantly, I feel a sense of accomplishment and success that I never would have achieved in a clinical RN role.

Owning my CLNC business has been the single most rewarding accomplishment of my professional nursing career.

avid supporters and referral bases. I continue to seek new opportunities to expand my CLNC business and nurture my existing attorney-client relationships by implementing my follow-up schedule and by sending meaningful and thoughtful gifts throughout the year. Every relationship (personal and professional) requires effort to continue to grow, and business contacts are no exception.

I now own a CLNC business that generates a million dollars a year, but I do not consider the financial growth of my business to be the greatest asset. Becoming a Certified Legal Nurse Consultant through LegalNurse.com has completely changed my life. I make my own schedule, have time and energy to stay actively involved in my son's life and activities, can travel and work from any place in the world and most importantly, I feel a sense of accomplishment and success that I never would have achieved in a clinical RN role. I continue to seek new opportunities to expand my CLNC business and nurture my existing attorney-client relationships. As Garth Brooks sings, "I will sail my vessel 'til the river runs dry. Like a bird upon the wind, these waters are my sky. I'll never reach my destination if I never try, so I will sail my vessel 'til the river runs dry."

Owning my CLNC business has been the single most rewarding accomplishment of my professional nursing career. I do not know where this river will lead or what lies around the next bend, but I have learned to look to the future with hopeful anticipation and child-like excitement. For those of you

that read these words, I encourage you to follow your dreams, take a chance, bet on yourself, and make the most of your life. Every time you consider quitting or fear threatens to crush your dreams, I encourage you to remember Garth's words, "So don't you sit upon the shoreline and say you're satisfied. Choose to chance the rapids and dare to dance the tide."

For those of you that read these words, I encourage you to follow your dreams, take a chance, bet on yourself, and make the most of your life.

I've Created a Whole New Set of Limits for Myself

Abigail Stanley, RN, CLCP, MSCC, CLNC
Indiana

I noticed how unhappy the 'lifer' nurses were. What I wanted was to be happy and that meant there was something more for me outside of typical nursing.



Not long after starting my nursing career as an RN in the operating room, I noticed how unhappy the “lifer” nurses were. I knew what I wanted for my life ultimately was to be happy and that meant there was something more for me outside of typical nursing.

I pursued life care planning and received a second certification as a Medicare Set-Aside Consultant. In 2015, my company had become so busy, I officially retired from hospital nursing and worked solely on the business.

I started receiving information from LegalNurse.com about legal nurse consulting. I was interested in expanding my company and participated in an introductory presentation. It was from this presentation that my life was changed forever. I learned about the variety of cases a Certified Legal Nurse Consultant can assist on, one of which is mass tort. I immediately researched mass tort litigation. I knew this was

my calling. I completed LegalNurse.com's CLNC® Certification Program in March 2017.

In April of 2017 I started attending and sponsoring national attorney conferences focused on mass torts. I've always believed in the value of face-to-face marketing. Initially, I went to law firms with my promotional packets (and chocolates) to set up meetings. Now, I attend and sponsor national attorney conferences. At the legal conferences I set up meetings and take existing and potential attorney-clients out for coffee, drinks or dinner. I also listen to potential clients' presentations and try to chat with them before or after their speaking engagement.

I consult with mass tort law firms all over the United States and have even expanded into Canada. I maintain and nurture the professional relationships by texting, emailing or corresponding through Facebook. I currently have a team of legal nurse consultant subcontractors working for me on mass tort/class action lawsuits involving hernia mesh, Essure®, TVM, Roundup, water contamination, Havana Syndrome, talcum powder, Zofran® and the list goes on.

Becoming a Certified Legal Nurse Consultant and consulting on mass tort cases were the missing puzzle pieces to finding happiness in my nursing career. While I was doing well with life care planning and as a Certified Medicare Set-Aside Consultant, it was through LegalNurse.com that I found my sense of purpose.

I am passionate, driven, disciplined, decisive, self-

From this presentation my life was changed forever. I knew this was my calling.

aware, resilient, goal oriented, competitive, grateful, and I refuse to be defined by my failures. I also made several decisions to contribute to my success. Three important decisions I made included:

1. Taking a leap of faith to pursue a career outside of typical hospital nursing.
2. Investing in myself by pursuing additional certifications past my RN license.
3. Letting go of limiting beliefs and not letting fear overcome me. I truly believe in the quotes, “Everything you’ve ever wanted is sitting on the other side of fear,” and, “Anything’s possible if you’ve got enough nerve.” I’m competitive and try to enjoy new challenges, but of course I’ve had my moments where fear sets in. When that happens, I go back to my why. If I focus on my goals and why I set every goal, the fear seems to melt away.

An illustration of the decisions I’ve made involves a dinner I co-hosted while attending a national conference to land my first mass tort litigation. I followed up with the guest list by email and by mailing out my promotional packets. At the next national conference, I noticed one of my dinner guests (who I never heard back from despite multiple attempts) was speaking at a closed hernia mesh litigation meeting. The meeting was supposed to end at 3:30pm, but didn’t finish up till after 5:00pm. I waited in the hallway for an hour and a half to be reintroduced to this attorney. We talked for three minutes and I still received nothing but maybes from this attorney. A few months later I was on the fence about attending another national conference.

I consult with mass tort law firms all over the United States and have even expanded into Canada.”

I currently have a team of legal nurse consultant subcontractors working for me.”

I saw this attorney was a speaker and booked my plane ticket. I knew if I just got in front of him one more time those cases would be mine. Sure enough at the conference reception I saw the attorney and we chatted for an hour. The next day we finalized the details for my company to review all of his hernia mesh cases. I have since been hired by him and he's introduced me to many other attorneys that have since become my attorney-clients.

Backing up my decisions with intentions has contributed to my success. Some of my important intentions included the intentions to:

- ▶ Bring a higher level of quality for medical record reviews to the mass tort law world.
- ▶ Find success for all of my legal nurse consultant subcontractors as well as for myself.
- ▶ Find joy in my work. To be grateful for all of the attorneys who send cases my way. To also be grateful to my legal nurse subcontractors.
- ▶ Always be kind, ethical and professional to my attorney-clients and my legal nurse consultant subcontractors.

I also backed up my decisions and intentions with actions. The actions that contributed to my success included:

- ▶ Leaving hospital nursing and focusing all of my energy on my CLNC business.
- ▶ Completing the CLNC Certification Program and pursuing attorneys who

Becoming a Certified Legal Nurse Consultant and consulting on mass tort cases were the missing puzzle pieces to finding happiness in my nursing career.

I am passionate, driven, disciplined, decisive, self-aware, resilient, goal oriented, competitive, grateful, and I refuse to be defined by my failures.

handled mass tort cases while leaving behind a successful life care planning and Medicare Set-Aside business.

- ▶ Becoming extremely decisive and learning to take risks.
- ▶ Showing up to work on my CLNC business every single day.
- ▶ Learning to delegate and trust other legal nurse consultants to help grow my business.
- ▶ Learning to embrace criticism and be open to feedback on improvements.
- ▶ Listening, observing and asking questions. I believe everyone we meet has something to teach. It's incredible where new ideas evolve from.

In 2015 I was able to quit my hospital nursing job. My income from my life care planning/Medicare-Set Aside business doubled what I made at the hospital, but this was not my financial goal. I knew being a Certified Legal Nurse Consultant and focusing on mass tort lawsuits was my calling. Since 2017 (the year I received my CLNC Certification), my financial goal was to own a multi-million-dollar legal nurse consulting company that specializes in mass tort cases.

I started my life care planning/Medicare-Set Aside company in 2011. By 2015, I had doubled my hospital salary grossing \$100,000/year. In 2017 I received my CLNC Certification grossing \$112,000 that year. In 2018 my company almost doubled, grossing \$221,000. In 2019 my company

tripled, grossing \$701,000. This year my company is on course to make more than a million dollars.

I love how my CLNC business is forever evolving. What was once just me reviewing cases is long gone. My role continues to evolve and currently involves attorney-client acquisition, answering my chief operating officer's questions, answering law firm questions and creating new project litigation instructions. I am so blessed to be surrounded by such powerful legal nurse consultants helping me build my company. I love that my CLNC business can continue to evolve. I know what I've described will be different in a few years.

My CLNC business has given me two types of freedom. First, the business allows me financial freedom. I'm thrilled to say my husband and I are debt free other than our mortgage on our home. I've paid off the student and car loans. Secondly the business gives me the freedom of my time. While the CLNC business still requires a lot of time and energy, I choose when I work, not the other way around. In the hospital I worked 12-hour shifts every Friday and Saturday night in the operating room. I now work Monday-Friday. I am able to flex my schedule as needed to spend special time with my daughter or pick her up from preschool. My husband and I typically grab lunch together during the week. My husband has traveled with me on business trips. We always stay an extra day or two to explore a new city. I never work holidays and rarely work evenings or weekends. I felt controlled by the hospital and now I control my

I love how my CLNC business is forever evolving. I know what I've described will be different in a few years.

My CLNC business allows me financial freedom. Secondly the business gives me the freedom of my time.

schedule and time. This freedom from owning my CLNC business has been life-changing.

I try to live by the Jim Rohn quote, “Set a goal big enough that in the process of achieving it, you become someone worth becoming.” My CLNC business has at times pushed me to my limit. Actually, it feels like I created a whole new set of limits for myself. I don’t feel like the same person as I was when I started.

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Whoever Says You Can't Have It All Isn't a Certified Legal Nurse Consultant

Rebecca De La Fuente,
RN, HCS-O, HCS-D, CLNC
Texas

The year was 1991. A young RN and the single mom of a three-year-old, with no support, I moved from British Columbia, Canada, to Harlingen, Texas. For the first few years I worked in the emergency department. I loved it, but with a tiny daughter, the shifts were hard to manage. In 1994 I moved into home health care.

Over the next 10 years, working weekends and holidays for nothing extra, and basically being told “you’re an employee, so shut up,” I made a lot of money for people who possibly didn’t deserve it. As the saying goes, the best horse in the stable gets the heaviest load. A friend and I often talked about going into consulting but didn’t know which direction to take. Meanwhile, I managed to move up the ladder at this large corporate entity, to Compliance Officer then to Director of Professional Services.

With superb timing, LegalNurse.com’s information packet on how to become a Certified Legal Nurse Consultant arrived in my mailbox. The positive philosophy intrigued me, so I showed the material to my best friend, Luana.

For both of us, the Institute’s message triggered a

“I made a lot of money for people who possibly didn’t deserve it. As the saying goes, the best horse in the stable gets the heaviest load.”

decision-making, life-changing moment. We were done with working for this thankless company and ready to start our own.

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LegalNurse.com Changed My Perspective

The year now was 2006. My daughter was in high school, and I was married to a wonderful, supportive man. We had two boys, six and four. My husband took time off from work to care for the boys during the time that Luana and I attended the CLNC Certification Seminar.

The Institute's legal nurse consulting training was spectacular, of course, meticulously complete, from analyzing medical records to writing stunning reports to creating marketing materials, but for Luana and me, their message went beyond these excellent disciplines. The Institute shares a philosophy that I'm sure everyone hears but possibly doesn't truly take to heart.

What we heard was, "You are awesome! You are a nurse and you can do anything." Luana and I looked at each other knowing we'd gotten the message we needed. What we learned was better than just the doing, it was the being.

We Focused on Becoming Experts

At the corporation, we were hard workers who believed in doing a job right but received little respect for following the rules. The Institute made us realize we weren't crazy for believing there is a right way to do things, and that perspective has served us well.

The Institute's legal nurse consulting training was spectacular.

Luana and I incorporated our business as R & L Medical Legal Consulting. We began deepening our ten-plus years of practical knowledge and experience with further study in the legal aspects of home care regulations — the Federal Register, Program Integrity Manual, Medicare Benefit Policy Manual and Conditions of Participation governing our area.

Meanwhile, we started putting out feelers in the medical community, presenting ourselves as experts in home health care regulations. Clients started hiring us to clean up their agencies. We didn't intend to move only into the home care field, but we became so busy with it, we didn't look anywhere else. And because of the Institute's "you can do anything" philosophy, we even bridged the national economic downturn.

In 2010, when President Obama passed the Health Care Affordability and Accountability Act, which required tremendous oversight in every area of health care, we started getting even more "please help us" requests from agencies. Fortunately, we had the answers they needed at our fingertips.

We Expanded Beyond Injury Cases

We usually think of Certified Legal Nurse Consultants consulting on medical malpractice, toxic torts and personal injury, but our corner of health care law was new. Eventually, we were hired by a large health care law firm out of Washington, D.C., and found ourselves arguing for clients against the Department of Justice and the Office of the Inspector General (OIG).

The Institute shares a philosophy that I'm sure everyone hears but possibly doesn't truly take to heart. What we learned was better than just the doing, it was the being.

*As a nurse,
I capped
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At our peak,
R & L
Consulting
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Once again, LegalNurse.com's training was wonderful because they always took us back to the law. Regulation is law. Statute is law. Although applied in a completely different format when it comes to health care, it's still law. We've moved into an arena where we defend home health care firms that represent Medicare patients who need to continue receiving home health services.

We testify at the administrative law judge (ALJ) level. We state the care given as evidenced by the medical record, and how it supports and complies with the standards and regulations that govern the coverage of the Medicare benefit for home health care.

Our Legal Nurse Consulting Business Skyrocketed

Before long we were traveling like crazy — Chicago, Lexington, Washington D.C., Nashville and New Orleans. We had clients all over the country, home health care agencies as well as attorneys. And we got burnt out. Exhausted.

As a nurse, I capped out at a yearly salary of \$90,000. At our peak, R & L Consulting was earning more than \$600,000 a year. But was I happy? Before I knew it, seven years had gone by and I felt trapped again, like a lab rat spinning on its little wheel. I began asking myself, "What is success as a legal nurse consultant? Is it running yourself ragged going through airport security and living out of a suitcase six days a week and not being with your family?"

For some people that is success, and I respect that, but it wasn't success for me. My youngest son,

who is now 15, didn't speak until he was four. He had speech problems and the doctors wanted to put him on a bunch of pills, which I didn't agree with. The school system did not have a good way of dealing with his difficulties, so I home-schooled him. With the constant travel, that became impossible. I could afford private tutors, but they weren't doing the job as I would have.

We Intentionally Changed Courses

Luana and I went to Chicago for a conference. We stayed in the financial district near the old Cadillac Theater, and during a break we visited a tea room. We were seated by a wide window. This was about 5:00pm, and people were streaming by, rushing to catch their trains. Until I experienced this mass departure, I had never understood the term "rat race."

It freaked me out. Heads down, eyes down, this rat race of inhabitants plodded along the sidewalk one way or the other, exchanging no communication, no energy with people they passed or walked next to. No one was connecting. At heart, I'm a country girl. Even though I'd been in numerous big cities, that sight was as bizarre to me as if an alien spaceship landed outside our window.

"So they get up in the morning, go to the city, march to their jobs and then march back home in the evenings," I said to Luana. "Is that living?" Keep in mind, I was around 45 years old at this time.

On our flight back, we had a long discussion. Luana, after many years of trying to conceive, finally had the baby she'd always wanted. Unfortu-

On a Thursday we might ditch work for the afternoon to take the kids to the beach.

Not everyone measures success by a bigger and bigger bank account. Success to me is joy.

I'm the commander of my own boat, and I can tweak my sail any way I want to go.

They help you understand that you have what it takes — all you have to do is own it.

nately, she had also gone through a divorce. Shortly after that, my father passed away, so we were both experiencing personal life changes. And my two little boys at home weren't getting the attention I felt they needed from me. We made the decision to stop. Not to stop working as Certified Legal Nurse Consultants, of course, but to stop running the rat race. We decided to change courses.

Once Again We Became Experts

Our reason for attending the conference in Chicago was to be recertified for the International Classification of Diseases, (ICD-10). Part of the government's new health care reform is to get the world on the same page in reporting disease so that researchers can track fluctuation. Anyone working on a claim is mandated to follow the same rules and use the same set of codes. These codes have to be accurate, which means another level of oversight.

Again, everybody wanted help. So we became experts in coding — and it served us well in our decision to change directions.

Luana and I work in our separate home offices, coding, crafting rebuttals to claim denials or audit denials and still testify at high government levels, usually by video-conference. One day, I was deposed for nine hours on 220 claims by the Department of Justice. I never heard anyone ask one question in so many ways.

We still do the expert job LegalNurse.com taught us, and our business comes by referral. We travel only once every six months or so, and at noon on

a Thursday we might ditch work for the afternoon to take the kids to the beach. Still, we continue to maintain personal legal nurse consultant salaries of \$130,000 or more.

Success Is a Personal Calculation

Not every Certified Legal Nurse Consultant wants her name in lights. We're not all alike, and that diversity makes us shine in our own way. Not everyone measures success by a bigger and bigger bank account. Success to me is joy. How much joy do I have in my life?

I'm the commander of my own boat, and I can tweak my sail any way I want to go. Growing up on a big ranch in Canada, I ran wild and free, and I've tried to reproduce that feeling for my own kids. We have only an acre of land, but we have a garden. We have chickens. Those are perks you can't put a price on.

It started with the Institute telling me that I am worthy. Yes, they teach important disciplines and provide legal nurse consulting certification, but they also do so much more than that. They help you understand that you have what it takes — all you have to do is own it.

Through the Institute's philosophy, Luana and I have both come into alignment with who we are. This morning, we received a request from a big firm out of Michigan. "Can you help?" they asked. Of course we can. That's what we do. As Certified Legal Nurse Consultants, we happen to be experts in home health care.

This morning, we received a request from a big firm out of Michigan. 'Can you help?' they asked. Of course we can. That's what we do.

I decided if I'm going to do this, I'm going to do it right, so I purchased the VIP CLNC® Certification System which includes unlimited CLNC® Mentoring.



Frank Druse's Legal Nurse Consultant Salary Is Well Over Six Figures in His First Year

by Frank Druse,
RN, MSN, MHA, CEN, CPEN, CLNC
New York

Nursing was everything I wanted — and more. And more. And still more. Last year, I assumed a full management role in my hospital job. What eventually pushed me over the edge, the push I needed to launch my legal nurse consulting business, was being assigned five nursing units. I had to manage mother-baby, neonatal intensive care, medical-surgical and the pediatric center by myself. On top of all that, I had to work staff in labor and delivery. I'm a board certified ED nurse and have never in my life worked labor and delivery. The situation was a risk nightmare.

For the past couple of years, I'd been eyeballing legal nurse consulting. I was already doing risk management in my hospital role, investigating and identifying different issues in cases. In fact, I was pretty good at it, so I started seriously considering LegalNurse.com's CLNC Certification Program. As I reviewed the Institute's legal nurse consulting curriculum, I knew this is what I wanted and I wanted to do it now. I jumped right in and it's been an amazing ride from the start.

I Purchased the VIP CLNC Certification System Because I Wanted to Do This Right

I decided if I'm going to do this, I'm going to do it right, so I purchased the VIP CLNC Certification System which includes unlimited CLNC Mentoring. I had recently gotten married, and I literally finished studying the legal nurse consulting program while I was on my honeymoon in Europe. I took the CLNC Certification Exam as soon as I returned, passed and secured a case within the first 30 days.

Having finished the CLNC Certification Program in January, I had a little time to take some action steps before I went on vacation in February. Then, less than a week after I came home, I attended the *National Alliance of Certified Legal Consultants (NACLNC®)* Conference. It was a crazy, hectic time and also an important time to learn as much as I could.

I'm Having Fun with My Legal Nurse Consulting Jobs

The Institute teaches the importance of strategic alliances in the CLNC Certification Program. I formed an alliance with another Certified Legal Nurse Consultant and we exhibit together. We have exhibited at four legal conferences with tremendous success. We are on the attorneys' turf and it works when you put yourself out there as a legal nurse consultant.

Exhibiting is an opportunity to engage face to face with every attorney (not just medical malpractice and personal injury) and educate them that nurses can

When attorneys understand all of what we can do for them, seeing the light go on in their eyes is just plain fun.

I tell it like it is, which is what the Institute teaches and why I've become extremely successful, earning well over six figures in my first year as a Certified Legal Nurse Consultant.

do far more than they imagined. It's eyeopening for attorneys to realize that a nurse's exceptional expertise can help guide their cases to successful conclusions.

For example, I was asked to evaluate a case to determine whether or not a father was competent to care for his special needs child. The father was an EMT and the mother was only trying to determine competence, but it turned into a nasty divorce. I educated the attorney about resources available to the father, such as special needs daycare to help support the child. This is information Certified Legal Nurse Consultants can provide that divorce attorneys might easily overlook.

When attorneys understand all of what we can do for them, we're much closer to gaining another attorney-client. Seeing the light go on in their eyes is just plain fun.

Attorney-Clients Are My First Priority

Recently, I was working with a firm that was a referral from a current attorney-client who was happy with my work. (This shows that attorneys do talk with each other.) I learned one of my new attorney-clients with a terminally ill parent didn't know about the hospice process. Even medical malpractice attorneys are lay people when it comes to a personal medical issue. The same could be said of anyone, including nurses. When a situation gets personal, you're a lay person. You don't analyze the healthcare issue the way you would as a clinician. I provided my attorney-client with support and guidance regarding

medications and current hospice options to help her make her father comfortable in his transition. That was a benchmark moment. The attorney, the law firm and I became securely bonded.

Anytime I discuss a case with an attorney, I adopt a New York attitude. I tell it like it is, which is what the Institute teaches. I won't say, "This is a perfect case," unless I believe it. I understand the firm's investment that goes into each case. That's one reason I was able to secure cases from the largest medical malpractice law firm in New Jersey and why I've become extremely successful, earning well over six figures in my first year as a Certified Legal Nurse Consultant.

As an RN, I also had a six-figure income, but I had to work a lot more hours and a lot harder. Now I can sit on my couch and work in my pjs. I have the freedom and flexibility to enjoy the lifestyle I want. I love earning six figures as a CLNC consultant, but what I love most is being able to make a difference for patients and for the healthcare system. I believe your life is what you make it. So far, my career as a Certified Legal Nurse Consultant is a constantly amazing ride.

I love earning six figures as a CLNC® consultant, but what I love most is being able to make a difference.

*This year
I will make
about
\$175,000.*



I Am Living My Passion in Tennessee Making \$175,000 This Year as a Certified Legal Nurse Consultant

by Sheila Silvus Chesanow,
RN, MS, CLNC
Tennessee

*The benefits
of being a
Certified
Legal Nurse
Consultant
are endless.
I enjoy
staying at
home.*

After I became a Certified Legal Nurse Consultant, I worked for a corporation doing internal auditing. After two years, a CLNC® friend told me about an opportunity to have an exclusive Certified Legal Nurse Consultant contract with an attorney. At first I wasn't sure I wanted an exclusive contract with any attorney because I did not know if he would have enough work for me. I was wrong. I ended up signing a contract with this attorney-client for \$150,000 annually for 40 hours a week. This year I will make about \$175,000.

Technology has been a big plus for my CLNC business. My husband retired and we moved to Tennessee. My attorney-client lives in California. Technology allows me to work full time at home out of an office that used to be part of our barn as I watch over llamas grazing outside. One of the best things I've adopted from one of the Legal Nurse Consultant blogs was dual monitors. I review the files from my attorney-client on one screen while I write my report using the second screen. I also take my work on the road when I travel. My husband races cars

so I can just pack up my bag with my laptop and go with him. It's great because my legal nurse consulting business is completely portable.

The benefits of being a Certified Legal Nurse Consultant are endless. I work out every morning, have coffee with friends, then I go to work. The more I work, the more money I make. I can work 50 hours one week and take a day off the next whenever I choose. In my prior job, I only slept in my own bed about eight nights a month because I had to travel so much. Now as a Certified Legal Nurse Consultant, I enjoy staying at home here in Tennessee.

When I worked at a full-time job, I could count my friends on one hand. Now, I am more involved in my community in Tennessee and I'm active in the charities that are important to me.

I was going to semi-retire, do a little CLNC work but not really do much. However, I have stayed busy and have had numerous offers for additional legal nurse consultant jobs. When this happens, I contact my network of CLNC peers. The *NACLNC*® Directory has a wealth of CLNC consultants who I can refer business to or recommend as experts.

My advice to nurses is to stop waiting — do it now. Become a Certified Legal Nurse Consultant today. Stop procrastinating!

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Within four months as a full-time independent CLNC® consultant, I billed more than \$125,000.

The money is great. Last year I billed \$330,000.



I Earned \$125,000 in 4 Months as a Certified Legal Nurse Consultant

*by Darlene Bellows, RN, CLNC
Tennessee*

I was the director of nursing at a nursing home when I decided to become a Certified Legal Nurse Consultant. One day, a staff nurse told me she was taking the CLNC® Certification Program. She shared some of the information with me, and it piqued my interest.

A year later, I left the director of nursing position and accepted a position in the legal department of my long term care company. I began reviewing medical records involved in litigation for the in-house attorney. Then the company hired a new president who began an initiative to reduce the number of lawsuits. He had the foresight to recognize how valuable I could be as a Certified Legal Nurse Consultant. The company paid for me to take the program.

There was so much information and so many new things to learn. But with the Institute constantly reminding us that we were successful CLNC consultants, I passed the test. I took my new knowledge back to work and continued assisting the company in defending against lawsuits. I was promoted to director of the department,

hired another nurse and referred her to the CLNC Certification Program.

I Accepted My Husband's Outrageous Holiday Challenge

I soon realized I was doing legal nurse consultant jobs and getting paid \$35/hr instead of the \$100-\$150/hr I could be making on my own. When I complained about this to my husband, he said, "Why don't you try it part time and see if you like it?"

That was in early December. With the holidays looming, our son's wedding scheduled for two days after Christmas and a houseful of guests expected for both events, I said, "Maybe after the first of the year."

My husband quickly came back with, "What are you waiting for?" I always accept a challenge, especially from my husband. He has steered me in the right direction for the last 20 years.

The next day I called a defense attorney who handled some of my company's cases in Florida. I asked if he thought I could succeed at legal nurse consulting. He said I would be great, and he would keep me busy full time. I told him to send me just one case for now and tell me how I did.

The following week, just days before Christmas (and the wedding), the attorney sent me the medical records. Not a large case, but big enough for my first one. He asked if I could report back to him by New Year's Day. Once again I was challenged, and I rose to the occasion and got the assignment done in

The company president had the foresight to recognize how valuable I could be as a Certified Legal Nurse Consultant.

I called a defense attorney. He said I would be great, and he would keep me busy full time.

plenty of time. The feedback I received was that my work was exactly what he needed.

Within three months my legal nurse consulting cases were piling up so much that I had to seek help from a CLNC® subcontractor.

My Part-Time CLNC® Career Blossomed Into Full-Time Success

From that point, I continued to work at my full-time job, then come home every night and worked several hours on my new part-time job, as well as up to ten hours on the weekends. No one at my full-time job knew I was moonlighting, but they wondered why all of a sudden I only worked eight hours instead of my usual 12-14-hour days.

Within three months my legal nurse consulting cases were piling up so much that I had to seek help from a CLNC subcontractor. I heard another nurse in the office complaining that she could earn much more as a Certified Legal Nurse Consultant and really wanted to pursue it. I recruited her as a subcontractor. Together, we continued turning out the work for another few months.

I told my husband my goal was to be on my own no later than the end of the year. Two events soon sped up the process. First, my part-time CLNC® career was generating enough work that I had to hire another subcontractor. My goal was and still is to produce top quality work and get it back to the attorney-client in a timely manner. Second, management changed the direction of our department at my full-time job. This made it easy for me to decide to jump in with both feet and go full time as a CLNC® consultant.

The decision was still scary. All I could think was, “What if I don’t get any more cases? Good thing my husband loves peanut-butter-and-jelly sandwiches and I diet most of the time.”

Nevertheless, I made the plunge in May. For a short while, I could not keep up with the records. I sent my marketing packet to every defense attorney I had come to know through my former company. I also phoned these attorneys to let them know where I was and what I was doing. As a result, within four months as a full-time independent CLNC consultant, I billed more than \$125,000.

Currently, I consult for four nursing home defense attorneys. They keep my CLNC business growing. I organize and review medical records; prepare brief or detailed chronologies and narrative summaries; do research and phone consultation; and help long term care companies assess their medical records for liability exposure and documentation accuracy.

One case makes me especially proud — analyzing four years of one patient’s nursing home records. The assignment took me 89 hours. When I asked my attorney-client for feedback, he said, “You certainly are detailed. I’ll call back when I get through it.” Two weeks later he phoned to say my chronology was the best work he had ever seen. Everything he needed from the record was in my CLNC report, and he would be able to use it instead of hauling the volumes of medical records to depositions and mediations. He appreciated how thorough I had been.

He phoned to say my chronology was the best work he had ever seen.

It took me about three months to realize I did not have to feel guilty if I took a day off to pamper myself.

Learning to Break the 8-5 Habit Was Part of the Fun

The greatest satisfaction comes when an attorney calls to say, ‘Your work was awesome. It will be a great help at trial.’

After years of working an 8-5 job, it was hard for me to break the habit. It took me about three months to realize I did not have to feel guilty if I went for a walk with my 84-year-old dad, had lunch with friends, took a day off to pamper myself or spent time with my grandchildren. My best friend and I took our first “girl trip” together to Florida. Of course, I had my laptop, medical records and marketing brochures with me, and I had appointments to see more attorneys.

The money is great. My CLNC business continues to be very successful. I’ve had up to 20 cases in progress at one time and as many as five subcontractors working with me. Last year I billed \$330,000. But the greatest satisfaction comes when an attorney calls or emails to say, “Your work was awesome. It will be a great help to me in depositions, mediations and at trial.”

My success has allowed my husband to retire and help me in my business. In the past couple of years we have taken three fabulous vacations. I’ve also had time to spend with my three wonderful grandchildren and with other Certified Legal Nurse Consultants.

I attribute my CLNC success to several things: my many years of nursing experience; my experience in the risk management and legal departments in long term care; my supportive family and friends who encouraged me to take a leap of faith; and the

foresight of the company president who referred me to the CLNC Certification Program. The Institute's program was great, informative and certainly the beginning of my success.

My success has allowed my husband to retire and we have taken three fabulous vacations.

My \$100,000 Tax Return Put Me Over the Moon with Joy

by Sharon Miller, RN, BSN, CLNC,
Maryland

I just finished my taxes and I earned more than \$100,000.

They were so happy with the 'excellent legal nurse consulting work product' that they immediately forwarded another case to me.

I just finished my taxes and I am happy, no make that thrilled, no make that “over the moon with joy” to tell you that I earned more than \$100,000 as a Certified Legal Nurse Consultant. The work started coming in faster than I could keep up. I just keep working hard trying to keep up with all of the work and make sure that I still put out top-quality work product. I was so happy when one of my attorney-clients forwarded my information to another law firm. I did a case for them and they were so happy with the “excellent legal nurse consulting work product” that I provided, they immediately forwarded another case to me.

I have been keeping so busy and I absolutely love being able to work for myself. I still have the law firm that I first started consulting for. I have also gotten cases from the medical-malpractice attorneys, nursing home negligence and more. I am keeping so busy that I am going to have to start hiring CLNC subcontractors. Luckily I met this incredible nurse and I convinced her to go through your CLNC Certification Program, which she just recently completed. Now that she is a CLNC consultant, I am ready to ask her to subcontract with me on my huge case load.

I currently have cases going to trial. I am working

with three attorney-clients who are in the first round of trials and two attorney-clients in the second group of trials. These cases all need detailed chronological summaries — something that I have been providing to these law firms for deposition preps.

Anyway, I just thought I would let you know how happy I am that I became a Certified Legal Nurse Consultant. I love the way that I can combine my love and knowledge of nursing with my love of law. Thank you a hundred times over for helping me become a successful Certified Legal Nurse Consultant.

I hope my positive experiences will help other Certified Legal Nurse Consultants go for that BIG success. I feel honored to share my CLNC successes.

I am keeping so busy that I am going to have to start hiring CLNC® subcontractors.

I combined my love and knowledge of nursing with my love of law.

The cases started arriving and the flood hasn't stopped.

My husband is astounded that my 'little business' is making so much money.



My Legal Nurse Consulting Business Is the Ticket to Retiring in 5 Years

by Carol Riley,

RN, MHA, CNAA, HFA, CLNC
Indiana

After five years as a Certified Legal Nurse Consultant, my success was moderate, and I was staying busy part time. I had not been overly aggressive with marketing and had settled into the security of receiving cases from my regular attorney-clients on a “trickle in, trickle out” basis. I was enjoying the time to pursue my hobbies while still contributing to the family income and paying for my daughter’s college tuition. Jordanne is in nursing school, and I felt good knowing my earnings would help place another nurse in the ranks by the time I was ready to retire.

You Never Know Where Your Next Referral Will Come From

Little did I know that my daughter would provide my best referral. Remember how the Institute tells us to market ourselves to anyone and everyone? As my story proves, you never know where your next referral will come from.

About a year ago Jordanne was at her part-time job in a local chain restaurant. One Friday night a nice looking young man wearing National Guard

fatigues pulled up in a Jaguar. As his order arrived and she checked him out, she admired his Jaguar and commented that the National Guard must be doing well for him. At that he smiled and told her his real job was as a med-mal defense attorney. She nonchalantly replied, “My mother works with attorneys.”

He asked what I did. When she told him I was a Certified Legal Nurse Consultant, he almost dropped his food. He immediately started asking what kind of cases I specialized in and whether I had room in my caseload for more. He dug around but couldn’t find a business card.

Fortunately, Jordanne had one of my cards in her wallet and gave it to him. He literally took a napkin, wrote down his personal email address, business and cell phone numbers, and asked her to have me call him ASAP. He had cases to send me.

She couldn’t wait to get home and tell me about the encounter. It’s been a long time since anyone wrote their number on a napkin for me!

Letters of Recommendation Are My Best Marketing Tool

The next evening I called him on his cell phone. It sounded like he was at a party, but he took the time to ask about my clinical experience, my legal nurse consulting experience and my availability. I learned he was with a big firm in a major city downstate.

On Monday I sent him my brochure, resume, letter of recommendation and work product samples.

He immediately offered an additional 33% if I could complete the case in two weeks.

My goal is to retire in five years. With LegalNurse.com's advice and training, my CLNC® business is sure to make that retirement happen on schedule.

By Thursday I hadn't heard from him. On Friday I nervously made that follow-up call the Institute stresses as essential to our success.

He answered his business phone himself. When I asked if he had any questions, he said he didn't. My heart sank. Then he added that he and his paralegal had just sorted through a "tabletop full of cases" to decide which ones they would send me.

I asked if he wanted to know what I charged, and he said, "Sure, but it doesn't matter. That letter of recommendation convinced me you have exactly the skills we need." He was referring to the letter from one of my attorney-clients, a well-known plaintiff attorney.

As the Institute says, a good letter of recommendation is one of your best marketing tools. This new defense attorney-client said he would make sure he didn't have to try any cases against "your plaintiff attorney" because he didn't want to go up against me as the opposing expert. I nearly fell out of my chair.

I'm Now on Track for Retirement — or a Jaguar

The cases started arriving the following week and the flood hasn't stopped. After receiving the first case, I emailed to advise him that I was available and to inform him of my hourly rate. He immediately offered an additional 33% if I could complete the case in two weeks. Needless to say, I met that deadline and enjoyed the premium. Since then I've been so busy I've had to use CLNC® subcontractors.

I can't believe my good fortune. My husband is astounded that my "little business" is making so much money. I just paid off my Jeep and bought a new quilting machine so I can enjoy my hobby in my spare time — even though I don't have as much spare time since my Certified Legal Nurse Consultant practice took off. Oh well, the quilting machine will be there for my "real" retirement.

My goal is to retire in five years. With LegalNurse.com's advice and training, my legal nurse consulting business is sure to make that retirement happen on schedule, leaving me professionally fulfilled and financially secure. You never know, I just might trade that Jeep for a Jag.

*I've been
so busy I've
had to use
CLNC®
subcontractors.*

My husband and I are going to Hawaii next week. I don't have to check with anyone. As a nurse, I never could have achieved that feeling of independence and freedom.

How I Achieved Big City Success in a Small Town as a Certified Legal Nurse Consultant

by Danita F. Deaton, RN, BA, CLNC
Texas

Most people think of my small town in Texas as just a blip on the map as they drive through to the Louisiana casinos. But I chose to settle here. Born in Sulphur, Louisiana, I grew up in Alaska, where I was a CPA for ten years, got my nursing degree in Denver and then moved to Southeast Texas.

I went directly into adult intensive care. I've worked numerous areas of nursing, including ER and management. I was director of nursing in a long term, extended care unit and I've done a lot of quality assurance, so I have a broad background in nursing and administration.

As nurses, we're here to do a job, and I think we should do it well, but the medical field has a lot of problems. I'm a patient advocate, and I knew there had to be a better way to help. I had seen information about the Institute's CLNC® Certification Program, and I had looked up LegalNurse.com on the Internet. I began thinking legal nurse consulting might be the road I was searching for. I contacted the Institute and received a packet, but I didn't follow through. I'm a world-class procrastinator.

Then I took a position as director of a neonatal intensive care unit. Because of my critical care background, my employer also talked me into being director of the telemetry department. Instead of wearing a pager 24/7, I was basically on call 48/14 in two different units. I finally left this extremely stressful job for PRN work in Houston.

In the meantime, I had remarried. I wanted to spend more time with my husband and my two-year-old grandson. I was dissatisfied with where nursing was going for me. I knew I had more to offer, and I didn't want to retire with a bad back. So I checked out Amway and Mary Kay and took a learn-at-home course in real estate.

I Decided Enough Was Enough

One day my daughter, who worked at a car wash, met an attorney bringing his Jaguar to be cleaned. She told him, "My mom's a nurse. She could help you with some cases." The next thing I knew, this attorney phoned, asking me to review a couple of nursing home cases. I put in four hours at most on each of those cases. That felt great — I could do this. Yet despite follow-up, that attorney didn't call me back.

I decided enough was enough. I wasn't getting any younger, and I didn't want to work nights anymore. I found that packet from LegalNurse.com, read it through, decided I was going to do this and signed up for the VIP CLNC Certification System.

I decided I was going to do this and signed up for the VIP CLNC® Certification System.

Studying the CLNC® Certification Program, I felt like a few hundred light bulbs went off in my head.

The Institute Inspired Me to Go for It

Studying the CLNC Certification Program, I felt like a few hundred light bulbs went off in my head. I realized I hadn't done a fourth of what I could have done to help that attorney on those first two cases, and the money I received was nothing compared to what I could make. This was wonderful.

I was so fired up, I decided to follow the Institute's advice and do something toward my new career every day. I worked out a budget. I hired a CPA and an attorney to incorporate my company. Both my CPA and my attorney gave me some referrals. Three weeks after receiving my CLNC Certification, I was in business.

I knew I was going to do this, but besides being a procrastinator, I'm also a perfectionist. I didn't want to call those referrals until I had everything perfect. Finally, my attorney phoned and said, "Danita, you haven't called this guy yet. I told him to expect your call. He's waiting."

The CLNC® Mentors Guided Me to Success

The next day I phoned that attorney, met with him and took home a case. At first I just stared at the file. I didn't even have my intro letter written, yet I had a case. Easy to say I could do it, easy to fake it while I was in the attorney's office, but now I had to deliver on my promise. I remembered those

I was so fired up, I decided to follow the Institute's advice and do something toward my new career every day.

I phoned that attorney, met with him and took home a case.

two early cases and never hearing back from the attorney. I couldn't let that happen again.

This time I had the VIP CLNC Certification System materials and unlimited CLNC Mentoring. I called the Institute and described the case. The CLNC Mentor said, "First, take a few deep breaths." After talking with her and with the attorney again, I wrote a 30-page report advising the attorney that the case was meritorious.

Meanwhile, I wrote my intro letter. Again, I called the Institute for help, and I put together a simple package with my resume, sample reports and a bulleted list of ten CLNC services. A month after attending the CLNC Certification Seminar, I mailed out my first six marketing packets.

The next week I was ready to send out six more packets, as the Institute encouraged us to do. Before I could leave to go to the post office, a paralegal from one of the big malpractice firms called. Two of their attorneys wanted to see me. I didn't want to say I was available anytime, and I was still working two nights a week, so I scheduled the interview on a day when I wouldn't be trying to sleep.

I walked into my interview wearing my nice black suit. Both attorneys had my packet on the table in front of them. When I asked why they called me, one attorney said, "We were impressed with your marketing package. It was very professional, with no grammatical errors, no misspellings." My package showed I had taken the time to do it right.

I mailed out six marketing packets. One of the big malpractice firms called. Two of their attorneys wanted to see me.

LegalNurse.com Helped Me Anticipate Every Question

I had the list of questions and answers the Institute had told us to expect in interviews. The attorneys' questions matched that list almost verbatim.

In my briefcase I had the list of questions and answers the Institute had told us to expect in interviews. The attorneys' questions matched that list almost verbatim.

One of their biggest questions concerned my rates. When I said I charged \$125 an hour, the first attorney said, "That's kind of high, don't you think?" I kept quiet, almost sitting on my hands, as the Institute advised. After a few seconds, he said, "Tell me why I should pay you \$125 an hour."

"Because I'm good at what I do," I said. When he asked what was the difference between me and a paralegal, I said, "Being a paralegal would be a step backward. I have an expertise, paralegals have an expertise and you have an expertise. I'm not an attorney, and you're not a nurse. That's why we can work together."

When we finished the interview, one attorney asked if I wanted to work for them full time. I said no, I could do more for them independently. He said he didn't have the case files but would get back to me in a few days.

I shook his hand, gave him another card and said, "I'll phone you in about ten days to see how things are going. In the meantime, if you have any more questions at all, please call me."

As I started to leave, his partner said, "I do have a few more questions. Do you have time?" Not

wanting to look desperate, I checked my watch, then agreed I had half an hour.

But I left without a case in hand. My heart fell to the floor. On the way home, I chalked it up to experience, but I kept telling myself, “It’ll work, it’ll work.” Three days later, the firm’s paralegal called to say they had four cases waiting for me to pick up.

I Was Instantly So Busy, I Didn’t Know Where to Start

I arrived at their offices to find four boxes and a \$3,000 retainer check. My heart rate was about 250. I actually had cases to work — and a check.

Before I could get out the door with the boxes, one attorney asked to see me about another case. In addition to my other CLNC services, he needed an expert witness. I told him my fee for finding an expert, then remembered a friend who would be perfect. I gave him that name for free. He offered to pay, but I said, “No, this one’s on me. You can pay for the next one.”

Once again, I called the Institute. The CLNC Mentor told me to pace myself, which I did. I finished the cases, and the attorneys were thrilled with my work. Then I heard nothing for a couple of days, which felt like months. Then another attorney called with a “simple nursing home case” for me to review. I picked it up, spent a couple of hours reviewing it and called to tell him the case had merit. He asked me to put that in a memo.

The firm called to say they had four cases waiting for me.

I arrived to find four boxes and a \$3,000 retainer check.

I was so busy with cases that my husband agreed I should do the legal nurse consulting full time and stop working at the hospital.

This time I got out my CLNC Certification course materials. The Institute has included everything I need. I used the memo form, typed up the memo and sent it off.

I Received 24 Cases from One Attorney All at Once

I was so busy with cases in November that my husband agreed I should do the legal nurse consulting full time and stop working at the hospital. Come December, all the cases were finished and no calls were coming in. In a major panic, I called the Institute. My CLNC Mentor told me most attorneys don't do a lot during the holidays. That made sense. I decided not to worry. My husband and I went to California to see his family for Christmas. When we returned, I made my New Year's resolution to continue marketing, no matter what.

The first week of January, I received a call from the attorney who had hired me for those first two cases three years earlier. When I told him my new rates, he said, "That's kind of steep." Again, I sat on my hands. Finally, he said, "All right, I have a list of cases I want you to review."

I expected five or six cases at most. He gave me 24.

My Next Goal Is a Six-Figure Income

The Institute is so right when they say, "We Are Nurses and We Can Do Anything!" We can. We always sell ourselves short, but whatever we set

our minds to, we can do. All I did was follow the Institute's advice, use their materials and ask to speak to a CLNC Mentor whenever I panicked.

My husband and I are going to Hawaii next week. I don't have to check with anyone. As a nurse, I never could have achieved that feeling of independence and freedom.

In six months I've worked 36 legal nurse consulting cases. I'm on a roll now, and my next CLNC goal is to make a six-figure income. With everything I've learned, I know I can do it.

In six months, I've worked 36 legal nurse consulting cases. My CLNC® goal is to make a six-figure income. With everything I've learned, I know I can do it.

I have so much money coming in, I don't know what to do with it. I thank you from the bottom of my heart.



With the Institute's Recipe I Made More Money in 2 Months as a Certified Legal Nurse Consultant Than in 12 as a Hospital Nurse

by Pamela Erwin,
RN, BSN, MS, CLNC,
California

I love what I'm doing! In spite of, or actually because of, injuries and pain from a couple of car wrecks, I have achieved professional success and financial independence as a Certified Legal Nurse Consultant. I've done just about everything in nursing — pediatrics, emergency trauma and cardiac intensive care.

While in the cardiac care unit, I also earned an MS in counseling and became interested in the healing benefits of alternative healthcare methods. I changed my lifestyle as well as my family's through diet, meditation, yoga and tai chi.

When injuries from a car accident sidelined me for six months, I took a more accommodating position as director of professional services for a girl's reformatory. Another wreck proved to be a real life-changing event. The injuries to my jaw, shoulder, neck and right arm forced me to move to a hot, dry climate.

Meanwhile, someone showed me literature from the Institute's CLNC® Certification Program. I was very impressed and thought, "Boy, they're on target. This is really interesting." Having served as an expert witness on a few occasions, I already knew how much attorneys didn't know about the medical details of cases.

Upon relocation, I had several attractive offers, but I couldn't work a normal 8- to 10-hour day. I realized that legal nurse consulting was my solution. I found the Institute's website and read up on the CLNC Certification Program. The program really hit home with me. I became highly motivated to pursue a career as a Certified Legal Nurse Consultant.

If I Could Make Millions for Others, I Could Do It for Myself, Too

I knew I had the background to succeed as a CLNC consultant, but I was scared. My biggest fear was financial. How could I become financially independent, especially in light of my physical limitations? I became determined to get past the pain from my injuries.

I was also fearful about being on my own and not being around my colleagues. The Institute's free CLNC Mentoring Program was very helpful, and I knew its importance from my counseling background. Even today, I still call the Institute, especially when I have a challenging case.

I love what I'm doing! In spite of injuries and pain from a couple of car wrecks, I have achieved professional success and financial independence as a Certified Legal Nurse Consultant.

Although I'd been consulting for two years, going from a fixed-salary to doing it all on my own was a big step for me. But I realized I'd consulted on six start-ups and made millions of dollars for others, so why couldn't I do it for myself?

I ordered the CLNC Certification Program and studied daily for three months, working at it like an eight-hour shift. I went through the course three times. I passed the CLNC exam with flying colors.

I Marshaled One Case to Full-Time CLNC® Success

I was ready to go. I got a couple of legal nurse consultant jobs from friends of friends — I made \$2,000 on one case and \$5,000 on another. My first big assignment came about because of my own door-to-door, out-of-the-phone-book efforts.

Two months after I submitted my marketing packet to one attorney, he called for an interview. After another two months he left a message on my answering machine. Two friends of his law firm's owner had been badly injured in a car wreck. They were in a hospital that had many malpractice lawsuits pending against it, and the owner was afraid his friends, both comatose, would not survive there. The attorney asked me to meet him and his boss at the hospital and review the situation, or as they put it, "marshal the case."

I went in daily and discovered that the care the accident victims were receiving was very poor. I

I made more money in two months as a CLNC® consultant than in 12 as a hospital nurse. I charge \$150/hr.

could horrify you for an hour with what I saw and how I intervened. To make a long story short, both victims are okay, although one was in rehab for six weeks, and the case settled for a lot of money.

I never intended to be a full-time Certified Legal Nurse Consultant, but I've been full time ever since this case. I started getting a case about every 10 days, and I've hired a CLNC subcontractor to help. I'm so busy with my current attorney-clients, I don't have time for other law firms.

I made more money in two months as a CLNC consultant than I made in 12 as a hospital nurse. I charge \$150/hr. My attorney-clients often ask for my informal opinion about a medical situation in a case. These informal consultations are also billable at \$150/hr.

I make sure my clients receive plenty of benefits from my CLNC services. The attorneys know I'm a valuable asset to their efforts and have said so. I actually save them a lot of time and money by helping them establish a direction in a case or determine if a case is worth pursuing.

I give the attorneys a thorough grasp of the medical aspects vital to a case. I show them examples to help them relate to seemingly minor details that are actually life and death issues. Rather than just giving them a general understanding that something is wrong, I try to give them a visceral response to the medical malpractice. That's when they really "get it" and can present a strong case.

I started getting a case about every 10 days, and I've hired a CLNC® subcontractor to help. I'm so busy with my current attorney-clients, I don't have time for other law firms.

LegalNurse.com's Recipe Gave Me Independence and Financial Success

In addition to the money, independence and opportunity to work from home, I love my professional relationships with my attorney-clients.

My financial goals were to be able to support myself, live independently, not have to worry about my finances, be a philanthropist of sorts and put my kids through college. I also wanted my work to be honorable and ethical, and to uphold my values. In addition to the money, independence and opportunity to work from home, I love my professional relationships with my attorney-clients and the variety of CLNC services I get to provide.

I attribute my success to my intentions, to focusing my positive energy. My nursing experience has helped a lot, and I have followed LegalNurse.com's advice like a recipe.

I am very happy helping attorneys help patients who have been abused by the healthcare system. I know from firsthand experience there's a great need for this kind of work.

I still have some of the pain and physical limitations that led me into this field, but I'm having fun now. I have so much money coming in, I don't know what to do with it. I thank you from the bottom of my heart.



After Only 3 Months Following LegalNurse.com's System, I'm a Full-Time Certified Legal Nurse Consultant

by Tanya Sanderson,
RN, BSN, RCIS, CLNC
Tennessee

My CLNC® success happened faster than I imagined it could. The CLNC Certification Program and *NACLNC*® Apprenticeship gave me everything I needed. I learned how to write the letters, mail them out, make the follow-up phone calls and get appointments with attorneys. I was totally prepared.

The Institute Taught Me Everything

I sent out eight letters the first time, then nine. I received so many cases, I had to hold off on further marketing until I got them under control. Not that they were really out of control. From the report writing section of the *NACLNC* Apprenticeship, I knew how to review cases for merit and write my reports. I've done several chronologies. Most of my cases are medical malpractice, but I've also done a workers' comp case.

When I completed the CLNC Certification Program, I met with a business advisor. Everything

My CLNC® success happened faster than I imagined it could.

Only one week after I completed the CLNC® Certification Program I met with my first attorney-prospect and walked out of his office with two cases.

*Every day
I love my
new
CLNC®
business
more.
Weekends
are spent
with my
family.*

*I was the
expert. My
attorney-
client had
called me
an ‘expert.’*

he told me to do I had already learned from the Institute. My husband would talk to business people he knew, then ask me, “Did you do this?” I’d say, “Yes, honey. The Institute taught me everything.”

I tell my attorney-clients that anytime I have a question I can’t answer, I have unlimited access to thousands of Certified Legal Nurse Consultants who have all the collective knowledge I could ever need. It’s reassuring to know the CLNC Mentors are there, too. When I encounter an issue, I’m always impressed with the depth and value of their answers and guidance.

Only one week after I completed the CLNC Certification Program I met with my first attorney-prospect and walked out of his office with two cases. I took that as a sign and turned in my resignation at the hospital.

I’m the Attorney’s “Expert!”

When my first attorney-client found out I had resigned from my nursing job, he promised to do all he could to help my CLNC practice grow. He’s given me several cases and a referral. Another attorney has done the same.

I called one of these referrals and left a message, but didn’t hear back. Then one day, on a whim, I stopped by her office. That turned out to be one of the most exciting events since I started my business. “I’m so glad you came by,” she said and mentioned the attorney who referred me. “When I asked him

to help me on this case, he told me his expert would need to review it first.” A moment later it hit me — I was the expert. My attorney-client had called me an “expert.”

My Husband Looks at Me Differently

Every day I love my new CLNC business more. I work at home, take my daughter out to lunch and come and go as I please. Weekends are spent with my family. I attend Saturday-night ball games and never miss a Sunday at church. For the past two years at the hospital, I worked on Christmas Eve and Christmas Day, which are big events when you have small children. Now I'll never have to work another holiday.

My husband even looks at me differently. In many ways, I'm a country girl. I love gardening in my jogging pants with a bandana on my head and no makeup. Now I wear business suits, I get my hair done and wear makeup every day. I look and feel professional. Sometimes I catch my husband watching me as if I'm a new person in his life. He's my best friend, and he's always been respectful, but now he shows me a different kind of respect, an intellectual respect. I see that in my attorney-clients too, and it's nice.

Following LegalNurse.com's System, Any Certified Legal Nurse Consultant Can Succeed

I realized how quickly my success had occurred. After being certified in October, I got started in December and by the end of February had built a

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Apprenticeship
gave me
everything
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I was totally
prepared.*

flourishing CLNC business. All I did was take the Institute's advice — and follow it.

Everything I learned in the CLNC Certification Program and *NACLNC* Apprenticeship paid off. My money and my time were definitely well spent. Each day, I took one action step toward creating my business, even if it was only going to the office supply store and buying staples. The Institute said, "Just go for it," and I did.

I'll continue to go for it. As a nurse, I specialized in cardiology. Now I'm learning even more about other disease processes that I learned about in nursing school. Being a CLNC consultant is an amazing new adventure.

Although I've already tucked away enough money to pay the bills for three months, I feel confident that the cases will never stop pouring in. I believe any Certified Legal Nurse Consultant can be equally successful — you just have to follow LegalNurse.com's system and take one action step every day toward your CLNC success just like the Institute teaches.

I got started in December and by the end of February had built a flourishing CLNC® business. All I did was take the Institute's advice — and follow it.

I Make the Rules and I've Tripled My Income as a Legal Nurse Consultant in Florida

by Colleen Galligan, RN, BSN, CDDN, CLNC
Florida

What's amazing about the CLNC® Certification Program is that the Institute teaches you absolutely everything you need to know and gives you all the tools to succeed. The most important thing they advise is to use the CLNC Mentors.

I can walk into an attorney's office knowing nothing about the case and come out with the assignment. Then I contact LegalNurse.com, and a CLNC Mentor is always able to help me sort it out. I ask all my questions, even if I think they're stupid, get the answers and the attorney thinks I'm brilliant.

I contact LegalNurse.com, and a CLNC® Mentor is always able to help me. I ask all my questions, even if I think they're stupid, get the answers and the attorney thinks I'm brilliant.

The other thing the Institute teaches is to stick together. If everybody succeeds, then we all do better. This is the only job I've ever had where people in the business really want to help each other. You won't find that anyplace else.

I relocated from New York to Florida. Unemployment can be a great motivator, so I decided

I work only 25 to 30 hours a week, and I earn three times what I'd be making as a full-time, 60-hour-a-week nurse.

I make the rules. I can do high-quality work in my pajamas. It's my choice, and that's unbelievable freedom.

I got into networking, and my business multiplied even faster. Once I get in with one attorney, they send me to others.”

to go for it all the way as a Certified Legal Nurse Consultant in Florida. I figured out what I had to earn to replace my nursing salary, \$58,000 a year, with my 20 years of experience in developmental disabilities. To equal that as a CLNC consultant, I only needed to work six to eight hours a week. I did the math three times to believe it, and I knew it was attainable.

I Creatively Turned “No” into “Yes”

I sent out introductory letters and got creative in responding to “No”: “It’s been nice meeting you. Maybe I’ll see you across the table. Do you know anyone else I should talk to?”

Eventually, “No” started turning into “Yes.” The first time that happened was one of the most fun days I can remember. As I walked into the courtroom to sit in on a plaintiff case, I recognized the attorney across the table. Not long before, he had told me I overcharged and he would never be interested. When he spotted me, the expression on his face was priceless. The next day he called. It’s fun to hear “No” turn to “Yes, please”!

I’m proud to say that my first three attorney-clients are still my best clients. I landed them by sending out letters, knocking on doors, showing up and being nice to paralegals. I know my clients need and appreciate my CLNC services.

Once my CLNC business took off, I got into networking, and my business multiplied even faster. I’m the only CLNC consultant in my networking

group, and each week I meet at least 50 people. Now instead of knocking on an attorney's front door, I go in through the back door — by referral from a golf partner, bridge partner or next-door neighbor. Once I get in with one attorney, they send me to others.

After Only a Year I'm Free to Take Off Whenever I Want

A year after moving to Florida, I work only 25 to 30 hours a week, and I earn three times what I'd be making as a full-time, 60-hour-a-week nurse. I provide my own benefits, but the perks are huge. I make the rules. I can do high-quality work in my pajamas here in Florida. It's my choice, and that's unbelievable freedom.

If I want to work 16 hours a day, I can. If I want to take off in the middle of the day and go see a movie, I can do that, too. When I lived in Manhattan, I never had time to see a Broadway show. Now, if my husband comes home and says, "It's a beautiful day. Let's go to the beach," I can go. I have three cruises and two additional vacations planned for the coming year.

Through Referrals I'm Making Money Faster Than I Ever Expected

I thought I'd be doing medical malpractice cases, but two personal injury attorneys opened their doors to me and gave me my first cases. I figured out what they needed and gave it to them. The basis of my business is a report I developed for one of my first personal injury clients. As we discussed his

“If I want to take off in the middle of the day and go see a movie, I can.”

“I have three cruises and two additional vacations planned.”

*I'm making
more money
faster than
I ever
expected,
and I
love it. ”*

case, I could tell he didn't quite understand what I was saying about my CLNC services. I told him, "It sounds like you want the good, the bad and the ugly," just as the Institute teaches. He replied, "That's exactly what I want." He called the next week to say, "I love that report. It's great."

I later learned that he shared my report with other attorneys. One morning while I was still in my pajamas, I got a call from an attorney I'd never met. He said, "I need one of those GBUs." I didn't know what he was talking about, so I asked how he got my name. That's when I figured it out — he wanted the good, the bad and the ugly.

Now I have lots of attorneys asking for my "GBU" reports. They're three to five pages long and take five to ten hours to complete. I do five or ten GBUs a week, and they're really fun.

My CLNC business didn't develop exactly as I had planned. I do personal injury, not medical malpractice. I'm making more money faster than I ever expected, and I love it. I love the work, I love the freedom I have here in Florida, I love my clients and I love LegalNurse.com for showing me how to make it happen.

I Made \$142,000 in My First Year as a Part-Time Certified Legal Nurse Consultant

by Lynn Hydo, RN, MBA, CLNC
New York

I've worked in New York hospitals for 20 years, in surgical ICU and critical care. Before I became a Certified Legal Nurse Consultant, I was already reviewing cases to help my boss. He took all the credit and enjoyed all the success. A colleague suggested I enroll in LegalNurse.com's CLNC® Certification Program and become an independent CLNC consultant. I did, and since then, tremendous things have happened.

My CLNC training taught me to focus. Instead of spending time on irrelevant research — looking for a needle in a haystack — I learned to get to the heart of a case quickly. I know how to single out the key elements. Attorneys appreciate this, and I've stayed busy completing a case a week. In my first year as a part-time CLNC consultant, I did about 50 cases at an average of nearly \$3,000 per case.

Caring for Attorneys the Way I Care for My Patients Keeps Them Coming Back

I've done a little marketing — business cards, Christmas cards, a few Christmas gifts to my biggest clients — but most of my business comes through referral. Word of mouth is the best. All it takes to generate referrals is giving your attorney-clients the same individualized care you'd give a patient.

The most exciting thing that's happened to me is watching that balance grow in my business bank account. I can hardly believe it's real — \$142,000.

I finally have a bank account that makes me feel secure. What's more exciting than that?

My most popular CLNC® service is the chronology. Providing this kind of service wins me repeat business as well as good referrals.

If an attorney needs information on a particular product, disease or other subject, I can find it. For one of my cases I did extensive research on a rare germ found in a patient. But hands down, my most popular CLNC service is the chronology — that's what I deliver most often.

If a case is time sensitive, I push it to the head of the queue. I can turn a case around in less than a week, working on it day and night, if that's what my attorney-client needs. Providing this kind of service wins me repeat business as well as good referrals.

I Used to Come Up Short Financially — Now I'm a Woman of Means

Succeeding as a CLNC consultant takes perseverance, not only when business is good and you have more work than time, but also when your desk is empty and you wonder if you'll get another case.

Before I became a CLNC consultant, I was doing alright financially, but occasionally I came up a little short when it was time to pay the mortgage. Now I'm a woman of means. The most exciting thing that's happened to me is watching that balance grow in my business bank account. I can hardly believe it's real — \$142,000 — and I achieved this working just part time.

I know my business will get even better over time. When you do a good job, there's always another case around the corner. Someday I'll consider becoming a full-time CLNC consultant, but for now part time is paying off big. I finally have a bank account that makes me feel secure. What's more exciting than that?



My First CLNC® Retainer Check Was More Than an Entire Month's RN Salary

by Jamescia Hambrick,
RN, BSN, CCRN, CLNC
Nevada

My mother and grandmother were both nurses, so I was third-generation. In my 23rd year as a nurse, I started wondering what was next. Single, with grown-up children, I was free to take the next step. And I knew I wanted to go back to school — maybe get my masters or become a nurse anesthetist, but nothing inspired me.

Early in my career, my mom gave me some really good advice. “When you work in a hospital,” she said, “don’t limit yourself to one particular area. Learn as many specialties and get involved in as much as possible, so the hospital administrators feel they can’t get along without you.” That’s what I did.

One of my instructors in nursing school, a person I’m still really close to, tells me I was always an overachiever. From day one, options and variety were important to me. When the opportunity arose to float to a different unit or to participate on committees, I was the first to raise my hand. Because of that, I’ve worked in many areas of nursing, from pediatrics to burns to critical care.

*My first
retainer was
more than
I made as
a nurse for
an entire
month.*

Grabbing Hold of an Unexpected Opportunity Changed My Life

In college, I had a lot of girlfriends who went to law school. Two years ago, one of my close friends was running for vice president of the National Bar Association, and I helped with her campaign, including attending the convention. I couldn't sit in on many of the classes or symposiums because I was busy helping my friend, but I acquired an interest in the legal side of business as I sat in the background, listening.

My friend invited me to her inauguration in Washington, D.C., where I attended a couple of the balls. I also attended other events, including the National Bar Association convention, and this time I was free to enjoy the seminars and symposiums related to medical fields. During the luncheon, most of the attorneys assumed I was also an attorney. When I clarified that I was a nurse, they seemed suddenly interested.

“Are you a legal nurse consultant?” they asked. Immediately after lunch, I went to my hotel room, googled legal nurse consulting, quickly researched the topic, and found that LegalNurse.com was offering the CLNC Certification Program in Las Vegas where I live. With my varied nursing experience, I felt this was a job I could do because I could service many different attorneys and review all kinds of cases. The CLNC Certification Program was affordable, and since I had so many contacts in the legal world, how could I pass up the opportunity?

*172 people
are plaintiffs
in the lawsuit
and I'm
the primary
Certified
Legal Nurse
Consultant.*

A Life-Changing Event Almost Changed My Mind

LegalNurse.com's CLNC Certification Seminar was scheduled to start on October 21st. Then, on October 3rd, my mom passed away. My mom and I were close, so I had a hard time, but remembering she was the one who encouraged me to keep learning, I knew I had to attend the CLNC Certification Program.

During one of the sessions, Vickie talked about starting her legal nurse business in honor of her mom, after her mother passed from cancer. I immediately started bawling. People around me asked, "Are you okay?" "Yes, absolutely," I said, because despite my tears, I felt like my mom was saying, "Jamescia, you're doing the right thing. You're going to be good at this." Later, when I explained to Vickie and told her how much I appreciated her talking about her mom, she hugged me. What more did I need in the way of confirmation?

The Realities of Launching My CLNC® Business Stimulated Me to Think Bigger

Right after signing up for the CLNC Certification Program, I informed my attorney contacts that I would be starting my business as a Certified Legal Nurse Consultant. Then immediately after passing the test, I launched my CLNC business, set up a home office, and created my CV, which I sent to LegalNurse.com for CLNC Mentoring. The Institute responded right away, offering excellent advice.

Currently, I have about 15 attorney-clients.

The CLNC® Certification Program was affordable, and since I had so many contacts in the legal world, how could I pass up the opportunity?

All of this helped me to think bigger than a typical RN salary. Much bigger.

One of my struggles, however, was learning to delegate. I would work at the hospital during the day, then come home and be up until 1:00am tending to the many little details required for starting and marketing my CLNC business. It began to exhaust me.

Finally, I hired a personal assistant to help with things like going to the post office, putting together promotional packets and delivering tins of popcorn to my attorney-clients at Christmas. Taking that step has kept me from being overwhelmed.

Seizing the Day Turned an Opportunity Into Real Money

Recently, a Las Vegas hospital was all over the news when a patient they had been treating, after giving birth to premature twins, was discovered to have tuberculosis. Unable to diagnose her illness, they sent her to UCLA, where she died. The autopsy revealed TB and the twins were also positive for TB, so there was a huge exposure in the Las Vegas hospital. Luckily, I wasn't employed there.

A respiratory therapist I once worked with, who's also a Facebook friend, knew the attorney who was filing a class action lawsuit against the hospital. My friend, seeing that I'd started my CLNC business, contacted me, gave me the attorney's name and said I should talk to him.

The travel and the excitement of meeting new people are part of what I love about being a CLNC® consultant.

Not one to pass up an opportunity, I immediately phoned the next morning and set up an appointment with the attorney for the following week. One of the partners of the law firm met with me and asked a lot of questions about TB. Afterward, he told his partners, “I want to sign this woman to work on the case.” They hired me that day. When the attorney handed me my first retainer check, I wanted to jump up and scream. I managed to keep my composure but was so excited that as soon as I was alone in my car, I yelled, “This is it!” (The check was more than an entire month’s RN salary!)

A short time later, the attorney was doing community outreach near the hospital to educate people about tuberculosis. I wrote a research paper for him and he invited me to attend the afternoon event. His talk was scheduled for about three hours. People could receive the information, and find out if they were at risk. Listening to him speak, I had to interject some clarifications, because the attorney wasn’t saying things quite correctly. He asked me to come up and speak in front of this large group of people. I was shaking inside, but I did it.

So far, 172 people are plaintiffs in the lawsuit against the hospital. The case is huge, and I’m the primary Certified Legal Nurse Consultant. When the attorney calls or texts me, “I need information ...” on this or that, he knows I’ll get it for him.

*I’m
making
over
\$10,000
a week.*

Becoming a Certified Legal Nurse Consultant Took Me Out of the Hospital and Into the World

I project making \$100,000 my first year.

Maybe the signal went out in the universe, because right after signing that first contract, I got calls from other attorneys. “Can you do this?” “Yes.” I responded immediately. I make a point of getting back to people right away, and I give my attorney-clients a quick turnaround time. All of this came about in less than three months. Currently, I have about 15 attorney-clients.

I have a friend in Detroit who is a district court judge. After hearing that I started my CLNC business, she invited me to come out for five days to meet with attorneys and to also attend six holiday parties with her. Having run for the Supreme Court a couple of years earlier, this judge is well known in her city.

I love dressing for formal events. Choosing colors that attracted attention, and intentionally carrying a clutch that held my brochures and business cards, I set out to let people know who I was, a Certified Legal Nurse Consultant. At one point, I confess to being a little bit “star struck,” when I spied a beautiful personal injury attorney that I’d seen in TV commercials and on billboards all over Detroit. She had an entourage with her. While setting appointments, I researched her and made an appointment at her firm for the following day.

While the judge and I were at coat check, this attorney came up to say hello, and after she and the judge exchanged greetings, she wanted to know who

I was. She hugged me and said, “I can’t wait to meet with you tomorrow.” People who saw me hugging her must have wondered, “Who is that woman?” For me, it was another “This is it!” moment.

One of the many good things that happened on that trip is that I was invited to return to Detroit for a Barrister’s Ball. The travel and the excitement of meeting new people are part of what I love about being a CLNC consultant.

I Want It All and I’m Making It Happen as a CLNC® Consultant

One of the things I decided during the CLNC Certification Program is that I want CLNC subcontractors. I want to be out there marketing, traveling, attending various events and growing my CLNC business. I’ve already contacted some of the nurses who were in class with me. Their CVs and resumes are in my files, ready to go. They’re excited about working together, and so am I.

Creating relationships is my strong suit. I constantly send emails and updates to my attorney-clients. I’m also working on a newsletter, and my attorney-clients are good about communicating with me, as well.

I’m so glad I took Mom’s advice early on to seize every opportunity available to me in nursing. Receiving my first retainer check opened my eyes to the incredible possibilities available to me as a Certified Legal Nurse Consultant. The number on that check was more than I made as a nurse for an

*You and
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entire month, even after 23 years, so I knew starting my CLNC business was the right decision.

I just exhibited at a legal conference as a CLNC consultant in Atlanta and landed a case with 16,000 pages of records. It's my largest case and I'm making over \$10,000 a week. If everything keeps going as it has for the last three months, I project making \$100,000 my first year, and quite possibly, a lot more. (Quite a bit more than an RN job salary, that's for sure!)

Thanks to my mom for encouraging me and to LegalNurse.com for helping me make it happen. You and your course have truly been a blessing.

I exhibited at a legal conference as a CLNC® consultant and landed my largest case.

Use the Institute's Proven Strategies for Your Own CLNC® Success

My Time Is My Time as a Certified Legal Nurse Consultant

Sandra Higelin, RN, MSN, CNS, CWCN, CLNC
California



My career as a legal nurse consultant began more than 17 years ago. I was working at a hospital as a geriatric clinical nurse

“The Institute has become my mentor over the years and I follow their guidelines for marketing my CLNC business, case analysis, report writing, etc.”

I currently consult full time and earn \$300,000/year.

Most of my business comes from repeat attorney clients, and word-of-mouth referrals. I am my own boss.

specialist and wound care consultant. In the fall of 2003, a defense attorney contacted me and requested that I review medical records for a hospital.

The case involved allegations of elder abuse and the main focus was pressure ulcer development. I took on this case not knowing what I was doing, but as I have most of my nursing career, I jumped from the frying pan into the fire with both feet.

Consulting on this case engaged my interest in adding legal nurse consultant to my repertoire of roles as an RN. I started out charging \$125/hour for case reviews adding a good part-time income to my revenue stream.

In 2004 I decided that I needed to learn how to work smarter (not harder) by learning what the role of the Certified Legal Nurse Consultant really involved and how to promote and manage this as a business. I completed LegalNurse.com's CLNC® Certification Program and became certified. The Institute has become my mentor over the years and I follow their guidelines for marketing my CLNC business, case analysis, report writing, etc. I continue to participate in the advanced programs offered by the Institute to learn how to push my goals to new levels. I believe all of the education has taught me what I needed to know to help create, grow and maintain the successful CLNC business I now have. I currently consult full time and earn \$300,000/year.

Most of my business comes from repeat attorney clients, and word-of-mouth referrals. I am my own boss. My business is "Have office, will travel," meaning if I want to take a trip, I can take my work with me if necessary. I do not have to ask for time

off. My time is my time. My CLNC business gives me so much freedom.

One of my most memorable cases involved a hospital being accused of elder abuse and neglect because of pressure ulcer development. My opinion in the case was that the nursing standards of care were satisfied, and the pressure ulcer was unavoidable because of the patient's comorbidities. I pointed the attorney to all of the appropriate interventions for prevention (e.g. turning and repositioning) and treatment that were documented in the medical record. This case went to deposition, which ended with the plaintiff attorney wanting to copy all of the documentation that I presented. Before this could be done, as the defense attorney and I waited in the lobby, the plaintiff attorney reappeared and declared the case was not going further and would be settled. My attorney has told other attorneys, "She can find the jewels in the case that no one else finds." This case occurred early in my career and illustrates the importance of a thorough record review, leaving no stone unturned. I still review cases for this attorney, and he has referred me to other attorneys many times.

I attribute my success in my CLNC business and in my life to going after what I want without out fear or hesitation. I also access and use the tools I need to be successful in pursuit of my goals. I provide attorneys an objective comprehensive review with rationale and facts to back up my opinions. I always say, "Talking is not doing." You have to stop talking about what you want and just go for it with passion and focus. I remember what the Institute always says, "We Are Nurses and We Can Do Anything!"

My time is my time. My CLNC business gives me so much freedom.

My attorney has told other attorneys, 'She can find the jewels in the case that no one else finds.'

Becoming a Certified Legal Nurse Consultant Opened the Door to New Pathways and Great Adventures

Debora Cooley, RN, CLNC
Ohio



There are not enough accolades to express the honor it is to be a Certified Legal Nurse Consultant.

There are not enough accolades to express the honor it is to be a Certified Legal Nurse Consultant. My pathway deviates slightly from other Certified Legal Nurse Consultants, as I review medical records for medical necessity. However, if I should come across a case with merit for malpractice, the attorneys want to know immediately. After a thorough discussion of my findings the attorneys report the findings to our client's legal department.

One of my most memorable cases I worked on at the firm involved an infant with hemophilia. The cost of multiple hospitalizations for significant bleeding and receiving factor to control the bleeding totaled \$40 million dollars and the insurance company denied payment.

The patient was receiving factor IX and developed antibodies, which required increased doses and

bridging with factor VII. The reason for the denial was experimental, due to the dosing going over the normally recommended pharmaceutical prescribed amount. Each dose of factor cost \$55,000.

I was asked to participate in the collaborative effort to pursue payment. The owner of the firm was the lead attorney on this case and my boss. When discussing the case with our client, I asked if the patient was receiving treatment at home and if so, did the insurance company pay for the treatment in its entirety and the answer was yes. This was the same treatment and dose being administered inpatient. My boss smiled and later stated “that was a brilliant question,” because that gave him some ammunition to start with.

The child had been receiving factor IX and developed high inhibitors to the medication resulting in a neutralization of antibodies to the factor rendering it non effective. The baby suffered a severe intracranial hemorrhage followed by several strokes.

When discussing this case with the hospital administration, I asked if it was possible to obtain a written letter from the physician as to his rationale for specialized dosing. While awaiting the physician's response I researched evidence-based practice and date of FDA approval for NovoSeven.

NovoSeven was approved July 7, 2014. This was before the child's date of services occurred, which was from 2015-2016. Therefore, once a drug is FDA approved it cannot be considered experimental or investigational. As for the dosing of NovoSeven, the research on bridging this drug was in accordance

“The above evidence was presented to a mediation review board that resulted in full payment of \$40 million dollars.”

*Becoming
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with evidence-based practice, which states increased dosing is necessary until the desired effect occurs.

The physician submitted his rationale for such dosing, which was backed by the medical and scientific advisory Council (MASAC) of the national hemophilia foundation. The foundation noted NovoSeven is the only bypassing, suitable, prophylaxis, optimal therapy in children with hemophilia B with factor 9 inhibitors. The physician noted the dose can vary ranging from 90-to 70 mcg per kilogram every 2-6 hours depending on the severity and frequency of bleeds. As previously noted, the child had significant bleeds.

The research articles I found and the letter from the physician was enough evidence to support the physician's rationale for bridging and high dosing. The above evidence was presented to a mediation review board that resulted in full payment of \$40 million dollars.

I was humbled to play an intricate part in this case that resulted in a success story. Becoming a Certified Legal Nurse Consultant opens the door to new pathways and great adventures.

Being a Certified Legal Nurse Consultant Has Changed My Definition of Success

Molly Ammerman, RN, CLNC
Colorado



“I wanted a bigger voice for myself, more time for me and loved ones, higher pay and to be my own boss.”

“Do not wait for ideal circumstances, nor the best opportunities; they will never come” is a quote from Janet Erskine Stuart I’ve had on my desk since I turned 41.

Being a floor nurse is not as enjoyable as it used to be. After twenty years in healthcare, I still did not receive deserved respect from peers, patients, and practitioners; never mind the average wages and staff shortages. I wanted a bigger voice for myself, more time for me and loved ones, higher pay and to be my own boss.

I studied the CLNC® Certification Program and became certified within four weeks. Seeing what I could do with my life personally and professionally as a Certified Legal Nurse Consultant was inspiring and fun.

I’m proficient as a Certified Legal Nurse Consultant for three reasons. First, I enjoy meeting people.

The resources, time and people poured in as I kept my excitement for this new opportunity alive.

I quickly obtained two attorney-clients and have plenty of work.

Yes, I am one of those folks who talks to you in the airport and grocery line. What can I say? I enjoy connection and am confident in it. So, if an attorney is not in the mood to chat or rejects my CLNC services, my feelings will not be hurt. Like my 10th grade biology professor taught me, I don't sweat the small stuff.

Second, I'm a hard worker. After all I am a registered nurse. Nursing is arguably one of the toughest and oldest careers. I am not afraid to tell an attorney, "That is a great question and I will get back to you with the answer." I fill different roles outside the traditional nursing scope of practice in a 12-hour shift, including but not limited to, housekeeper, therapist, confidant and family. I have directed patients and RN peers to the appropriate resources when I didn't have the answer.

Finally, I enjoy trying new things. I have learned more from LegalNurse.com's *Core Curriculum for Legal Nurse Consulting*[®] textbook about the legal system and attorneys than I have my entire 41 years.

As a confident, abundantly loved and loving woman, I am building my legal nurse consulting business. The resources, time and people poured in as I kept my excitement for this new opportunity alive. I have connected with other Certified Legal Nurse Consultants. I quickly obtained two attorney-clients and have plenty of work. I took a leap of faith this month and decreased my status at the long term care facility to part time. Shortly thereafter, I was given an unexpected large raise which covered the now missing shifts. My goal is to be finished

with bedside nursing care by Christmas. What a great Christmas gift, eh?

Being a Certified Legal Nurse Consultant has changed my definition of success. My most updated definition is a feeling of being comfortable in my skin, willing to help others, connecting with a greater source than myself and having fun. I would not trade my life for anyone else's.

*“I would
not trade
my life
for anyone
else's.”*

I helped with negotiations in a million dollar plus settlement on a brain injury case. This is only one of the 140 legal nurse consultant jobs I've consulted on.



I Made My Nursing Career Dreams Come True by Becoming a Certified Legal Nurse Consultant

by Julia C. Sze, RN, BS, MS, CLNC
New York

Last year, I helped with negotiations in a million dollar plus settlement on a brain injury case. This is only one of the 140 legal nurse consultant jobs I've consulted on the past few years.

I recently reviewed a personal injury case that resulted in a \$20 million settlement. My attorney-client relied on my report and incorporated parts of it verbatim into the settlement negotiation letter that he sent to the defense attorneys. This legal nurse consultant job consisted of thousands of pages of medical records and after sorting through them I then developed a comprehensive report. I was able to locate the specific medical records my attorney-client needed to prove the issues of pain and suffering and mental anguish.

The attorneys I consult with are appreciative and kind. They continually compliment my legal nurse consulting work product describing me as a meticulous and diligent worker, a godsend, authentic, their secret weapon and go to person, and many other positive words of encouragement. They say that in all their years of practice they have never

had a legal nurse consultant like me. Another law firm stated that in the 10 years that they've been practicing law, they have never encountered a legal nurse consultant quite like me either.

One attorney wrote, "My firm has retained Julia to provide legal nurse consulting services many times in the last five years. The quality and thoroughness of her work product is second to none. She researches issues and prepares chronological timelines. Her ability to take complex and lengthy medical records and distill them down to what's important, identify issues, and provide support for her conclusions and recommendations is what separates her from other legal nurse consultants. I recommend Julia without reservation. She is a valued addition to any litigation team on medical-related cases."

Another attorney wrote, "My medical malpractice law firm has worked with 20 plus legal nurse consultants all around the U.S. in search of someone who provides next-level work. When we found Julia, we stopped looking. Every time we send her a case for review, we are wowed by the report we get back. Julia's attention to detail and the overall quality of her work product is amazing. She's become an essential part of our litigation team."

The New York Wall Street attorneys I consult with are so pleased with my work they retain me on many multi-million dollar cases. My consulting fee is \$150/hr. and I'm constantly busy. I have surpassed my nursing salary and now have the freedom I never had while working in the hospital.

*The attorneys
I consult
with
continually
compliment
my legal
nurse
consulting
work product
describing
me as a
meticulous
and diligent
worker, a
godsend,
authentic,
their secret
weapon and
go to person.*

Another attorney wrote, 'Every time we send her a case for review, we are wowed by the report we get back.'

The attorneys never handcuff me and allow me to be as creative with my work as I want.

The attorneys never handcuff me and allow me to be as creative with my work as I want. I'm proud of some of the beautiful charts I've designed for exhibits during settlement negotiations and trials.

Thank you for teaching me how to become a Certified Legal Nurse Consultant through the CLNC Certification Program. I am so happy to be living my dream. I will never forget the things you've said and everything you've taught me — you told us to always have integrity when doing business, to never give up and so much more. I took a risk resigning from my position as a lung transplant coordinator at a prestigious hospital (Columbia University Medical Center/ New York Presbyterian Hospital) at the end of 2013. I left my seniority, pension, and everything to reinvent my nursing career as a CLNC consultant. My family couldn't believe I resigned. I had good and bad days, but I'm not a complainer and I never gave up. I know success is a result of hard work and doesn't simply land on your desk without putting oneself out there and keeping a positive mindset. I've loved the adventures along the way and am always ready for a new challenge. After a good night's sleep, strenuous workout and a healthy diet, I woke up with a new positive outlook each day and put myself out there until I reached my goals.

My attorney-clients refer to me as a part of their team and their family. They truly appreciate me and I'm so grateful. The last couple of years have been so incredible, but I also feel my entire nursing career has been extraordinary since my first position in

2001 as a cardiac telemetry medical-surgical nurse to a level I trauma ED nurse, then to a surgical ICU nurse while getting my master's degree in nursing at the same time, and finally landing a great job as a lung transplant coordinator. I am blessed.

One more thing I remembered from the CLNC Certification Program was, "Hey, it's not cancer" and so I had that in my head and kept moving forward. I have many more multi-million dollar trials and cases to work on now. I made my dreams come true by becoming a Certified Legal Nurse Consultant. This is heaven. I'm so grateful for everything.

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I embraced my accomplishments, including all my nursing school education, my CLNC training and my recent skills honed from three years in quality management.



When Is It Too Late to Follow Your Dream? Never

by *Leanne Sells*, BSN, RN, CLNC
Georgia

I suppose I'm not your typical Certified Legal Nurse Consultant as I waited seven years after completing the CLNC® Certification Program before finally jumping in. I received my CLNC Certification in 2011, and I even dabbled my toe in the CLNC waters, including a six-month relationship with a disability attorney before he retired. But my 20-plus years as an obstetrical and neonatal nurse was like an enormous anchor holding me back.

It didn't help that one attorney-client and I had a gross disagreement. It was a case where antibiotics were stopped too soon and the patient died. An antibiotic review expert said he would have done the same thing, and I agreed. The attorney consulted an infectious disease expert who said it would have been better if the antibiotics had been continued.

The law as it applies to medicine had always interested me. I even considered going back to school and getting a law degree, but now the bitter aftertaste of that case left me wondering if I really had what it takes to be a Certified Legal Nurse Consultant. Shaken, I withdrew to lick my wounds.

Following the 5 Promises Gave Me a Fresh Perspective

It took years for me emerge from that failure. LegalNurse.com's training kept stirring around in my head, however, reminding me that even the worst upset is a stepping stone to success. I decided then to step back and reevaluate myself as objectively as possible, including my professional abilities and my nursing career to date. All my evaluations were excellent. I was pleased with what I had accomplished in nursing, and I had done quite well in the CLNC Certification Program. So why couldn't I make the transition work for me? Eventually, I realized that I had let one disagreement frame everything.

Much of what the Institute teaches applies to more than being a legal nurse consultant — it applies to life. Using the 5 Promises, I decided to improve “me” before I put myself out there again, and this time it would be as a full-fledged, full-time legal nurse consultant, ready to fly. I began educating myself in other nursing disciplines. I moved into a clinical educator roll, which I enjoyed tremendously while also realizing how much this could help me in speaking with attorneys about case specifics.

Leaving My Comfortable Nursing Specialty Broadened My View

Encouraged by what I was learning, and remembering the Institute's advice to “do one thing daily toward your goal,” I stepped into clinical nurse management. Then three years in the hospital's

The time had come. I was the best ‘me’ I could be as a Certified Legal Nurse Consultant. I was ready.

My confidence continued to grow as I worked on case after case, turning out excellent work product and drawing the attention of other attorneys in the firm.

I had surpassed my nursing salary.

clinical quality excellence department opened my eyes to the diversity in nursing. I became involved for the first time in the investigative part of my profession, which was certain to improve my abilities as a CLNC consultant.

Finally, in March of 2018, I analyzed myself again and knew it was time to step out. I recalled how gung-ho with excitement I'd been after gaining my CLNC Certification from the best legal nurse consulting program — LegalNurse.com. Now I embraced my accomplishments, including all my nursing school education, my CLNC training and my recent skills honed from three years in quality management.

The time had come. I was the best “me” I could be as a Certified Legal Nurse Consultant. I was ready.

One Important Word I Learned From the Institute Saved Me

Keeping my full-time nursing job, I began to market my skills again as a CLNC consultant. I was able to build a strong relationship with two attorneys at a large firm. My confidence continued to grow as I worked on case after case, turning out excellent work product and drawing the attention of other attorneys in the firm. Then suddenly I faced the hardest decision I've ever had to make.

A principal firm in town offered me a salaried position. This was the firm any Certified Legal Nurse Consultant would most want to be a part of. I was floating on air — until I realized the salary being offered was not what I wanted.

A word that was stressed during my training gave me the strength I needed at that moment: patience. I would not underprice myself. With appropriate expression of gratitude, I rejected their offer.

Stepping Out in Full Confidence, I Advocated for My Profession as a Certified Legal Nurse Consultant

In October of 2018, I cut the nursing anchor loose and plunged into my CLNC business full time. By February of 2019, I had surpassed my nursing salary. The stunning proof that my approach was on target, and the exalting moment for me, arrived when the law firm I rejected came back to me and engaged my services on my terms.

Yes, I lost my confidence for a while and spent seven years regaining it, but from here, my CLNC business will only grow stronger and more successful.

The exalting moment for me, arrived when the law firm I rejected came back to me and engaged my services on my terms.



Susan Haibeck Shares How She Built a Flexible Schedule and Steady Income as a Certified Legal Nurse Consultant

by Susan V. Haibeck,
RN, MS, CLNC
Illinois

In 2015 a perfect storm of life events came together creating an opportunity for me to commit to becoming a Certified Legal Nurse Consultant. I knew it was the direction I wanted to go, so I enrolled in the CLNC Online Certification Program. LegalNurse.com's CLNC Certification Program was the most lively, entertaining and informative class I've ever taken.

I put all my energy into following the *Core Curriculum for Legal Nurse Consulting*® textbook exactly. When there's a proven formula that works, why would I mess with it? Within six months, things started rolling.

My first case came from my listing in LegalNurse.com's Directory of Certified Legal Nurse Consultants. A law firm in Miami hired me for a hospital oncology case and since then I've received three more cases from them.

When there's a proven formula that works, why would I mess with it?

My first case came from my listing in LegalNurse.com's Directory of Certified Legal Nurse Consultants.

Do What the CLNC Certification Program Teaches — It Works

Doing what the Institute recommends, I went to where the attorneys are. I began by exhibiting at the Illinois Trial Lawyers Association (ITLA) and set myself open to opportunity. I exhibited there determined not to shut myself off from anything, no matter how big or how small — and that really paid off. I began building relationships with attorneys and other exhibitors. Surprisingly, I received cases from both.

An attorney sent his paralegal to the ITLA specifically to find a legal nurse consultant. She found me because I was actively exhibiting and gave her attorney my name. The attorney called, asked about my CLNC services, started sending me legal nurse consultant jobs and the attorney was happy with my work. I'm working on three of this attorney-client's cases now.

One thing led to the next. I met an exhibitor who owns a video company and produces “Day in the Life” videos of plaintiffs for attorneys. She contacted me and shared that an attorney had requested a court-ordered video that required a speech therapist, a physical therapist and an occupational therapist, among others. Although she had a staff of 12 people, she asked if I could organize this video for them. I said, “Of course.”

Then I had to scramble to coordinate people, places and things. The patient was injured and in a nursing home. We wanted to show how seriously injured

Of the many things I love about my legal nurse consulting business, positive recognition from attorneys is the best part.

she was. I'm even the RN in the video! It took six hours to shoot and the result was phenomenal.

Edited to a 20-minute video, the attorney can show it to opposing counsel before trial. Knowing the jury will see how pathetic this unfortunate patient is and how much care she needs, they probably will settle.

The experience of preparing this video for the attorney and the family has, so far, been the most interesting and out-of-the-box thing I've done as a Certified Legal Nurse Consultant. Yet what did I do but use the same skills I used for more than 30 years in nursing? In a hospital we have to get people from one place to another. We coordinate patient care. We find experts. We ask questions. That's what RNs do.

Now when I review cases, I can recommend my usual list of services and, if needed, I also will recommend a "Day in the Life" video. While simply applying my nursing skills to coordinate it, I provide my attorney-client and her client powerful visual documentation.

Our Job Is to Educate Attorneys About the Entire Picture

Of the many things I love about my legal nurse consulting business, positive recognition from attorneys is the best part. Yesterday I received a compliment from a new attorney-client.

"Even for the cases that do not have merit," he said, "I like your reports. They help me speak intelligently to my clients when I have to explain why theirs is not a meritorious case."

In the short time I've been a Certified Legal Nurse Consultant, I already feel more confident, more successful and as if I'm doing exactly what I should be doing.

That attorney-client summed up what finally allowed me to shrug off the fear. It's not as if I have to write complicated science reports. I write relevant reports the way the Institute taught me using my experience and medical resources.

Most cases boil down to two factors: safety and communication. I've had everything from Coumadin cases, ear, nose and throat cancer cases to surgical cases and home care cases. It's all nursing, and boiling it down to safety and communication helps me to identify the deviations from the recognized standards of care (SOC).

Many cases are caused by a safety failure, such as falls, surgical errors or a failure to monitor. Other cases come from lack of communication — in the chart, by phone, by shift, from emergency department (ED) physician to ED physician, or from ED physician in a small hospital to ED physician where the patient was transferred.

As a Certified Legal Nurse Consultant I'm seeing these errors all the time now, and I'm surprised at the large variety of mishaps that occur. People are not putting the entire picture together. The ED team and the family physician and other providers may all be looking at the same thing but are seeing something different.

A case in point: An elderly gentleman who had multiple medical problems that were well managed died of a Coumadin overdose. He allegedly bled to death because the physician had prescribed the wrong dosage. The man had chronic lung disease, he had had pneumonia and had been exposed to

“The attorneys respect that I can provide valuable information.”

“In less than two years, I have consulted on more than 50 cases.”

Following the CLNC Certification Program's formula definitely works. My income level is growing. Recently, I generated \$4,000 revenue in one week.

viruses while he was out hunting. When we went back and studied all the records from the physician's office and the hospital, we discovered everything was normal until the last two days, even the blood count (protime and INR used to monitor the Coumadin).

The physician had changed the Coumadin dosage over the phone. Unfortunately, we cannot know if the caretaker heard the correct information. She was managing multiple medications, multiple dosages and she might have given two pills instead of one.

What was originally thought of as a negligent prescription could well be a miscommunication or failure to follow the physician's order.

I've Built a Flexible Schedule and a Steady CLNC Income

In the short time I've been a Certified Legal Nurse Consultant, I already feel more confident, more successful and as if I'm doing exactly what I should be doing. Each legal nurse consultant job is like a school project. I approach every one asking, "What am I going to learn from this case?" And "How can I help my attorney-client?"

The attorneys respect that I can provide valuable information. They don't always realize what they need until they start consulting with me. I recommend the specific policies and procedures they should request. I analyze both the nursing care and the medical care. Then they say, "Oh, yeah, *that's* what I need."

I'm an experienced masters-prepared nurse. Now, as a CLNC consultant, I can share this specialized knowledge with attorneys and as a subcontractor to

other Certified Legal Nurse Consultants.

In less than two years, I have consulted on more than 50 cases. I have two cases on my desk right now. In addition to writing the reports, I've located the expert witnesses. I will be assisting my attorney-client with the certificate of need, preparing the interrogatories and deposition questions and preparing chronological timelines.

My intent was to build a flexible schedule and a steady CLNC income. That's happening, and I'm loving it. Like the Institute says, "You only need one or two attorneys to stay busy full time." Already I have an experienced medical-malpractice attorney who consistently sends me cases.

Following the CLNC Certification Program's formula definitely works. My income level is growing, and because I'm an independent CLNC consultant billing by the hour, it is financially much more satisfying. Recently, I generated \$4,000 revenue in one week. By staying on track and remaining consistent, I'll soon need to hire a CLNC subcontractor.

The presentations are so energizing, you can't help but want to get out and do it. The CLNC Certification Program is intense and it's not easy, but it's also not complicated. As nurses, we already have the nursing and medical knowledge attorneys need. We just have to learn how to apply what we know in a different way to attorneys for their medical cases. That's where the CLNC Certification Program comes in.

The presentations are so energizing, you can't help but want to get out and do it.

I'm retired from the hospital because I couldn't juggle my hospital work with all my CLNC® assignments. That was another goal I met.))

Within only eight months, I have increased my income by 70%.))



In Just 8 Months I've Increased My Income 70% as a Certified Legal Nurse Consultant

by Lori Lynn, RN, CLNC
Michigan

I first saw an ad for the CLNC® Certification Program in a nursing magazine about five years ago. What sparked my interest was the \$125-plus per hour consulting fee I could earn. I have enjoyed nursing for 20 years, but I knew I didn't want to grow old being a hospital nurse. I was feeling a little dissatisfied with the politics, the bureaucracy, the increased patient loads and the administrative problems. Yet if I went to work in a doctor's office or outside the hospital, I felt I would never achieve some of my goals such as traveling. I wanted to increase my income and further my career but stay in a field related to nursing.

I called LegalNurse.com and requested my free information packet. When the information packet arrived, I read the free CLNC Success Stories book and found it fascinating and exciting. These were nurses like me who became Certified Legal Nurse Consultants. Even in the midst of trials and tribulations in their personal lives, they had triumphed and were now successful CLNC consultants.

For a couple of years I entertained the idea of becoming a CLNC consultant, but I was going through a divorce, I had an ill parent and this was

a trying time in my life. I knew I needed emotional energy to focus on the CLNC business.

Finally, three years later, my boyfriend, who's a very successful businessman, encouraged me to get certified. Last May I completed the CLNC Certification Program and the *NACLNC*® Apprenticeship.

I firmly believe that if I had not done the Apprenticeship, I wouldn't be where I am today. It prepared me to go out and market myself. As a nurse, I was so accustomed to serving and helping people that I wasn't used to selling myself. The Apprenticeship program gave me the extra boost of confidence and all the tools I needed to leap into the marketing aspect of my CLNC business.

In Just 8 Months I Met All My Goals and Increased My Income 70%

When I got home, I started formulating a business plan with one-month, two-month and three-month goals. Like the Institute taught me, I began taking baby action steps every day. One of those baby steps was telling at least three people what I did. When my profession came up in the course of conversation, a lot of people didn't know what Certified Legal Nurse Consultants do. I would explain, and they'd say, "I know an attorney" or "I have a neighbor who's an attorney." This easy networking is directly related to my success today.

I also set a goal to be successful in my CLNC business by my next birthday, and on my birthday I got my first case. Now, I'm retired from the hospital because I couldn't juggle my hospital work with all

Other nurses have been curious, and I tell them that LegalNurse.com offers the only program that helps you flourish as a legal nurse consultant.

my CLNC assignments. That was another goal I met.

I feel like an investigative reporter. I get to look at medical records, piece together what happened and figure out the puzzle. That's fascinating. And within only eight months, I have increased my income by 70%. It's been an exciting journey.

Legal nurse consulting is a specialized field. After the training, I felt fully prepared to put on that power suit and shake hands with that attorney.

Along the way other nurses have been curious about what I've accomplished, and I tell them that LegalNurse.com offers the only program that helps you flourish as a legal nurse consultant. I know one nurse who did a program online, more of a nurse-para-legal program presenting itself as a legal nurse consulting program. She has never done anything with it because she doesn't have the tools to get started.

Every VIP Resource Gives Me New, Easy-to-Use Ideas

I've made good use of the mentoring with the CLNC Mentors. They all know me, and the wonderful thing is, no question seems stupid to them. They're so willing to help you succeed. They understand because they've been there, and they give you great ideas on how to get through whatever obstacle or question you're facing.

The other resources of the VIP CLNC Certification System have also been very helpful — they're like my third, fourth and fifth vitals. I frequently refer to the *Core Curriculum for Legal Nurse Consulting*®

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textbook for fresh ideas on how to enhance my business.

I Have a Fresh Attitude Toward Nursing and a Rewarding New Way to Help Patients

The most rewarding thing about my CLNC business is that I get to continue helping patients and their families. In the course of my business, I have met with the attorneys' clients, either a surviving patient or the family of a patient who has passed away. I've actually sat with them, held their hands, listened to their traumatic stories and made friends in the process. Then when the case goes to trial, I've seen their reaction when they recover the damages they deserve for the error that occurred — their satisfaction at receiving justice and their relief that the ordeal is finally over. You can't take away the loss they suffered, but knowing that you were able to help them find satisfaction and make the loss more bearable is very rewarding.

Becoming a Certified Legal Nurse Consultant has changed my life because it's given me a new, fresh attitude toward nursing, the work nurses do, and the incredible reward they experience from making someone better as well as the dissatisfaction they feel when they could have done more if they'd had the time. I've actually learned more nursing than I ever would have learned in the hospital because I'm now dealing with adult disease processes and surgery cases in addition to neonatal and pediatric cases which are my specialty. As a CLNC consultant I have a renewed sense of where I'm going, what I'm doing and what I'm meant to do, and this profession is a perfect fit for me.

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Several of my coworkers took the CLNC® Certification Program and raved about it. All are now Certified Legal Nurse Consultants making good money. Two now earn more than they ever did in their regular jobs.



I Gained by Investing in My Future as a Certified Legal Nurse Consultant

by Donna du Bois,
RNC, MPH, CLNC
Texas

Several of my coworkers took the CLNC® Certification Program and raved about it. All are now Certified Legal Nurse Consultants making good money consulting. Two were near retirement and needed additional income to continue their comfortable lifestyles. They are both retired and now earn more than they ever did in their regular jobs.

The program seemed expensive to me, and I decided I didn't need it. Then out of the blue an attorney's office called to ask if I would review some cases. His staff had seen my name on a website and realized from my credentials that I had the long term care expertise they needed. I didn't have a clue what to charge, but the legal nurse consultant hiring me was kind enough to tell me what other consultants charged. I realized I loved working on medical-legal cases, but in order to continue, I needed to know more.

I am certain those two cases would have been my last cases with this attorney if I hadn't enrolled in LegalNurse.com's CLNC Certification Program. He simply would have stopped using me, and I never would have known why.

I purchased the CLNC Certification Program and took the Institute's valuable advice. I quickly learned the value of contracts. In my excitement at the attorney's call, I accepted two assignments without a contract. I could have put in hours of hard work and never been paid. The Institute's program provided sample contracts I could easily modify for my needs.

Before becoming a Certified Legal Nurse Consultant, I knew I had expertise in one nursing field, but the Institute showed me how to apply my expertise to a multitude of different types of cases. I would never have had the confidence to diversify or even thought to attempt it without her training.

The CLNC Certification Program is so comprehensive, it's worth years of college education. I was never too tired to listen because the presentation makes the information interesting and relevant to my needs. The CLNC Certification Program gave me all the tools I need to succeed as a CLNC consultant. The sections on marketing, business development and report writing are worth the cost, not to mention the legal background essential for legal nurse consulting. I have never had a course with more useful information. Nothing is left to chance.

I am now confident in my ability to succeed as a full-time, self-employed CLNC consultant. For now, I prefer to keep my job and consult part time. I plan to retire from nursing home investigation in five years. Thanks to the Institute's program, I know how to market, and I'll have a significant client base established by the time I choose to retire.

Anyone taking the CLNC® Certification Program can quickly earn back its cost many times over, even working only a few extra hours a month. I did.

I'm so excited about my success.

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Anyone taking the CLNC Certification Program can quickly earn back its cost many times over, even working only a few extra hours a month. I did. I recommend taking the program *before* you start consulting to avoid making mistakes that could cost you money, clients and your reputation.

As my coworkers tried to tell me, the CLNC Certification Program is an investment in my future, not an expense. I'm so excited about my success I want to share my enthusiasm.

Referrals Multiplied Our Legal Nurse Consulting Business Fast

by Sharon Moser, RN, CLNC and
Kathy Thompson, RN, CLNC
Ohio

After completing the CLNC® Certification Program, we told a physician friend what we had just accomplished. She immediately suggested contacting her husband, an attorney. Within a week we had our first interview and left the attorney's office with two cases. Each time we turn in one case, we get another, sometimes two. The first attorney we worked with introduced us to another attorney, and we are now consulting on the biggest case that firm has ever had. We were able to quit our full-time positions at the hospital and continue nursing part time in just three months.

We have been so fortunate. The word-of-mouth referrals just keep coming in. We now work closely with three different attorneys. Each one has remarked how well prepared we are and what a good job we do. Just last week we received eight referrals because our clients want their colleagues to know about Certified Legal Nurse Consultants. "Attorneys really don't know about the medical issues in their cases," our attorney-clients say.

We have weekly meetings with attorneys from one firm to keep them updated on all the cases we are working on for them. The attorneys listen to us and value our opinions. It feels great!

"We were able to quit our full-time positions at the hospital and continue nursing part-time in just three months."

"We are our own bosses, and we learn something new every day."

Our cases are keeping us busy, and we still have time to enjoy our lives. Most important, we are doing a job we feel proud of while helping others.)

Our cases are keeping us very busy, and we still have time to enjoy our lives. Most important, we are doing a job we feel proud of while helping others. We are our own bosses, and we learn something new every day. LegalNurse.com's CLNC Certification Program was the step we needed to push us where we wanted to go. We should have done it years ago.

We believe our success so far is directly related to the CLNC Certification Program. It taught us the little things we would never have known, such as how to approach an attorney and how to market our services. The Institute even includes sample letters to attorneys which we used successfully. Other programs were available to us, but we chose the Institute's because they teach everything needed to succeed.



Developing My Expertise as a Certified Legal Nurse Consultant Is the Key to Growing a CLNC Business

by Erika Aguirre,
RN, BSN, MSN, CLNC
Texas

Going into my first case, with LegalNurse.com's CLNC Certification Program training fresh in my mind, I was fairly confident. Thirteen years of nursing practice gives an RN plenty of self-assurance around doctors, so I thought I'd do fine with attorneys. And everything did go fine even when I had to tell an attorney his case was not meritorious.

Soon after earning my CLNC certification, I received a case from an attorney to screen for merit. We studied screening medical-related cases in the CLNC Certification Program, and this wasn't my first case, so I knew exactly what to look for in the medical records. I searched and searched, then turned back to the beginning and searched again. My conclusion — the case was not meritorious.

Each time an attorney listens to my presentation and responds by hiring me as a CLNC consultant, I get a thrill. I'm loving it. I've had only positive experiences with attorneys and I love that they respect my opinion. Knowing that everyone at

Like the Institute teaches, I actually saved the law firm quite a lot of money.

As I presented my report the attorney was visibly impressed.

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LegalNurse.com has my back and is there to mentor me, provides the confidence to always say, ‘Yes, I can do that for you.’

The attorney had paid a nice retainer and had put his faith in me. How would he feel when I presented my opinion of, “Sorry, no merit”? I studied the medical records again, but this time to support my opinion. I also discussed the case with a seasoned CLNC Mentor to boost my confidence and get a new perspective on how to approach communicating my opinion to the attorney.

I wrote a three-page report on why the case was defensible. Knowing that these were trial attorneys accustomed to asking probing questions, I wanted all my ducks in a row. Finally, I was ready — I could defend my opinion that this case was not meritorious.

Nervous, even with the facts and proof right in front of me, I made the call. “Keep it clear and concise,” I told myself. Using the LegalNurse.com Case Screening Form to stay focused, I presented my findings.

When I finished the attorney said, “That’s wonderful. Thank you.” I nearly fell off my chair. Having stressed so much over this upcoming dialogue, I couldn’t quite believe what I was hearing — he was okay with a nonmeritorious case.

Like the Institute teaches, I actually saved the law firm quite a lot of money. Going to court and losing a case is costly, often in six-figure amounts. Because of my thorough screening the law firm knew not to pursue this case. The attorney was so completely satisfied and so accepting of my opinion that he

affirmed my confidence in myself and my work product. I'd done a good job.

Nothing Beats Confidence to Impress Attorneys as a Certified Legal Nurse Consultant

Receiving such a positive response on a nonmeritorious case, especially when I was so nervous going in, was an excellent experience to have early on. It has made me far more comfortable approaching new attorney-prospects.

My second case was meritorious and as I wrote the report, the Institute's advice was right there with me, reminding me that I was presenting myself not as a legal expert, but as a nursing expert. Attorneys need my perspective, and nursing is what I know. We're equals in our different professional expertise. My confidence must have shone through as I presented my report because the attorney was visibly impressed.

After my attorney-client filed a petition he contacted me to provide additional substance and analysis. I was elated. Several months later I continue to be involved in the case working alongside the attorneys. I'm comfortable consulting on this case, seeing it grow and develop, seeing the attorneys take what I've presented and use it to solidify their lawsuit. Every time they ask for something new, my training with LegalNurse.com is right there to guide me — it works.

It's so rewarding to have the attorney come back to me for more.

I've had only positive experiences with attorneys and I love that they respect my opinion.

The Institute and the CLNC Mentors Are Always There for Me

Still new at this, my approach is to stay positive and receptive of everything I'm requested to do. I refer to the Core Curriculum for Legal Nurse Consulting textbook as I research and present whatever the attorney needs. My goal is to always provide the best. Not that I don't get nervous at times, but reminding myself that attorneys are people just like me, and need what I can provide, helps me work through nervousness and focus on the case.

So far, the CLNC services I've been contracted for include screening for merit, writing reports and locating testifying experts. It's so rewarding to see each part play out and have the attorney come back to me for more.

Nurses don't go to school to learn business and marketing skills, so the challenge of having to sell myself to attorneys was a change for me. Each time an attorney listens to my sales presentation and responds by hiring me as a CLNC consultant, I get a thrill. I'm loving it. I've had only positive experiences with attorneys and I love that they respect my opinion. Knowing that everyone at LegalNurse.com has my back and is there to mentor me, provides the confidence to always say, "Yes, I can do that for you."

The Institute Gives You the Tools — You Just Have to Do What They Say

Deep down, when you're considering a career change — putting forth the time, expense and effort — there's a certain level of concern. Is this going to

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work? I wouldn't want to speak for every beginner legal nurse consultant, but I believe that developing my expertise with each new attorney, each new case and even with each potential failure is the key to growing a sound and profitable CLNC business.

What would I say to anyone newer than I am? Just this: Get the most out of the CLNC Certification Program. Drink in as much as you can. Do what the Institute instructs you to do — one thing every day. You won't have successes every day, but over time you will build your CLNC business.

LegalNurse.com's CLNC Certification Program gives you all the tools you need to succeed as a Certified Legal Nurse Consultant. You just have to execute them.

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Attorneys gladly exchanged business cards and talked to me about the legal nurse consulting services I provide.



My Recent Exhibiting Experience — What a Win!

by Michelle Wilson,
RN, SANE, CLNC
Oklahoma

I recently exhibited with a CLNC Mentor at a legal conference in Indianapolis. What a win! The entire experience was so organized from beginning to end, including the call from LegalNurse.com providing the info I needed to exhibit effectively, and the follow-up reminders from the Institute after exhibiting. The organization and support from the Institute has made the whole process of exhibiting easy and fun, which are two things that I didn't expect on my first big public outing as a Certified Legal Nurse Consultant.

The booth sponsored by the *National Alliance of Certified Legal Nurse Consultants (NACLNC®)* was the most lively booth at the legal conference. I learned the value of having an interactive game to both draw the attorneys to the booth and to start a relaxed, easy conversation with them about my legal nurse consulting services and, most important, about the attorneys' needs. The coaching that the CLNC Mentor gave me ensured that no opportunity for a conversation with an attorney-prospect was missed. I was nervous and awkward at the beginning, but the CLNC Mentor was so supportive that I soon relaxed and "got my USP on."

Attorneys were drawn to the *NACLNC* exhibit booth by our energy and the interest that we projected. They were happy to spin for free CLNC services and other prizes. Everyone loves alcohol, candy and something for free! In return they gladly exchanged business cards and talked to me about the legal nurse consulting services I provide.

I went to a follow-up cocktail party and spoke to a couple of the attorneys I had met earlier in the day. I almost didn't go because I was tired, but the CLNC® Mentor explained that informal networking was invaluable.

I returned from exhibiting late Thursday night and Friday I sorted through all my leads, putting them into three categories:

1. Attorneys who won free CLNC services.
2. Attorneys who won other prizes — e.g. alcohol.
3. People who were not attorneys but might be able to refer me to an attorney in the future.

Then I researched each law firm on the Internet, printed out the attorney's bio and significant information about the legal practice. While researching I looked for some kind of connection that I could mention during my follow-up marketing.

I then sent an email to each person in groups 1 and 2 and spoke to someone in their practice by the end of the day on Friday. By Saturday night, I had my first response from an attorney taking advantage of his free CLNC service. By Monday morning I heard from a second attorney I met at the cocktail party, who had just sent four cases to my Dropbox!

I heard from an attorney I met at the cocktail party, who had just sent four cases to my Dropbox!

I discussed my fee (he didn't even hesitate).

I'm consulting long distance and it's working beautifully.

Mentoring is the icing on this CLNC® cake!

Even though I had to work several 12-hour shifts that week, I spoke with him, discussed my fee (he didn't even hesitate) and sent and received my contract back. I'm off to an amazing start and have since heard from another attorney requesting more information.

I live in St. Louis so I'm consulting long distance with these attorneys and it's working beautifully. I will be following up monthly with all the leads through a blog or newsletter and plan to start working my local attorney base. I'm also planning my 2015 exhibiting schedule in Missouri, Minnesota and Indianapolis. My goal is to exhibit at least three times in 2015 and to pursue other networking opportunities locally. I'm going on my honeymoon to Hawaii in January, and you can be sure I will be sending packets out ahead and setting up attorney interviews while there.

The best thing about exhibiting as a Certified Legal Nurse Consultant was the confidence it gave me and the clarity of direction. I am positive that I can make this my new full-time job. But I'll still joyfully work a shift in the ED once in a while just because I love the patients.

Thanks for this exhibiting opportunity — and special thanks to the LegalNurse.com staff and the CLNC Mentors. Mentoring is the icing on this CLNC cake!

Triumph Over Any Personal Challenge

My Legal Nurse Consulting Journey Started in a Raft from Cuba

Ana Ramirez, RN, BS, CRRN, CLNC
Arizona



Once in United States territory, I learned English in six months, and started college to become a registered nurse. The advisor

“In January 2020, I became a Certified Legal Nurse Consultant. That same day I got my first attorney-client.”

My success is not about money; it's about reaching the American dream that thousands of Cubans never reached because they died in the Caribbean Sea pursuing freedom.

told me, “It’s not easy, but it’s possible.” I started receiving information about the Institute’s CLNC® Certification Program. Vickie’s smile told me, “You can do this.” In January 2020, I became a Certified Legal Nurse Consultant. That same day I got my first attorney-client. I tried to control my excitement, smiled and affirmed, “Sure, I can do this.”

I immediately called the Institute to share that I had obtained my first attorney-client. The woman on the call said, “Relax, just do what the Institute teaches, and you’ll be fine.” I charged \$125/hr. on my first case. Today (7 months later), I have a successful legal nurse consulting business.

My success is not about money; it’s about reaching the American dream that thousands of Cubans never reached because they died in the Caribbean Sea pursuing freedom. My success is about being a female, hispanic RN (less than 7% of the nursing workforce is Latino), a single mother and nationalized Cuban-American with my own successful CLNC business.

Becoming a Certified Legal Nurse Consultant Has Been an Absolute Game-Changer

Kathy A. Sindoni, RN, BSN, CLNC
New York



I have been a Certified Legal Nurse Consultant since 2010 and it was one of the best decisions I have ever made. I had been a registered nurse for 17 years and was a very burned out administrator of an assisted living facility. I was not only the administrator, but also the RN case manager and I was on call 24 hours a day, 7 days a week. In fact, I had spent my entire 17 years as a nurse with the demands of on call responsibilities.

In February 2010, I was diagnosed with breast cancer which resulted in bilateral mastectomies. I was out of work for four weeks after surgery and found that I simply did not want to return. Although I still loved assisted living, and particularly the residents, this was my first reckoning with the fact that I was burned out. Somewhere between my second and third surgeries I came to the realization that I had to make a change. I gave the owner of the

Becoming a Certified Legal Nurse Consultant is the most rewarding thing I've ever done, and it has been an absolute game-changer. I finally get to live life on my own terms.

I am so busy that I can barely keep up. Yet, I can turn work away if I choose. I flex my schedule to accommodate the things in life that matter most to me.

Last year, I grossed just under \$300,000.

facility a four-month notice in September to allow for finding a suitable replacement for my position. And I planned to walk away from a \$95,000/year position with full benefits, in a setting that I loved, and had nothing to turn to. I literally cashed in all of my chips and walked away from the table.

I became a Certified Legal Nurse Consultant in the fall of 2010 and had planned to make this my new career beginning in 2011. But then something interesting happened. The Director of one of the assisted living associations that I worked very closely with suggested that I become an industry consultant to assist other facilities. Realizing that these two consulting roles might play nicely with each other I thought why not? The association began sending me referrals allowing me to generate income that helped sustain me while I set out making connections with attorneys.

In the beginning, I took a variety of legal cases including automobile accidents, disability, and even a college campus sexual assault case. But I soon realized that I wanted to remain highly involved in the industry that I had such great passion for. I also recognized that assisted living litigation was very much on the rise, so I focused my CLNC work for my area of expertise.

Fast forward to 2020, and my CLNC business is booming. I have established myself as a “go-to” consultant for operators in the assisted living industry and provide a variety of services which include mock surveys, regulatory compliance, program development, and quality assurance programming,

to name a few. Additionally, I have been picking up more and more legal cases in the industry. My name is becoming more familiar in legal circles and attorneys have been referring me to others, both within their firms as well as to colleagues outside of their firms. And this has been happening with no marketing at all. None. I have not had to spend one penny to promote my CLNC business. I have also had leads come through the NACLNC® Directory and membership in the *National Alliance of Certified Legal Nurse Consultants* has proven invaluable.

With the advent of COVID-19, I received a call to assist an attorney representing a facility in New York State. There was a case filed by some residents and resident representatives relating to the COVID-19 response within the facility and it was gaining some very negative media attention. Assisted living has been highly impacted by this pandemic and responding to it has been epic. Despite best efforts, many facilities still had COVID-19 cases enter their settings. Worse yet, some have had outbreaks that have been rampant and extremely difficult to mitigate. Since the New York State court system was shut down due to the pandemic, this case was filed through the federal courts seeking an injunction. It has been very exciting to be able to participate in something so historical and monumental.

Becoming a Certified Legal Nurse Consultant is the most rewarding thing I've ever done, and it has been an absolute game-changer. I finally get to live life on my own terms. I am so busy that I can barely keep up. Yet, I can turn work away if I choose. I flex

I am carving out a very nice living and controlling how much time it commands of me. Yet, the business keeps growing!

Breast cancer was not life-threatening for me, but it was definitely life-altering, and it drove me to choose to live my life differently.

I am so grateful for this path I have chosen and what owning my own business has given me.

my schedule to accommodate the things in life that matter most to me. And I am making my own life, health, and well-being a top priority.

Last year, I grossed just under \$300,000. I have deliberately chosen to not grow my CLNC business. I am carving out a very nice living and controlling how much time it commands of me. Yet, the business keeps growing!

Breast cancer was not life-threatening for me, but it was definitely life-altering, and it drove me to choose to live my life differently. It made me realize that no amount of money could make the burned-out existence I was living worth it. Once I truly understood this, all kinds of possibilities opened up. I am so grateful for this path I have chosen and what owning my own business has given me.



8 New Legal Nurse Consultant Jobs in One Week and I'm Moving Onward, Upward and Smiling Big

by Kaylin Chase,
RN, BSN, CNLCP, CLNC
Texas

When the nasty divorce was finalized, my nursing career was already 15 years behind me. My husband and I owned a horse-training stable during that time, and he was the love of my life, until he wasn't.

Now I had to start over. Besides my two grown sons, the one positive thing I gained from that experience was a do-or-die determination to succeed. I'd heard about legal nurse consulting and saw it as an opportunity to return to nursing, but on my own terms. I like to think of myself as being smart, which doesn't mean knowing everything. It means having the ability and willingness to learn new things despite any trepidations.

My mother was a rock, standing by me at every step of my dream, but criticism came at me from fellow nursing professionals who were certain I would fail at this endeavor. Nevertheless, using two traits I feel are imperative in starting a business (I am stubborn and I am tenacious) I registered for LegalNurse.com's CLNC Certification Program in October 2016.

Despite all the negative feedback, when the Institute told me, 'You can do anything,' I chose to believe them.

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In addition to being stubborn and tenacious, I'm also detail-oriented, which I knew would prove helpful in interacting with attorneys. So, despite all the negative feedback, when the Institute told me, "You can do anything," I chose to believe them.

My immediate goal was to get one legal nurse consultant job and get paid. Living frugally, I was able to reinvest my earnings into my new CLNC business. At first, I followed the Institute's instructions to take one action step per day. That simple process quickly became a habit, and as I met each objective of small achievements, my goals increased.

After obtaining my first attorney-client, I became more confident in meeting new prospects. The worst thing that could possibly happen is they would say No to working with me, and as I learned in the CLNC Certification Program, it's a numbers game. Each No was only a stepping stone to Yes.

My favorite marketing strategy is to use LinkedIn. I concentrate on personal injury and medical malpractice plaintiff attorneys, connect with them and send individual invitations to meet with me during a certain block of time. When they respond, I set up the meeting and, with all the confidence and professionalism I gained during my CLNC training, I present my work product.

Fortunately, once I score a one-on-one meeting with an attorney, I usually walk away with a legal nurse consultant job. From there, it's about doing the best job I can do at each step.

My business income reached \$5,000.00, began to double and double again at unexpected intervals.

This year, I'm going to blow it out of the water. Legal nurse consultant jobs are coming in like crazy. I recently picked up eight new cases in one week.

What I soon discovered is that being an independent consultant to attorneys is gratifying not only professionally, but also personally. The healthcare system never seemed to care about my success. They only cared that I showed up and put in my time each day as a nurse for the facility. Appreciation came from patients, but never from my employers.

The cases that launched my CLNC career were complicated personal injury cases. They involved motor vehicle accidents (MVA) and clients with pre-existing medical conditions. My objective was to glean from the medical records which injuries were related to the MVA and which conditions were pre-existing. I continue to do some of that work, but now I also have opportunities to expand into medical malpractice cases and develop cost projections of injuries.

I absolutely love the amount of learning I get to do. The cases are all different, which enlists my creativity as I investigate and pull facts together. I also enjoy the people I get to work with. Through the CLNC Certification Program, I made a network of CLNC colleagues and friends who stay in touch and encourage one another.

At present, I'm involved in a brain-injured-baby case. Though not a pediatric nurse myself, I knew something was wrong and reached out to other Certified Legal Nurse Consultants who told me what to look for. I'm still pulling it together, but the more

“I absolutely love the amount of learning I get to do. The cases are all different, which enlists my creativity as I investigate and pull facts together.”

we dig, the more horrible results we find from the medical malpractice.

As nurses, we're the gatekeepers. No matter how busy we are or how mundane the task, we're taught to watch for any adverse situation and correct it before it becomes a mistake. As a Certified Legal Nurse Consultant, I'm more aware than ever of the importance of vigilance and my tenacious nature is proving to be quite the asset in my quest for success. The money is good, yes, but to be recognized by my attorney-clients for doing great work is the most amazing feeling.

In the early days, I never thought I would work on so many cases that I'd forget about them. Today, I often have to pull up my files on past cases to jog my memory.

To nurture my existing attorney-client relationships, I meet briefly with them every four to six weeks simply to express gratitude and pleasure in working together. I provide small tokens, such as notepads, coffee mugs and pens printed with my company name. For Christmas, I sent my clients homemade peanut brittle.

Maintaining my current attorney-client base, however, is only one part of my ambition for growth. My goal now is to move onward, from where I live in Amarillo, Texas, to the Dallas-Fort Worth area, where most of my business originates. As my CLNC business continues to grow, and work exceeds the number of hours I have in a day, I will expand by hiring CLNC subcontractors who demonstrate the same tenacity and attention to detail

The money is good, yes, but to be recognized by my attorney-clients for doing great work is the most amazing feeling.

I've come to appreciate as my own best traits.

Today, I'm in a good place, financially, professionally and personally. When an attorney-client reflects on a positive outcome we've achieved together and states, "I made so much money on that case," I can't help smiling. In fact, everything about my CLNC business makes me smile.

I'm in a good place, financially, professionally and personally. In fact, everything about my CLNC business makes me smile.

Certified Legal Nurse Consultant Discusses the Joy of Waking Up Free Every Day

by Katrina J., RN, CLNC
Florida

I wanted the freedom to be independent again. I knew there was more to my life than my current situation.

I now work with attorneys throughout the U.S. Most of my current clients are from word of mouth and referrals.

My adult life started as expected. Graduating in the top ten of my high school class I went straight on to college, completed my degrees and landed my dream job. I loved being a nurse and taking care of patients. My life was on track. I was independent, owned a house and had a comfortable bank account balance. Then I met the man of my dreams, got married and had a beautiful child three years later.

Less than two years into my son's life, my life as I knew it changed. He was diagnosed with a life changing disability and I had to leave the RN job I loved to focus on caring for my son. My husband was devastated and unable to come to terms or cope with our son's disability. We got divorced.

My life was flipped upside down. I had to face the fact that I was a single parent to a disabled child. I knew I couldn't have the nursing career I loved and also provide the level of care that my son needed. I wanted more from life. I wanted the freedom to be independent again. I knew there was more to my life than my current situation. My son became the "Why" to my determination for success. That's when I found my courage and stepped out in faith.

I completed the CLNC Online Certification Program and aced the certification exam. I was

excited and motivated. But the biggest thing that stayed in my mind from the CLNC Certification Program was, “I will take one action step a day toward my passionate vision.” I was ready to get started, but I let not having a business background intimidate me. I had 16 years of nursing experience and my CLNC Certification from LegalNurse.com, but I was still afraid and full of doubt. I was, however, determined to be a successful Certified Legal Nurse Consultant.

So I did exactly what the Institute teaches in the CLNC Certification Program. I ordered my business cards, dressed for success and carried myself professionally. I visited attorney’s offices, introduced myself and offered my CLNC services to them. In less than a month, I got my first interview. From there, I did my homework. I educated myself as much as I could about the law firm and prepared myself for all the possible questions. I was so nervous, but I was determined to walk out of that law firm with my first legal nurse consultant job. And I did. I did my happy dance before I got to my car!

One attorney, one case — that’s all it takes. Landing my first case made my confidence soar. I now work with attorneys throughout the U.S. Most of my current clients are from word of mouth and referrals. I also still work with my first attorney-client. I consult part-time and my legal nurse consultant salary is much higher than my previous full-time RN job income. By year end I’m planning to take my CLNC business to another level and I’m so excited.

Every day I wake up feeling free. I have the free-

*Every day
I wake up
feeling free.
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take care
of my son’s
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I’m happy!
I feel truly
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I do as a
CLNC
consultant.*

*LegalNurse.com
gave my
future back
to me.*

dom to take care of my son's needs and I'm happy! I absolutely love what I do. As a Certified Legal Nurse Consultant your words seem to speak volumes. I receive a great amount of respect for my nursing knowledge from my attorney-clients as well as from my community. I feel truly appreciated for everything I do as a CLNC consultant.

LegalNurse.com gave my future back to me. My son is doing well and has come a long way since his diagnosis. We live a happy life. I have the freedom to spend time with him whenever he needs me. I could not have done it without my legal nurse consultant training from the Institute.

Today, I continue to follow the Institute's advice to do something every day toward my CLNC business and my dreams. Each day I focus on my short-term goals and I work toward my long-term goals. I'm excited for my future as a successful Certified Legal Nurse Consultant.

Thank you and your wonderful team at the Institute for helping me achieve my nursing and legal nurse consulting dreams. I'm forever grateful.



My Legal Nurse Consulting Business and I Thrive from a Log Home in the Smoky Mountains

by Myla Snyder, RN, CLNC
Tennessee

I grew up by the ocean. It seemed to me that everyone wanted to come to the ocean, but my goal in life was to live in the mountains. As a kid I used to hike in the Great Smokies, and as a young adult I took a backpacking trip every year.

My nursing career started out in the pediatric emergency department of a huge teaching hospital. I made some good impressions there as a critical care nurse in the ICU and later as a charge nurse and head nurse. Management wanted me to move into administration, but I didn't want to sit behind a desk. I wanted freedom to move around.

I read an ad for a job in medical sales which caught my attention. I applied, accepted a job offer and stayed in medical sales 33 years.

I Couldn't Have Imagined Being Happier

My job involved teaching doctors, nurses and medical technicians about the new technologies in equipment and drugs, specifically why, when and how to use them and on which patients. As technologies advanced, I was trained on the changes and was always on call for questions.

I loved that the Institute had pioneered the legal nurse consulting industry and had created a definitive path to follow. 'I could do this,' I decided.

I had a couple of interviews with attorneys and once I got my first case the gates opened. Everything worked exactly as the Institute had told me it would.

After establishing my customer base, I covered 100 hospitals in Florida. Later, I moved to San Diego and covered 100 hospitals from there through Orange County, across the desert and into Las Vegas, then moved again to handle all of Tennessee and Kentucky. While making a comfortable six-figure income, I enjoyed the freedom to work at my own pace and choose my own hours. That was my life. I loved it. I couldn't imagine being happier.

Then in February of 2015, I was notified that the company had been sold. I knew what to expect. The acquiring corporation, having its own sales force, would cut our staff by half. As a senior rep with 33 years' experience, high income, substantial vacations and benefits, I was a target.

A day or two later, I received information from LegalNurse.com about becoming a Certified Legal Nurse Consultant. I loved the whole idea of starting my own business and especially loved that the Institute had pioneered the legal nurse consulting industry and had created a definitive path to follow. "I could do this," I decided.

Pesky Questions Didn't Stop Me

After enrolling in the CLNC Certification Program and *NACLNC*® Apprenticeship, I began to question whether this was the right step for me. I was 59, getting close to those golden days of doing little more than watch the sunrise over the mountains with my husband every morning. Should I be taking on an entirely new career at my age? Starting a business,

getting attorney-clients — that wouldn't happen overnight. Was this even something I could do at my age?

I quickly set aside those pesky questions. I was intrigued.

Once I Got My First Case Business Soared

While I might be a newbie to legal nurse consulting, I had plenty of experience operating solo. Many of the principles the Institute taught were already familiar from my sales position. I knew the sort of dedication it takes to be self-sufficient in business, and I certainly knew about marketing myself to get customers. Nevertheless, I followed everything the Institute told us to do.

I sent out letters. I made the phone calls. I sent follow-up notes. One of the CLNC Mentors suggested I join a group, so I joined the Trial Lawyers Association as a sponsor and started going to their meetings.

I had a couple of interviews with attorneys and once I got my first case the gates opened. Everything worked exactly as the Institute had told me it would. I've kept my first two attorney-clients and their partners, plus I gained another firm that received one of my marketing letters. The attorneys have been sending me cases and hiring me for various duties for eight months now, which fits my needs nicely as I work toward retirement.

What's important to me is the opportunity to use my brain and to stay active in the medical field. I love nursing. I love learning. Being a Certified Legal Nurse Consultant incorporates all of that.

I Manage My CLNC Business on My Terms

That's what I find fascinating about consulting on medical cases — the defense argues one side, the plaintiff argues the other. This is what the Institute trains us to realize, that sometimes it's black and white, other times it's not. ”

I don't want to expand to the point of missing out on the good things I've worked so hard to enjoy. It's hard for me to let others do the work. Although I'm happy with what I have now, I'm expanding my network with CLNC subcontractors and weighing my options.

My husband and I live in a log home in Tennessee, 25 miles outside of Nashville. It sits on six acres in the country near a river. We have two rescue donkeys and eight rescue dogs. People drop off animals near the river and leave them there to starve to death. I'm a sucker for saving animals and my husband is even worse.

We have a daughter and granddaughter living with us now, and a son only a couple of miles away. I love spending time with my family, traveling, and doing things with my grandchildren. My parents are older with serious health issues, and I want to be available to help when needed. I was able to do those things in medical sales, and I don't want to give them up as my new CLNC business continues to thrive.

At the end of this year I'll be 62. I didn't become a Certified Legal Nurse Consultant so I could say I hit a six-figure income; I've already done that. I'm making about \$60,000 a year now, which is perfect. I'll start collecting Social Security, and with the income I made in medical sales, I've saved up a nice retirement. We also purchased several homes over the years and have rental income.

What's important to me is the opportunity to use my brain and to stay active in the medical field. I love nursing. I love learning. Being a Certified Legal Nurse Consultant incorporates all of that. I get to use what I know, interact with professionals and continually gain more knowledge as I delve into cases.

Being a Certified Legal Nurse Consultant Is Like Being a Medical Detective on CSI

One case I worked on involved a lady in her early 50's who had been diagnosed 11 years prior with systemic lupus. She suffered a very low platelet count repeatedly, was receiving platelet infusions and medication, but had gotten to the point where nothing was working.

The decision was made to remove her spleen. This was one of the options for stimulating her platelets to normal levels. Because of her critical condition, low platelet count and chronic diseases, her physicians did not give her an anticoagulant to take after being sent home. She developed a clot in her portal vein, which caused additional complications, and she expired.

The research that I found was split 50-50. There had been a big debate, "Do we give anticoagulants or not?" The answer depended on who you talked to. That's what I find fascinating about consulting on medical cases — the defense argues one side, the plaintiff argues the other.

This is what the Institute trains us to realize, that sometimes it's black and white, other times it's

Despite living in a log home in the mountains, I'm having all the success I'd hoped for as a Certified Legal Nurse Consultant.

not. The CLNC Online Certification Program was awesome.

It's a Wonderful Life as a CLNC Consultant

Despite living in a log home in the mountains, I'm having all the success I'd hoped for as a Certified Legal Nurse Consultant. Attorneys from all over the U.S. send me cases electronically and we talk by phone. With today's technology, it works. Perhaps I'll retire someday completely. Meanwhile, I like working on my CLNC business while my retired husband plays golf four days a week. I'm not put out to sea. I'm not washed up.

I like working on my CLNC business while my retired husband plays golf four days a week. I'm not put out to sea. I'm not washed up.



I Earned \$138,000 in Less Than 18 Months as a Certified Legal Nurse Consultant

by Kathy G. Ferrell, RN, BSN, CLNC
Alabama

For ten years I was a nurse manager with a corporation to which I was dedicated. Then upper management changed, and the atmosphere became unbearable. My family and friends urged me to get out, but fear of change paralyzed me. My best friend had completed LegalNurse.com's CLNC® Certification Program, and she knew legal nurse consulting would fit me perfectly. For a year she urged me to register — still I was too afraid to make the change.

In my position as nurse manager, I worked with the legal department regularly. I finally decided that knowing something about legal nurse consulting would benefit me in my current career, and I signed up for the CLNC Certification Program.

The Institute Opened a New Window for Me

Then without warning, I received an offer I could not refuse — resign or be terminated. In 28 years as a registered nurse, I had never experienced such a devastating blow. My heart hurt, my pride was wounded and my self-confidence all but died. I felt like I was crawling on the floor, struggling to find the strength to climb out a window. My salvation

“In my first year as a CLNC® consultant I made more than \$68,000 from eight very respectable attorney-clients. In the next six months, I made another \$70,000.”

was that I had already registered for the CLNC Certification Program.

One of the first messages I heard from the program was, “We Are Nurses and We Can Do Anything!” How refreshing to hear that I was capable of doing anything. The Institute’s enthusiasm was uplifting and contagious.

In addition to the Institute’s assurance that I could do it, I heard from other nurses who had met the challenge, succeeded and were willing to help me succeed. The CLNC Certification Program was excellent and was presented in a way that kept me interested and even entertained. I had fun. I became determined to show myself that I could be a successful Certified Legal Nurse Consultant. Sure enough, a new window was opened for me.

The Institute’s Action Steps Are the Key to Freedom, Flexibility and Success

How did I do it? I went home, and every day I took one of the Institute’s action steps toward my new career as a Certified Legal Nurse Consultant. I mailed my information packets and within a week I began calling for appointments. I bucked up my courage to keep knocking on those doors, because I was convinced I had knowledge and experience that could benefit the attorneys.

Several of those initial contacts eventually became clients. One attorney called me back after receiving my packet and said, “I need help. I’m drowning!” Just four months after I became a CLNC consultant, I received my first four cases

One attorney called me back and said, ‘I need help. I’m drowning!’ Just four months after I became a CLNC® consultant, I received my first four cases from him.

from him and made a good friend in the process.

In my first year as a CLNC consultant I made more than \$68,000 from eight very respectable attorney-clients. In the next six months. I made another \$70,000.

Best of all I have the flexibility to spend more time with my husband (and business manager), my children and my hobbies. The freedom that being a Certified Legal Nurse Consultant affords is unsurpassed. I offer my sincere thanks to all the dedicated staff at LegalNurse.com for helping me become a successful CLNC consultant. I am a nurse and I can do anything!

*The freedom
that being
a Certified
Legal Nurse
Consultant
affords is
unsurpassed.*

My first case came from a friend who practices estate law.

This case brought more referrals.))



How I Survived Downsizing and Divorce to Triumph as a Certified Legal Nurse Consultant

by Dale Barnes,
RN, MSN, PHN, CLNC
California

Seven years ago, I was director of home care, home infusion, hospice and lifeline emergency services at a well-known hospital — a prestigious job with excellent salary and benefits. The work was challenging and fun, and I really enjoyed my coworkers, both administrative colleagues and my staff. I had built a cohesive team, doubled my department’s revenues, decreased costs and implemented many new systems. I was proud of becoming a businesswoman while remaining a nurse, and I was on a “high.”

However, the hospital hired a new CEO who had very different plans. My job was eliminated, and they hired a businesswoman to run the department. She had no idea about the staff’s nursing and clinical needs. Two years later, they realized their mistake and hired a clinical person for the position.

Meanwhile, I found a similar job as head of a hospital department for all home-care-related services. This job presented two major challenges: the department had no computer system and the employees were unionized. Just as things began coming together, the hospital was sold to a large corporation.

Within two months, my department was closed, and all employees received severance packages and were sent on their way.

I was the victim of downsizing yet again. As if these career catastrophes weren't enough, four-and-a-half years ago, I got divorced for the second time.

What was I to do? Here I was, divorced, jobless and not wanting to go through another downsizing episode. My severance package would not last forever, and being dependant on my ex-husband did not appeal to me.

For a long time I had been receiving information about LegalNurse.com's CLNC® Certification Program. It sounded interesting, but I hadn't had time to pursue it. Now I pulled out one of those flyers, called for more information — and felt I had found my answer.

Determination Paved the Way to Certification

Many years ago, I owned my own home-care agencies. I liked being my own boss. I had good business sense and people skills, and I enjoyed a challenge. My background was in oncology, then home health and hospice. I had my master's in psych and had worked in that arena for a while. I knew such an eclectic background would serve me well as a Certified Legal Nurse Consultant, but I needed to earn money while building my CLNC business.

I called on a friend in the home health field, the nursing director of a home infusion company. He said he needed another field nurse, and I jumped at

“I got a call from an attorney who desperately needed the services of a CLNC® consultant. I was in his office within two hours and walked out with a personal injury case. This attorney became a good client and gave my name to several colleagues.”

A couple of my best attorney-clients said they wanted to use me on every medical-related case. Using my expertise was more cost-effective than doing it themselves.

the chance, knowing that as a per diem employee I would have a lot of flexibility. I loved working with the patients and could work as little or as much as I chose.

I ordered LegalNurse.com's CLNC Certification Program. I watched portions of the program almost every day. I was sure I'd be able to finish the course, study and take the exam in six months. But life has a funny way of throwing us curve balls.

On my 50th birthday, I boasted that I did not feel 50. Nine years earlier I had an inoperable, non-malignant brain tumor. I had an annual MRI to ensure the tumor had not moved or grown, and I felt well and healthy. But two weeks after my 50th birthday I got very sick. I had some strange autoimmune symptoms and was left with no hearing in my right ear and unsteady balance. I was told that the 8th cranial nerve had been permanently destroyed, but that the problem was unrelated to my brain lesion. I was unable to ascertain from which direction sound was coming. That problem remains with me, but I have learned to compensate.

The most annoying and frustrating result was that I couldn't study the CLNC® Certification Program for a few months. I felt a sense of urgency about completing the necessary work. Finally, I finished the program and passed the CLNC Certification Exam.

I Contacted Attorneys Every Day

I was anxious to get started and decided to be a little aggressive. First, I contacted attorneys I knew,

regardless of their specialty, and asked for referrals. My attorney friends were intrigued by what I was doing.

I made phone calls every day. I put together a packet of information to send to new contacts. My first legal nurse consultant job came from a friend who practices estate law. She had me go with her to a hospital to help assess a terminal patient so she could write a bedside will. I addressed the client's competency to make decisions based on physical condition, mental status and any medication effects. This case brought more referrals from the estate attorney.

Another friend who practices labor law had no work for me himself, but passed out my flyers at a meeting of plaintiff attorneys. The next morning, I got a call from an attorney who had picked up a flyer. He desperately needed the services of a CLNC consultant and asked how soon I could come to see him. I was in his office within two hours and walked out with a personal injury case related to a motor vehicle accident. This attorney became a good client and gave my name to several colleagues.

Interestingly enough, my attorney-clients had either plodded through the medical records or hired physicians. Many of them wanted to know why I thought I could do a better job than they could. They believed that because they had been doing it for so many years themselves, they really understood the medical issues. Fortunately, I was able to show them that they did need me, and that using my expertise was more cost-effective than

My efforts started paying off. Attorneys for whom I worked were giving my name to other attorneys. Attorneys I did not know or contact were calling me.

One steady client specializes in dog bites. This client provides me with steady income every single month, and the work is the easiest I do.

doing it themselves. A couple of my best attorney-clients said they wanted to use me on every medical-related case. This was a good break for me, but unfortunately, these clients were not getting dozens of such cases every week. So I continued to work my day job.

My Marketing Efforts Paid Off Big

I joined three different networking groups and attended meetings religiously. After a while other members get to know you, understand what you do and become confident in giving you referrals. Most referrals from these groups came not from the attorneys in the group, but from attorneys other members knew and had me contact.

My efforts started paying off. Before I knew it, attorneys I did not know or contact were calling me. Attorneys for whom I worked were giving my name to other attorneys. I also gained three steady clients from my newsletters, a good response given that my mailing was only going to about 400 attorneys at the time.

One of these steady clients is an attorney who specializes in dog bites and manages cases from coast to coast. I get 10-12 of these cases per month, from simple cases to those involving disfiguring injuries. I summarize the medical records for each case and provide the attorney a 1-2 page overview describing the injuries, treatment and possible future treatment. I charge for my time tracking and reviewing the cases and writing the reports. This client provides me with steady income every single month, and the work is

the easiest I do. I have other steady clients, but their assignments are more complex. The combination is exciting and challenging.

Referrals Kept My CLNC® Business Flowing

Last year I moved from Los Angeles to San Diego. About six months before the move, I asked an attorney friend in L.A. if he knew any San Diego attorneys. He came up with several association lists of both plaintiff and defense attorneys. I made numerous phone calls and set up appointments with as many of these potential clients as I could. I always used my friend's name, stating that he had referred me and given me their number. Although he only knew a few of them personally, no one came right out and said they never heard of him.

From these contacts came a multitude of new clients. One attorney actually handed me medical records as I left his office after our first meeting. Another attorney asked me to speak to his firm about the CLNC services I could provide on bad faith insurance cases. Another contact referred me to his buddy in the San Diego city attorney's office, who became a client.

Word of mouth was again a plus for me. After I had lived in San Diego for only three weeks, 40% of my client base was here. Referrals have helped my San Diego clientele grow. I have already received inquiries and requests for my CLNC services from attorneys who heard about me through other attorneys. I stressed to my Los Angeles clients (still 60% of my client base) that their cases will

From these contacts came a multitude of new clients. One attorney actually handed me medical records as I left his office after our first meeting.

Sometimes I am so overwhelmed with work that I subcontract with other CLNC® consultants.

continue to receive the same quality service as when I lived in L.A. Email and FedEx® are wonderful.

I Made the Leap into a Full-Time CLNC® Business

Despite these successes, until recently I continued to see home health patients for two agencies to earn “bread and butter” money. I always knew I could supplement my income with home health visits if the phone stopped ringing for a few days. In addition, my home health work gave me the clinical continuity to feel comfortable testifying about clinical issues.

The Institute talked about taking that leap and letting go of secondary work in order to build your CLNC practice into a full-time business. I really wanted to do this, but it was scary. I told both home health agencies to call me only if they were really desperate for a nurse. Slowly, I weaned myself away and was able to tell them to take me off their rosters.

When attorneys ask about testifying, I tell them I will find a clinically active nurse to testify. I explain that although I still testify to the findings of medical record reviews, I no longer testify to clinical issues. This too was a leap, as my rate for testifying is double my consulting rate. I felt like I was letting go of a lifeline, but I reminded myself that testifying to clinical issues was not the bulk of my business. Then I took the plunge anyway.

Sometimes I am so overwhelmed with work that I cannot complete it all in a timely manner. I then subcontract with other CLNC consultants.

What my CLNC® practice has brought me is total freedom. I feel emancipated. I no longer need the home health income; I have more than surpassed that.

What my CLNC business has brought me is total freedom. I feel emancipated. I no longer need the home health visit income; I have more than surpassed that. I don't have any desire to go back to a clinical setting. At times I do miss the patient contact, but I often get quite involved with the attorneys' clients. Many of them call me to ask for medical resources or nursing advice.

I feel like I have the best of all worlds. I am so happy the Institute encouraged me to step out of my comfort zone. I love what I am doing. I'm busy, challenged and financially secure, and I am so proud to be a Certified Legal Nurse Consultant. I've overcome both downsizing and divorce to achieve more than I ever felt possible.

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My CLNC® Career Gave Me a New Life for Myself and My Twins

by Lisa Panish,
RN, MSN, ARNP-BC, CLNC
Florida

I completed the CLNC® Certification Program, and every minute was invaluable. The wealth of information fascinated me.

Within three months I had three attorney-clients.

“I love you one million peanut butter cups. That’s a lot of love.” My twin boys and I repeat that to each other every night before we go to bed. I know I’m lucky. What do you say about the most important people in your life? My five-year-old identical twins are the reason I became a Certified Legal Nurse Consultant — both have cerebral palsy and asthma.

I have been a single mom since my sons were 15 months old. As a healthcare provider, I have been blessed with opportunities that many others have not. I’ve been a nurse practitioner for almost ten years, and I have a wonderful job and colleagues. However, I was missing opportunities and therapies with my children. Sometimes I don’t want to blink, because I don’t want to miss anything in their lives.

As fulfilled and busy as my life is, my parents encouraged me to challenge myself more and try another opportunity. I learned about becoming a CLNC® consultant from my mother’s nursing college roommate, who reported finding success and versatility in her new CLNC career. Immediately after that conversation, the LegalNurse.com infor-

mation packet arrived in my mailbox.

My parents and I discussed the opportunity to work from home, enjoy a flexible schedule and use my nursing skills in a different way. My parents are so helpful, but they want to enjoy their retirement. The more we heard about the LegalNurse.com CLNC Certification Program, the more we all agreed that it was a good investment.

Within 3 Months of Becoming a CLNC® Consultant, I Had 3 Attorney-Clients

I completed the CLNC Certification Program, and every minute was invaluable. The wealth of information fascinated me, and I knew I had found a nursing profession I could excel in and enjoy.

I was full of motivation and ready to get started, but the responsibilities of a full-time job and sick children took priority. My friends knew I had taken the Institute's program and were excited for me. One girlfriend called to tell me that her neighbor, an attorney, was looking for a Certified Legal Nurse Consultant to do some work for him.

And so my CLNC career began. It all happened so quickly. My first case was the scariest, and I kept thinking, "Fake it till you make it." How many times did I hear that?

After that first case, my CLNC colleagues began calling me when they were overloaded. I completed two more cases, and within three months I had three attorney-clients. My attorney-clients now refer me to their attorney colleagues — last week I received a call from a defense attorney.

My attorney-clients refer me to their attorney colleagues — last week I received a call from a defense attorney.

With the money I have made as a CLNC® consultant, I have replaced the carpet throughout my home with hardwood floors. This has made a difference in my boys' asthma and their mobility.

The learning curve has been huge, and the social atmosphere in the legal world is different from that in the hospitals, nursing homes and office practices where I have worked. On every case I am able to give the nursing perspective and add my personal experience as a nurse practitioner to strengthen the case. I look forward to challenging myself with other CLNC opportunities and becoming more versatile. I want attorneys to see me as an asset and call on me because of my outstanding reputation in my new career.

With the money I have made so far as a Certified Legal Nurse Consultant, I have been able to replace the tile and carpet throughout my home with hardwood floors. This change has made a difference in my boys' asthma and their mobility. I have wanted to change the flooring since I moved in four years ago, but was never able to afford it until I became a CLNC consultant.

I cannot thank LegalNurse.com enough for changing not only my life as a Certified Legal Nurse Consultant, but also the lives of my special boys.

Feel the Beat of CLNC® Success — Then Get Out and Dance!

by Jan Boswell, RN, MSN, CLNC
Alabama

My partner and I have a motivational saying that hangs in both our offices. It defines success as getting out on the dance floor. Joyce and I have been successfully dancing the CLNC® dance for nearly two years. This is the story of our dance, both the upbeat and the downbeat.

I was a single mother of two when I started noticing the ads in nursing journals: “Earn \$125-\$150/hr.” Wow! I called for the LegalNurse.com information packet and I was hooked.

The Freedom of Working from Home Was Music to My Ears

Until my divorce I had stayed home with my children, one of whom has severe learning disabilities. My kids were fast approaching their teenage years. They needed me at home. The possibility of being able to work from home and make good money as a Certified Legal Nurse Consultant was music to my ears. Now I had to put my toe onto the dance floor. I admit I was scared.

I worked full-time float at the hospital. Many nights I got pulled to CICU where I worked with Joyce who was also thinking about becoming a CLNC consultant. We talked about becoming partners — she could dance the CLNC dance with me.

A few weeks after we started our CLNC® business, we received our first big case from one of the legends in the law community. Our CLNC® services made a big contribution to the \$12-million verdict our attorney-client won.

Even though we continued to work full-time at the hospital, we earned \$40,000 from our CLNC® business.

We were having the time of our lives. In one week we got eight cases. We just kept working on cases and making money.

I ordered the CLNC Certification Program. Although the material seemed challenging at first, I grew more excited with every module I finished. I took my CLNC Certification Exam and passed! That was the first upbeat note of my CLNC dance.

The month after I became a CLNC consultant, Joyce took the CLNC Certification Program and also passed the CLNC Exam. Our music was starting to play.

Our First Big Case Got Us onto the Dance Floor with a \$12-Million Verdict

A few weeks after we started our CLNC business, we received our first big case from one of the legends in the local law community. This helped us overcome all our fears. We had to do it. Our CLNC service made a big contribution to the \$12-million verdict our attorney-client won.

Even though we continued to work full time at the hospital that first year, we earned \$40,000 from our CLNC business. While the music and the dance were often chaotic, we were having the time of our lives. We never missed a beat of the music. In one week we got eight cases. We just kept working on cases and making money.

Our Ever-Changing CLNC® Dance Keeps Our Successful Business Fun

Currently, we have three attorneys who consult with us regularly. We have consulted on medical malpractice, drug product liability and insurance fraud cases working for both plaintiff and defense attorneys. From case to case, the music changes

and the dance is different — that's what makes our CLNC business so much fun.

I work from home and this makes a tremendous difference for me and my children — we love being together.

Joyce and I are both goal oriented. Our goal this year is to double or triple our income. We let nothing stop us. That's what it takes to succeed: persistence, faith and action. It's all about staying on the dance floor and dancing the dance.

Finding My Passion as a CLNC® Consultant Puts a Song in My Heart Every Day

So many people have helped me succeed. Joyce and I keep each other motivated. Of course. The CLNC Mentors are great, and the success stories of my CLNC peers inspire me. But the people who help me the most are my kids. They have given up time with me and never complained. They applaud my successes and pull me through my missteps. They are the reason I am dancing the dance. They are the sweetest music in my life.

My CLNC career has changed me and my life. I see a bright future for myself. The most important change is that I have found my passion. I am happiest when working on a case, calling a client or working on a new marketing strategy. I have a song in my heart all the time.

If you're wondering whether you can make it as a Certified Legal Nurse Consultant, just put your toe on the dance floor, listen to the music and dance. You'll have the time of your life. I am!

I work from home and this makes a tremendous difference for me and my children — we love being together.

My CLNC® career has changed me. I have found my passion. You'll have the time of your life. I am!

The CLNC® Certification Program gave me the confidence to see that I already had all the skills to be a CLNC® consultant — I just needed the Institute to show me the way.



A Life-Altering Twist of Fate Inspired My New Passion as a Certified Legal Nurse Consultant

by Jane A. Hurst, RN, CLNC
Ohio

I consider myself LegalNurse.com’s “poster child.” My life-altering journey to becoming a successful CLNC® consultant has had its share of ups and downs, and I owe the upswings to the Institute.

I was working as an instructor in an LPN program. I loved my work teaching students about body mechanics. Then I injured myself lifting my dog into the car. I ended up having surgery to repair a herniated disc. A few days postop I began experiencing a new, much more severe pain, yet I couldn’t convince the surgeon something wasn’t right. He told me I was expecting too much of myself. By the time I was finally admitted to the hospital for additional treatment, complex spinal infections had virtually destroyed two vertebrae, and I also had an epidural abscess.

I knew in my heart I was a victim of malpractice. My career in active clinical nursing was over. I decided to pursue legal action. The attorneys I chose were very good to work with, but they didn’t fully understand my clinical picture. They even told me they weren’t sure my case would be successful. I felt

strongly that because the surgeon wouldn't listen to me, I was paying the price for his poor judgment.

Fortunately, I remembered the Institute's advertisement in a nursing publication. I decided that if I could learn about the role of a Certified Legal Nurse Consultant, I could prove my own case. So in 1992, I sent off for the Certification Program. I'll never forget the day that box arrived. I thought I might have bitten off more than I could chew, but I buckled down and studied the whole program. It gave me the confidence to see that I already had all the skills necessary to be a CLNC consultant — I just needed the Institute to show me the way and redefine that knowledge.

My first case was my own. The lawsuit proceeded successfully, largely because I was able to find research to support my case. I became very involved in the entire process, going to every deposition and being deposed myself. The trial lasted two weeks, and the jury decided in my favor and awarded a large judgment.

I found that I liked what I was doing and set up my home office. Since my physical activity is limited, with my office at home I can lie down when I need to and work when I want to. I consult for the law firm that represented me, and I even got cases from one of the opposing attorneys who deposed me in the suit.

I asked the attorney I'd worked with for so long to write a letter of recommendation for me. Then I sent out my promotional packets. The response was

My first case proceeded successfully and the jury awarded a large judgment.

great, and I now have new clients.

Back when I was so sick, I wondered what I would do. Nursing was important to me. Thank goodness I am able to use my nursing background in my CLNC work. I now realize this is exactly what I was meant to do.

We all experience twists of fate in some form. Fortunately, when my fate took a turn, the Institute was there to guide me through. The words of encouragement and enthusiasm triggered my drive to pursue my new passion.

When my fate took a turn, the Institute was there to guide me through. The words of encouragement and enthusiasm triggered my drive to pursue my new passion.



Exhibiting Kicked Off My CLNC Business with a Bang!

by Annette Powers-Kilburn,
RN, MAOM, CLNC
Ohio

Although I loved working as a registered nurse, becoming the proud owner of two pretty blue titanium rods in my back made 12-hour shifts tough to manage. Being on call 24/7 was no longer possible. I tried it for four months before admitting I had to make a change.

Being a typical class nerd while earning my bachelor's degree, a master's in business and finally becoming an RN, I was used to doing research. In fact, I love research. So when I discovered legal nurse consulting and LegalNurse.com, I was immediately invested in becoming a Certified Legal Nurse Consultant.

The thing that kicked off my CLNC business was exhibiting at state bar associations. I immediately signed up for four association meetings and was determined to do it right, to have such a professional booth that no one would question whether I'd ever done this before.

Because I'm great at organizing, I checked out all the programs planned for each conference and signed up to participate in every scavenger hunt or door prize drawing. Any opportunity to have attorneys approach me for whatever sticker or stamp

The cases are coming in so fast that I hired an office assistant.

they needed would give me the face-to-face interaction I was seeking.

It Worked!

At the Ohio State Bar Association annual meeting, my booth looked professional, and I learned right away to say, “May I trade this sticker for your business card?” Being away from their offices, the attorneys were open to having a conversation. Perfect for me, because having a conversation was exactly what it took to get their attention long enough to explain what I do as a Certified Legal Nurse Consultant.

One attorney who came to me at the event said, “I have a friend who’s working on a case, and we need an ophthalmology surgeon.” “I can take care of that for you,” I said, having learned from the Institute that the answer is always yes! “Are you sure you can find one?” he asked. “Absolutely.”

The attorney came back to me and brought his friend. Together, they explained the case. “I’ve already been texting my surgeon,” I said, “to see if he’d be interested in looking at your case.” That was true — the surgeon happened to be my brother-in-law — but I had reached out to see if he’d be interested and what he would charge. Within four days I located a testifying expert for this attorney-client, and I’ve received several more cases from him.

Being receptive, positive and responding quickly paid off again at the Kentucky State Bar annual meeting. An attorney-prospect approached me to review a case. This morning he sent a text saying he

*Being a
CLNC®
consultant
pulls together
everything I
ever learned
as a nurse.*

needs my help on three more cases.

A short while after the Kentucky event, I exhibited at the Indiana Solo and Small Firm annual meeting, and I'm scheduled soon for the Michigan meeting. Clearly, exhibiting is growing my CLNC business. Despite being naturally shy, once I'm face-to-face and doing my job, I get over it. I love talking to people almost as much as I love doing research.

At first the cases trickled in. Now they're coming in so fast that last week I hired an office assistant.

What I Learned from the CLNC Certification Program Made This Big Change Possible

I still don't have full sensation in my feet. That takes a long time, a three-year process, and I'm getting there. Fortunately, as a Certified Legal Nurse Consultant, I can choose my hours.

Being a CLNC consultant pulls together everything I ever learned and everything I've experienced as a nurse. It's a unique mix and I love it. Everytime I take on a case I have another opportunity to look at new standards and new information about what's going on in that specialty — a chance to learn more. But what I like best, even more than the research, is the independence I have.

I live on farm land in Covington, Ohio, about an hour from Dayton. My husband installs flooring as an independent contractor, and we lease a big tract of our land to an Amish farmer. When we bought the property, it included a cinder-block structure, which we converted to a house for my in-laws when they were still alive. Now it has become my office.

What I like best is the independence I have.

To get to my office, I just walk across the driveway.

To get to my office, I just walk across the driveway. Anytime I need a break, I can simply walk outside to enjoy the day. I grab a cup of coffee, a cup of sweet feed and some treats for the chickens, then spend half an hour with our two llamas, getting kisses from Dalai the Llama for a handful of feed. Then I step back into my office, light a candle — unscented, so as not to offend any visitors — change the water on the fresh-cut flowers from the garden and I'm ready to dig into the next case.

I love what I'm doing. At a class reunion recently, a couple of my friends came to me and asked how my legal nurse consulting business was going. I gave a quick update and they were excited for me. One of them said, "Annette, you've figured out what you want to do with your life. You have that glow." "You mean it shows?" I said. "Oh, my gosh, it shows! You've found your thing. This is what you're supposed to be doing." Yes, I already knew it, but getting that verification felt incredible.

*I love what
I'm doing.*

*Getting
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Finding the Smoking Gun as a Certified Legal Nurse Consultant Is the Best Feeling Ever

by Caryn “CJ” Jaffe, RN, CLNC
Maryland

As a child, I had Lyme disease. Then in 2004, I was bitten by another tick. Terrible timing, since I’d just gotten married. My symptoms were across the chart, from severe fatigue to periodic paralysis on one side of my body. My husband couldn’t handle his wife not walking, not being perfect — so he left and we divorced. A couple of years later, I made it to an Iron Man finish line, so I guess the joke’s on him.

Meanwhile, however, my nursing career suffered. An IV therapy nurse walks about seven miles a day, and with Lyme disease I didn’t have the energy. In 2007 I still didn’t know if I’d ever be able to go back to bedside nursing. As a fallback career that I could do from home, becoming a Certified Legal Nurse Consultant seemed like a good fit. If I could only do nursing part-time, I decided legal nurse consulting might be a good addition.

A friend who was a Certified Legal Nurse Consultant told me LegalNurse.com’s CLNC Certification Program was the best. After reading everything I could find, I knew she was right, so I decided to go for it all the way. Every piece of

“A friend who was a Certified Legal Nurse Consultant told me LegalNurse.com’s CLNC® Certification Program was the best.”

the VIP CLNC Certification System has proved beneficial.

After receiving my CLNC Certification, I immediately got a case. It came through a friend who, of all things, took flying-trapeze lessons with me. With the uncertainty of Lyme disease, I've learned to take my fun when and where I can manage it. Her husband was a medical malpractice and personal injury attorney, so I met with him and told him what I did.

"We have a case that I don't think is meritorious," he said, "but we'd like your professional opinion." He was right, the case had no merit, but I made \$500 in 20 minutes. I decided right then that I had made a great decision investing in the Institute's program.

In 4,000 pages, I Found the Tiny Smoking Gun

Then, I got really lucky. An in-house Certified Legal Nurse Consultant for a law firm found me through the NAELNC Directory. The woman who called said, "If you would be interested in working as a testifying expert, send me your resume and fee schedule."

Testifying expert? Again, completely out of my comfort zone, but I remembered from class that I could charge more as a testifying expert, and it sounded interesting, so I decided to go for it. I threw \$225 an hour out there, and they didn't balk. They overnighted the medical records and a retainer check.

Realizing this was the moment I'd been waiting for, I decided, *I'm giving my all to this case. No matter what happens, whether they select me to tes-*

Every piece of the VIP CLNC® Certification System has proved beneficial.

After receiving my CLNC® certification I immediately got a case.

tify or not, I'm going to walk away with my head high because I did it right.

This might sound silly, but I think a nurse should be able to feel important. In my last three or four jobs, I felt I had to cut corners, so I didn't feel I was doing the excellent job I knew I was capable of. As a Certified Legal Nurse Consultant, I don't have to cut corners. My job is to be excellent and to find the smoking gun that no one else can see; the one little thing that makes the difference. Feeling this way is the greatest gift ever.

The case I was hired to consult on involves a six-year-old girl who died after her intestines were perforated by a nasoduodenal tube. Improper insertion, we figured, but the documentation was atrocious. The providers documented numerous times that the child had no pain when she died, but I wondered how that was possible. In trying to figure out the pain management (because the way it was laid out in the record made no sense), I created a table of all the child's vital signs.

That's when I found the one thing that would make all the difference in this case. The smoking gun was right there in front of our eyes, but so small it went unnoticed, on a single page of a 4,000-page medical record. I emailed the attorney, "You're not going to believe what I found. The other side might want to settle after this." He was bowled over. "How did you find that? It makes all the difference in this case." Hearing his praise felt so good.

*A Certified
Legal
Nurse
Consultant
for a law
firm found
me through
the
NACLNC®
Directory.*

*I sent the
law firm
my bill for
this case,
\$4,500. I
received the
check two
weeks later.*

In the Past 6 Weeks, I've Made Twice What I Would Have Made in Bedside Nursing

When I sent the law firm my first bill for this case, \$4,500, I wondered if they were going to flip out. But instead I received the check two weeks later. I was so estatic, I framed it.

Then the Certified Legal Nurse Consultant who had originally contacted me phoned. "The work's just beginning," she said. "My colleague, who is also a CLNC consultant, and the attorney and I are all impressed with your work product."

What a fantastic ride this past couple of months has been. It's proven to me that if I want to be excellent, being a CLNC consultant is where I can be excellent. There will be competition, but not like at the bedside where I felt ostracized for striving to do a good job. As a Certified Legal Nurse Consultant, I contact another CLNC consultant and I get help wherever I need it. This is what the whole nursing profession should be. I've landed in the right place, and I'm as happy as I've ever been.

What amazes me most is the absolute feeling that this is where I should be, this is what I should have been doing for the past seven years. I'm ready to bill another \$10,000 for the work I've done on this case. It's almost overwhelming to think about, but if my CLNC business continues like this, I will easily make over \$150,000 a year.

I'm ready to bill another \$10,000.

It's overwhelming to think about, but I will easily make over \$150,000 a year.



A CLNC Alliance Is Equivalent to Growth Hormones for Legal Nurse Consultant Jobs

by Maura L. Cavanaugh,
RN, CLNC
Pennsylvania

It was in the 1980s when I first saw LegalNurse.com's ad in the nursing publications. Consulting with attorneys on legal nurse consultant jobs sounded interesting. I wanted to do it, and I rarely said "no" to an opportunity. That's the beauty of nursing; you can explore so many avenues.

However, I had four children under the age of four — triplets then another child two and a half years later — and I was working a full-time RN job. I wasn't quite ready for a new commitment.

The idea of legal nurse consulting revisited me when I became ill as a result of a recalled medical device. I dug in and researched the issue of medical malpractice in my own illness and showed my work to the attorney handling my case. He asked, "You've been doing this research all by yourself?" "Yes, I have," I replied. "Did you ever think about working with attorneys for a living?" he asked. While I didn't pursue legal nurse consultant jobs with him that day, those words from the attorney were always in the back of my mind over the next ten years of illness. Then a year ago, everything fell into place as if it were meant to be.

I'm working with six attorneys right now. I did well this year, and next year is going to be even better.))

Because of my illness, I can't maintain a clinical job. I've had 11 abdominal surgeries, and while I'm okay now, this has been the perfect time to reinvent myself.

I picked up a nursing publication and, as luck would have it, the Institute was offering the live CLNC Certification Program in my area. I decided to finally see what this was about and signed up.

A CLNC Alliance Made Going for Legal Nurse Consultant Jobs Easier

The first day, I met four women who would eventually become my BFF support group and my CLNC alliance. The five of us sat together every day, exchanged numbers and made a pact that we would hold each other accountable as we marketed to attorneys for legal nurse consultant jobs. Since the day we left the CLNC Certification Program, we've done exactly that.

We check in with each other. "Hey, what are you going to do today toward taking your action steps? Are you implementing your marketing plan? What's your goal for the week?"

"Oh my gosh, I'm going for a legal nurse consultant job interview. I'm so scared." We were all petrified of that first contact, but we helped each other past it. It's like when you first graduated as a registered nurse. You were scared, but everything fell into place. Thanks to the CLNC Certification Program and the support of my CLNC alliance, everything did fall into place.

Everyone in my CLNC alliance has a different area of expertise which includes pediatrics, intensive care, emergency, cardiac and obstetrics. This wealth of experience that benefits each of us is just a phone call or email away.

Confidence Inspired Me to Market for Legal Nurse Consultant Jobs

I contacted attorneys I knew and offered one free case screening (5 hours of time) for the first legal nurse consultant jobs. One attorney who took me up on a free screening said, “I’d also like to hire you for a different case.”

From there things started picking up even more. I received a frantic phone call from a plaintiff attorney I’d previously marketed to. He wanted to meet the next day because the statute of limitations on his case was running out on Monday. A patient who should have been restrained had fallen and suffered a hip fracture that went undiagnosed.

The attorney wanted to me to focus on specific issues and to see if there was anything to support the plaintiff’s case. He said, “Can you get back to me this afternoon?” “It usually takes me six to eight hours to review a case,” I replied, “but I’ll take a look.” When I called back that afternoon, I asked, “Are there any other records?” He replied, “Yes, there are 5,000 pages of medical records.” “Okay. Could you send them to me? Because I’m not finding what I need,” I told him. Astounded, he asked, “You’re going to read 5,000 pages?” I replied, “You need me to do a legal nurse consultant job. I can’t do it with what I have.” So he copied them, and we met Saturday morning. “You’re really going to go through all of these records?” he asked again. When I said yes, he smiled. “If you don’t find anything, I’ll know you did your best.”

It’s never dull, and attorneys really listen, especially once I show them issues in their cases they never even thought of.

He then requested a comprehensive report, and when I submitted it, he said, 'This is so good I could actually hand it to the opposing counsel and the case would settle.'

Giving up my weekend, I searched through those records with phone support from my CLNC alliance partners. “Did you find anything yet?” “No.” “Well, call if you have any questions.” Finally, I found what I needed. On Monday, as promised, I called the attorney. We met, and I explained what I’d found.

“I asked you to find me one thing,” he said. Then he got up and walked away, and I thought, *Oh, God, what did I do?* When he returned, he said, “Do you realize what you’ve done for this family? When you walked in here on Friday, I honestly thought there was no hope. You taught me something I’ll never forget as long as I’m in practice. The records I gave you had nothing in them, so you asked for the records in their entirety. I asked you for one thing, and you gave me nine things that we never would have found without your help. I can’t wait to call this family.”

He then requested a comprehensive report, and when I submitted it, he said, “This is so good I could actually walk across the street, hand it to the opposing counsel and the case would settle.”

Glowing Feedback from Attorneys Pumped Me Up for My Next Legal Nurse Consultant Jobs

That was my first big case. I kept worrying I wasn’t doing enough or I’d do too much. Fortunately, my CLNC colleagues are just as dedicated to my success as I am. They were on my speed dial and any time I had a question they were there for me. When the attorney said, “When the time comes, I want you

to sit with me during these depositions,” that glowing feedback made me feel fulfilled and empowered to do the next big legal nurse consultant jobs.

Pumped, I threw new energy into the marketing I'd been doing all along and marketed to a large law firm. I'd been pretty nervous going after such a big firm, but what's the worst that can happen? They could say no, but I'd be no worse off than if I hadn't asked. Soon I was screening two long term care cases a week, which has become a regular gig and a nice cushion.

My Legal Nurse Consultant Business Keeps Growing

I'm working with six attorneys right now. I did well in 2015, and 2016 is going to be even better. Every day, even when I'm busy working on cases, I take one action step to grow my business. You have to be willing to commit to that no matter what might come along to throw you off focus.

Because of my illness, I can't maintain a clinical job. I've had 11 abdominal surgeries, and while I'm okay now, this has been the perfect time to reinvent myself. I've maintained my licenses and continuing education over the years, and I've always read my journals, but I was an unfinished woman. By becoming a Certified Legal Nurse Consultant, I feel like I closed the circle. I found my niche.

I love what I do every day. It's never dull, and attorneys really listen, especially once I show them issues in their cases they never even thought of.

So many gifts came from the CLNC Certifica-

What I treasure most are the CLNC® Mentors. It's so empowering to have someone in the know you can check in with.

My legal nurse consulting business grows one case, one attorney at a time, and there's no limit to how far I can go.

tion Program. With any new business, you're out on your own, and in the beginning, you need a lot of reassurance. I still refer back to my *Core Curriculum for Legal Nurse Consulting*® textbook, but what I treasure most are the CLNC Mentors. It's so empowering to have someone in the know you can check in with. "I have this many hours in the case. Am I spending too much time, or am I in the ballpark?" The CLNC Mentor will say, "You're right where you're supposed to be," or they'll give you the guidance you need. That connection in itself is reassurance that you can do any legal nurse consultant job well, the job attorneys are willing to pay for.

Add a CLNC alliance to that support, and how can you possibly fail? My legal nurse consulting business grows one case, one attorney at a time, and there's no limit to how far I can go.

Make More Than a Living, Make a Difference



Rebekah Wagenschutz Reveals How Her Legal Nurse Consultant Business Changed Her Life Within 90 Days

by Rebekah Wagenschutz,
RN, BSN, CLNC
Michigan

I was at the top of the pay scale as an RN, and my husband is a firefighter — not the highest paying profession by far. We were doing okay financially, but sometimes we were living paycheck to paycheck.

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After 20 years in nursing, my career had gone a little stale so I decided to enroll in LegalNurse.com's CLNC Online Certification Program. Nursing is a fabulous profession. Exacting, exhausting and fun, but I no longer felt challenged. I was coasting. I didn't want to coast. I wanted to use my brain and my full potential.

I was at the point where I couldn't see myself doing the same thing for the next 20 years. I would be happier doing work that was more fulfilling, work I could be proud of and feel good about. I was also reading Vickie's book, *Wicked Success Is Inside Every Woman*, and her concept of living a passionate life really hit home. I started asking RNs at work, "Are you passionate about what you do?" Most said, "No. It pays the bills." I wanted to be passionate about my nursing career.

While I was in the process of marketing to attorneys, a surprise came from nearer at hand. Someone within the legal department of the hospital where I work heard that I was a Certified Legal Nurse Consultant. They invited me to apply for a position with them.

Just like that, an unexpected opportunity. Not the direction I intended, to be sure, but maybe this was why I took the CLNC Certification Program. So I applied and was offered a salaried position as a Clinical Risk Consultant. It came with an immediate raise, bumping my annual \$90,000 salary up to \$105,000.

I was excited, but where did the legal nurse consulting business I wanted to develop fit in? While I was still glowing from the job offer, an attorney

*Within
three months
my life
had turned
around.*

*Now I
make my
own hours,
and it works
really well.*

called. He expressed that he had been hospital defense counsel for 20 years and was now working for a plaintiff firm. “I want to gear my practice for specializing in pediatrics and neonatal injuries,” he said. “Since that’s your specialty, I believe we might be a good fit.”

He was right. My primary nursing expertise for the entire 20 years of my career had been in pediatrics. He gave me one case, and before I even started working on it, he called the next day and gave me two more. I used the Institute’s Case Screening Form and followed the report writing process defined in the *Core Curriculum for Legal Nurse Consulting*® textbook. I then met with the attorney in his office to discuss the first case and deliver the report. His immediate response was that for such a high quality work product, I wasn’t charging enough at \$125/hr.

The second case, however, was the one that worried me. It involved a mom with preterm, pre-ruptured membranes that were being monitored, and while hospitalized she ended up losing the baby. Convinced that her baby’s death could have been prevented, she wanted to sue the hospital.

After reviewing the records and the fetal monitor strips, however, I felt the case was not meritorious. Had extraordinary measures been taken and extraordinary monitoring done, could this situation have been prevented? Well, maybe so, but there were no deviations from the standards of care. Appropriate monitoring was done. Yet how I could go to this attorney (who was paying me and expecting me to find something he could work with) and say it was

My first three cases earned extra income of about \$4,500 in one month. I’m kicking debt out the door.)

not meritorious? I was nervous. I had to drum up some extra courage.

“Don’t be afraid to give your opinion,” I remembered from the CLNC Certification Program. “Don’t be wishy-washy. It’s meritorious or it’s not. Just give a firm opinion.” With that in mind, I was able to walk the attorney through the record, pointing out the protocols and policies and showing that the hospital had adhered to standards of care. Satisfied with my opinion, he said, “Okay. I guess there’s not much of a case here.”

Suddenly, everything came together better than I could have expected. Within three months — beginning with an excellent salaried position, then a great response from my first attorney-client, my life had turned around.

For those first two cases, I charged \$125/hr, wanting to make sure I was giving quality for my fee. After telling me it was a great value, the attorney expressed that he was pleased to have found me at a reasonable price because I was going to help him launch the next phase of his career. “I have a lot of cases for you to screen,” he said. “So don’t double your prices yet. Let me win a few first.” For the third case, he requested a longer, detailed report. He also gave me an excellent reference.

Will I feel challenged and gratified by this new work I’m doing? That was my reason for changing nursing specialties, after all. I was also looking for a way to get out of debt.

At the hospital, besides my normal hours, I’d been picking up extra evening hours in the ICU. At

I love the professionalism of what I do now in my legal nurse consulting business. I love to learn, interpret medical records and write reports.

42 years old, I did not want to do that for the next ten years just to pay for my kid's baseball activities. Now I make my own hours, and it works really well. I'm a morning person, so I get up an hour before my normal tasks. My kids, nine and eleven, are still sleeping. They don't even notice. In addition to a salary increase of more than 10%, my first three cases earned extra income of about \$4,500 in one month. I'm kicking debt out the door.

I love the professionalism of what I do now in my legal nurse consulting business. I love wearing a suit, looking like I belong in a professional world and approaching attorneys with confidence. I love to learn, interpret medical records and write reports.

Already I've gained self-assurance in myself, in the knowledge I have as an RN, and I know I can make a difference in the legal maneuverings that take place in the medical world. Being a Certified Legal Nurse Consultant is not only challenging but also an immensely gratifying next phase for my nursing career.

*Being a
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The CLNC® Certification Program wasn't costly at all. Most other new businesses far exceed the start-up cost of becoming a CLNC® consultant.



I Set Myself Free by Becoming a Certified Legal Nurse Consultant

*by Judia Sarich, RN, BSN, CLNC
Texas*

Twenty-six months ago I was a burned-out nurse administrator. After working 80+ hours a week for more than five years, I had reached a point of severe sleep deprivation and I was facing potentially serious health issues. I needed to take action. After seeing LegalNurse.com in every nursing journal, I did.

Becoming a Certified Legal Nurse Consultant was not an overnight decision. I prayed for guidance and God sent the answer, but I wanted to make sure. I spent a year checking it out. I laugh about that now because I later learned that the CLNC® Certification Program wasn't costly at all.

Most other new businesses far exceed the start-up cost of becoming a CLNC consultant, and other businesses don't include the quality training or the ongoing free support by CLNC Mentors.

Fourteen months ago I became a Certified Legal Nurse Consultant. I love what I do now. More important, I am confident my company's current success is built on a solid foundation and is positioned for dramatic future growth. Why? Because I'm using the building tools LegalNurse.com gave me.

I often hear the Institute's advice, "Write down

a detailed vision of your business. Take one action step for your business every day. Use the free support of your CLNC Mentors. Be creative. Make a commitment to your business.” These golden mantras are the cornerstones of my success.

I Carved a Detailed Vision of My CLNC® Future

When I completed the CLNC Certification Program, I was filled with excitement and determination, but I was at risk of losing all momentum that first week. I had a bad upper respiratory infection. I was so miserable I could have chosen to stay in bed heavily medicated.

Instead, the first thing I did — in between coughing, sneezing and wheezing — was take the Institute’s advice: “Write the vision of your company.” I wrote, took my antibiotics, used my inhaler, slept, woke up and wrote some more. Despite feeling awful, I built my future CLNC success, gaining a clear focus on what it would look like. As Antoine de Saint-Exupéry wrote in *The Little Prince*, “A rock pile ceases to be a rock pile the moment a single man contemplates it, bearing within him the image of a cathedral.”

This exercise allowed me to see where I was going. Patterning Michelangelo, I saw the angel in the marble and carved until I set him free. The only difference was that, in writing the vision of my company, I set myself free.

*“In writing
the vision
of my
company,
I set
myself free.”*

*“I take
action on
my business
every day.
The payoffs
have been
great.”*

Not a week goes by that I do not refer to one of the many materials in my VIP CLNC® Certification System. Each one has played a part in my company's success.

Starting Small, I Found Myself Accomplishing Big

The Institute's next cornerstone, "Take one action step for your business every day," became the most important building block of all. This mantra, lodged in my head during the CLNC Certification Program, has carried me through periods when I felt down and worried and through periods when my business was thriving so well I thought I could skip a day. I'm sure the Institute would agree with Zen master Takuan: "This day will not come again. Each minute is worth a priceless gem."

I don't care how big or how small the task is, I take action on my business every day. Some days I talk about my business to someone new, make one new contact call or brainstorm a new marketing strategy. Other days I send a thank you note or reorganize my office for efficiency.

The power of taking daily action for your business is immense. Many days I didn't feel like doing anything, but I went into the office to do that one thing and by the end of the day I was amazed at how much I had accomplished. The payoffs have been great. All those single action steps are the pebbles that have built my business.

Free CLNC® Mentoring and the NACLNC® Association Are My Built-In Support System

Additional building blocks the Institute offers are free CLNC Mentoring, the *NACLNC* network and

the online tools in the *NACLNC* Association. Not a week goes by that I do not refer to one of the many materials in my VIP CLNC Certification System. I have used each of these great resources, and each one has played a part in my company's success.

The Institute's CLNC Mentors are supportive, knowledgeable and helpful in every situation. As a new CLNC consultant making that first client call or setting that first appointment, I found talking to a seasoned CLNC Mentor invaluable. But these are the obvious times I needed them. Many times the CLNC Mentors have surpassed my expectations with great responses to unusual questions.

The Directory of Certified Legal Nurse Consultants is another indispensable resource. I have had the opportunity to present several fellow CLNC peers as testifying expert candidates. I have made a commitment to use only Certified Legal Nurse Consultants as nurse testifying experts.

I Now Have the Energy, Time and Ability to Help Others

The final building block is one of the strongest cornerstones of my business, to be committed to God and give something back to others. I became a nurse because I wanted to make a difference, and I felt I had lost this ability. Now as a CLNC consultant, I have the energy, time and ability to help others. I am more available to my family, my neighbors, my church and my community. I have time to participate in a volunteer organization that helps a local home for the mentally challenged.

“The Institute’s CLNC® Mentors are supportive, knowledgeable and helpful in every situation.”

“How different my life is. I’m busy, but balanced, not chaotic. I am in charge of my life and my business.”

I have attorney-clients in California, Utah, Wyoming and Texas.

How different my life is today. I'm busy and my days are full, but balanced, not chaotic. I am in charge of my life and my business. My work environment is healthy. There's no traffic to fight, no unproductive meetings to attend. I love my home office work space and using technology to reach out to clients across the nation. I have attorney-clients in California, Utah, Wyoming and Texas.

I have found balance and fulfillment in my life again. Thanks to LegalNurse.com, the visionary pioneer whose fearless leadership and willingness to share have made such an impact on me and thousands of other nurses, I am a successful Certified Legal Nurse Consultant. I'm proud to be a CLNC consultant. As the Institute says, "We Are Nurses and We Can Do Anything!®"

Just 2 Months After I Became a Certified Legal Nurse Consultant I Landed My First Big Client

by *Melanie V. Paquette*, RN, BSN, CLNC
Texas

For the first two months, nothing was happening. What was I doing wrong? My husband said, “Give it a chance, Melanie. Let me help.”

He began calling the attorneys I had sent postcards to, and he got results. He booked me for presentations at law firms where I discovered that face-to-face interaction is my strong suit. Once an attorney agrees to a presentation, and I show what I can do, closing the sale is a given.

My first big attorney-client, however, came by way of a referral from my insurance agent. My agent’s neighbor is an attorney who referred his medical malpractice and personal injury cases to another attorney. That’s when I found out how useful it is to know people who know people who know people. He passed my name along, and I got a call.

“What can you do for us?” the attorney asked. Boy, did I answer that question. Amazingly, their firm hadn’t used legal nurse consultants. Their paralegal was pulling her hair out, unable to provide what they needed. In closing I asked, “When may I come to your office and show you what I can do?”

“Our business has grown so fast. We make \$5,000-\$6,000 per month and have already replaced my husband’s salary.”

“This single attorney-client can keep me busy full time.”

I wow them with the CLNC® services I can provide to help them win cases and they treat me as a professional.

The Work Started Flowing and We Replaced My Husband's Salary

I handle all of that attorney-client's cases, including medical malpractice, personal injury and workers' comp. This single attorney-client can keep me busy full time, but my goal is to grow big enough to hire CLNC® subcontractors. We're almost there. We have four attorney-clients now, and the work keeps flowing.

I say "we" now because my husband left his job and came to work for me full time as an office manager. That was one of the smartest moves I made. A disabled veteran, he's able to take care of our children and still help with our marketing. He also answers the phone, which means an attorney gets a live voice, not an answering machine.

Being responsive is one important reason our business has grown so fast. We make \$5,000-\$6,000 per month and have already replaced my husband's salary.

I Like Educating Attorneys — Once They Know You, They Need You

The most amazing thing happens when I give a presentation at a law firm: attorneys pay attention. I wow them with the CLNC services I can provide to help them win cases and they treat me as a professional. I use their feedback to refine my presentation for the next time I deliver it.

After attorneys learn what a CLNC consultant can do for them, they see the value. Later, when I

actually work with them, they begin to rely on me in more and more areas, on more and more cases. Just recently, our biggest attorney-client emailed us to say we had become their best friends and they cannot function without us.

One thing I learned from the Institute is to hold my ground on nonmeritorious cases. That principle is working for me. After I review a case, my client will ask, “Melanie, what’s your recommendation? What do I do with this?”

If the case has merit, fine. I lay it out. But I sometimes have to say, “I understand that something bad happened, and your client is upset about it, but I don’t see merit here.” In the long run, the attorney saves money by not pursuing cases he can’t win.

My attorney-clients listen to me and respect my judgment. That makes me feel that my nursing experience and knowledge are making a difference.

While taking my CLNC training, I came up with the slogan we use in our marketing: We make you look best. My attorney-clients love it.

I Enjoy What I Do Every Day

Being a nurse is important to me, and my CLNC business makes me happy in many ways I never expected. I enjoy my attorney-client relationships. I enjoy feeling that I’m still helping people, even though it isn’t at the bedside.

On every case, I learn something new, which I can then use on future cases. That’s exciting. While I’m teaching my attorney-clients about medical

“Our biggest attorney-client emailed to say we had become their best friends and they cannot function without us.”

“I feel very lucky to have been trained by the Institute. They’re amazing.”

Being a nurse is important to me, and my CLNC® business makes me happy in many ways I never expected.

records and the healthcare side of a situation, they're handling the legal side and I'm learning from them, too. Together, we make a brilliant team. I help identify issues that will help them look good in the courtroom and win the cases that deserve to be won.

I also enjoy knowing that my children are not spending time at daycare. I used to feel guilty about leaving them, but now they're getting the best care at home with their father. My CLNC business has positively impacted our entire family.

After serving his country in Iraq, my husband came home with limitations that make it hard for him to work outside the home. I created a job for him, and he's a valuable asset to my CLNC business. No one could do a better job running the office, and I love working with him. This could never have happened if I'd stayed full time at the hospital. I'm proud that ours is a family business, that we can grow it together.

Recently, I've begun traveling for my attorney-clients, which is another exciting aspect of what I do. On one case, the attorney requested that I meet with his client who needed to be assessed for a life care plan. When I asked the attorney if he wanted me to find someone local to assess his client in order to save on travel cost, he insisted that I go myself because of the quality of my work. I was flattered. My office manager husband made all the travel arrangements for me to fly in early one morning and come back the same day. This was a wonderful experience! I had never had a frequent flyer card before now. I feel professional!

We Keep Marketing Smart to Attract New Attorney-Clients Like the Institute Taught Us

One day we drove past a billboard for a law firm that specializes in personal injury cases. I told my husband, “We should call on them.” He called and booked me for a presentation.

That’s the sort of marketing that gets big results at low cost. This month we’ll be mailing out and following up on a hundred postcards, which is also low cost.

We offer a discount on the first case. Attorneys are like anybody else when it comes to saving money, they expect to get value for their dollars. The discount encourages them to take a chance, and it costs us nothing until a prospect actually hires us. We do a great job, the client is impressed and hires us again at our full rate. Marketing can be effective without draining your bank account — the Institute taught me that too.

LegalNurse.com Made It All Possible

I feel very lucky to have been trained by the Institute. They’re amazing. It has been a year now since my CLNC Certification. A very happy year. I think back to those first two months, when I doubted myself, and I have to laugh. My life has changed in so many wonderful ways since I became a Certified Legal Nurse Consultant.

My life has changed in so many wonderful ways since I became a Certified Legal Nurse Consultant.

The NACLNC® Apprenticeship put it all together and showed me how to market, interview with attorneys and write actual case reports. Within two months, I had my first case.

Success and Time with My Children Are Possible as a Certified Legal Nurse Consultant

by *Arnita Christie*, RN, BSN, MS, CLNC
Connecticut

I transitioned from bedside clinical nursing into sales with the last eight years in pharmaceutical sales. But I always wanted to be independent and own my own business, while being able to spend more time with my children. I'd seen LegalNurse.com's advertisements in the nursing journals for many years, and I believed the CLNC® Certification Program would give me the chance to achieve my goal of owning my own business. I wanted to learn from the pioneer so I would be totally comfortable with the attorneys' language and my responsibilities as a CLNC consultant.

I enrolled in the CLNC Certification Program and the *NACLNC*® Apprenticeship. I received a great deal of information, and the *NACLNC* Apprenticeship put it all together and showed me how to market, interview with attorneys and write actual case reports. Receiving hands-on experience helped tremendously in activating my 90-day marketing plan. Within two months, I had my first case, a workers' compensation case.

With the CLNC Marketing Templates I Was Ready to Get Started on Day One

What helped me succeed was really listening

to the Institute's advice about developing a plan, writing down goals and taking an action step every day. I also prayed a lot.

When I completed the CLNC Certification Program, I looked at my 90-day marketing plan and said, "I need to do something every day." First, I sent out more than 150 emails to everyone I knew. I explained that I was a Certified Legal Nurse Consultant and asked for attorney referrals. I received numerous responses, and I began working on those referrals.

My CLNC Marketing Template materials were right there for me so I was able to begin marketing immediately. Not having to create and design my promotional package saved me many hours and thousands of dollars.

Next, I went online and researched the various attorney referrals I'd received. Then I did what the Institute taught me: I practiced in front of a mirror, I practiced in front of my kids and in front of my husband. I picked up that phone and I called the attorneys to request an interview. I ended up with a couple of phone conversations and four attorney appointments.

The CLNC® Mentors Guide Me Every Step of the Way

With my CLNC training and my nursing experience, I'm able to review and analyze a medical chart, and provide my attorney-clients not only with information about what's in the chart, but also with information about what's missing that they might not notice. I absolutely recommend

I did what the Institute taught me and ended up with four attorney appointments.

They have coached me on every aspect of my cases. Having the CLNC® Mentoring I received as a VIP is priceless.

the CLNC Certification Program to anyone even thinking about reviewing medical cases or working with attorneys. This program is designed specifically for us. You have to be a nurse to appreciate that. LegalNurse.com's education and the CLNC Mentoring Program made launching my CLNC business achievable for me.

Attorneys speak a different language than nurses. So I wanted a support system, and the Institute's program provides me with that. I use the CLNC Mentors in all parts of my business, from my television interview to my first case, to any new hurdles. The CLNC Mentors gave me suggestions about what to review before the TV interview and they have coached me on every aspect of my cases. I haven't taken a step without them. Having the CLNC Mentoring I receive as a VIP is priceless.

My next step will be offering my services as a speaker to the state bar association. I plan to inform the attorneys about new trends affecting their cases from the medical perspective and the resulting pitfalls their clients may face. This will give me a platform for describing my CLNC services and showing how I can assist on their legal teams in dealing with these issues.

I Can Advocate for Patients and My Children at a New Level

One of the best things about my CLNC business is helping. Even as a little girl, I wanted to help people. My mom said that if I saw a tattered doll, I'd try to fix it or put a Band-Aid® on it. That

helping spirit is inside me. Now, I help people in a different way. As a bedside nurse, you're a patient advocate. As a CLNC consultant, I'm able to support my attorney-clients while upholding the standards of care for nursing.

The best personal benefit of becoming a CLNC consultant has been finding balance in my life. I'm the proud mother of two small children, and it is important to me to be active in their education and after-school programs. Working 50 to 60 hours a week, whether in nursing or in pharmaceutical sales, did not allow me to do that. When you have children, balance is essential — not just working all the time — because you cannot get back the years of their youth. Today, I'm a full-time Certified Legal Nurse Consultant, and I'm able to participate in my children's lives. That's what having my own CLNC business has provided me. Just as important as being there for my family, I can also help pay the mortgage.

Thank you for everything.

Today, I'm a full-time Certified Legal Nurse Consultant, and I'm able to participate in my children's lives. Just as important as being there for my family, I can also help pay the mortgage.

“On one huge case I earned more than \$10,000. I made a total of \$25,000 in the next three months, and I was in business from then on.”

You’ll Know It When You Find It — And I Found It as a Certified Legal Nurse Consultant!

by *Suzi Sharp*, RN, BSN, CLNC
Washington

I’ve been in nursing for 37 years, so I’ve done a zillion things — medical-surgical, pediatrics, OB/GYN, geriatrics, orthopedics, family practice, home health, hospice care, intravenous therapy and emergency care. I’ve lived and worked on an Indian reservation and even spent a month in Afghanistan. I took early retirement, but after about a year I was ready to *do* something. Retirement stinks! I considered nursing jobs, but I didn’t want to do that anymore. Plus, I didn’t want to work for peanuts, and the stock market slump had eaten a large portion of my retirement nest egg. I wanted to do something I loved that would pay me what I’m worth.

One day, I told my eldest son, the artist, that I didn’t know what to do with myself. He said, “Mom, don’t worry about it. Just lay back. It’ll come to you and you’ll know it when it comes.”

LegalNurse.com’s CLNC® Certification Program Cured My Retirement Blues

About that time I saw a colorful ad in a nursing publication. That’s when I learned about LegalNurse.com’s CLNC Certification Program.

I didn’t know much about legal nurse consulting, although I had been deposed and testified as a

witness a few times. My main connection with the law was my father. I grew up in a courtroom because my dad was an attorney, and he often took me with him. There wasn't anything better than going to court and watching him in action.

The Institute's ad about becoming a Certified Legal Nurse Consultant fascinated me. I requested information and I checked out the Institute's website, all the while thinking, "This sounds too good to be true. What's the catch?" I talked to my other son, the practical stock broker, who said, "What do you have to lose?"

I still had some money stashed away so I registered for the CLNC Certification Program. I loved the great professional training and I was so glad I did it. I was really excited when I learned I had become certified, because the CLNC Exam was tough.

A month after completing the CLNC Certification Program, I produced a business plan, had a logo designed and business cards printed. I developed an attractive website and started advertising in a local attorney newspaper. I began marketing by calling attorneys, sending out information packets and following up on leads.

About that time, I was invited to go to Afghanistan for a month to help with medical services. I was thrilled and began preparing to leave the country.

Three Cases Started My Success Snowball Rolling

A week before my departure, two attorneys

I took early retirement, but I wanted to do something I loved that would pay me what I'm worth.

called and wanted to hire me for their cases. Two days later a third attorney called. Fortunately, all of them (three attorneys in three different cities) agreed to wait for me to return from Afghanistan.

When I got back home, I started my CLNC career in earnest with these three cases. One was a huge case for which I eventually reviewed more than a thousand pages of records and earned more than \$10,000. I made a total of \$25,000 in the next three months, and I was in business from then on.

Other attorneys are now discovering that I offer a valuable professional service. They know I'm thorough, reliable and trustworthy and I take my work seriously. The CLNC Certification Program has really paid off. My legal nurse consulting practice continues to grow.

My Nursing Know-How Makes a Big Difference in My CLNC® Cases

As a Certified Legal Nurse Consultant, you can generate work for yourself once you learn the medical circumstances of a case. For example, one of my attorney-clients represented a young Native American woman who lived on a reservation and whose medical situation was being judged unfairly. I looked more closely into her records and pointed out some medical issues the attorney hadn't considered. He told me to find an expert witness to testify to the special circumstances of the case. By following my nursing instincts and asking pertinent questions, I shed a whole new light on the case and

A CLNC® consultant can make a big difference in a case. By citing medical aspects the attorneys hadn't noticed, I have just about handed them what they needed to win several cases.

generated more business for myself. Most important, I pointed out extenuating medical conditions that warranted a larger financial settlement for the young woman.

A CLNC consultant can make a big difference in a case. By citing medical aspects the attorneys hadn't noticed, I have just about handed them what they needed to win several cases.

For example, I worked for the defense on a major case involving a man's alleged sexual abuse of his daughter. The now-adult woman supposedly had childhood memories of the abuse. After poring over the records for 2½ months, seven days a week and most evenings, and reviewing about 1,000 pages of charts, I discovered she was a prescription drug addict and had told different stories about the alleged assaults to different counselors. In addition to my comprehensive report, I wrote a three-page summary of my findings. When my attorney-client read the summary, he asked, "Can you back up everything you've reported?" I said, "Of course." He exclaimed, "Holy cow! We've just won this case!" As a CLNC consultant, sometimes you do more than provide direction on the case with your nursing experience — sometimes you have major impact on the outcome.

I feel so good about what I do. I just love it. The cases are so much fun, so interesting and so challenging, I don't notice the clock. I can work at my own pace and there's no mandatory overtime.

I feel so good about what I do. I just love it. The cases are so much fun, so interesting and so challenging, I don't notice the clock. I can work at my own pace and there's no mandatory overtime.

The CLNC® Training Put Me on an Equal Footing with Attorneys

When I was getting ready to retire, I thought, “What a waste not to use the nursing knowledge and experience I’ve gained during the past 35 years.” Now, I not only get to use my knowledge, but I can also increase it. When people ask what a Certified Legal Nurse Consultant does, I usually tell them, “Certified Legal Nurse Consultants get to sleuth through medical charts. It’s like being a detective.”

LegalNurse.com gives us the training and insight to deal with attorneys on an equal footing. They tell us repeatedly, “You will know how to do the job.” And they’re right. At first I felt lost, but then I remembered what the Institute says: “Attorneys may be the masters of the law, but as a CLNC consultant, you’re the master of the medical chart.” As I followed their lead, I not only got the job done, but I also built a lot of self-confidence. I now know how necessary we as Certified Legal Nurse Consultants are and how good we can be for a case.

Soon I’m meeting with a firm that has 40 personal injury attorneys. I’m going to walk in that door thinking, “Just give me a case and I’ll show you what I can do.”

I have tremendous admiration, respect and gratitude for the Institute. They are so genuine and passionate about helping nurses become CLNC successes, and their enthusiasm motivates and inspires others. I also like the Institute’s CLNC Mentoring Program. The CLNC Mentors always increase my

LegalNurse.com gives us the training to deal with attorneys on an equal footing. The Institute says: ‘Attorneys may be the masters of the law, but you’re the master of the medical chart.’

knowledge. I just wish I had discovered the CLNC Certification Program sooner.

My son told me I'd know what to do with myself when I found it, and he was right. I've found myself as a CLNC consultant, and I can do this until I'm 92!

*The CLNC®
Certification
Program
has really
paid off.*

One Phone Call Mushroomed into My Full-Time CLNC® Business

by Susan Porter, RNC, BS, CLNC
South Carolina

Thanks to the CLNC® Certification Program, I knew exactly what to say so when the attorney asked what my fees were — I said ‘\$150 an hour.’ She said, ‘That’s perfect.’

I have 33 years of nursing experience in several different fields. A few years ago my husband saw an advertisement for LegalNurse.com in one of the nursing magazines and said I’d be good at legal nurse consulting.

We had recently adopted a special needs infant and it was three years before I could feel comfortable being away from home. Then I enrolled in the CLNC® Certification Program and became a Certified Legal Nurse Consultant.

Thanks to LegalNurse.com I Knew Exactly What to Say When the First Attorney Called

My husband, who’s always my motivating factor, started sending out promotional materials to attorneys. He said, “You need to start answering your phone with Susan Porter and Associates.”

One week after my letters and brochures went out, I was taking my daughter to school when my phone rang. I answered “Susan Porter and Associates.” The voice on the other end said, “This is Mary Sue. I’m an attorney. I received your information packet and I have a home health case that I think you’d be perfect for.”

I had to pull over to the side of the road and take a deep breath — she was actually interviewing me on the phone. Thanks to the CLNC Certification Program, I knew exactly what to say so when the attorney asked what my fees were — I said, “\$150 an hour.” She said, “That’s perfect.” We set up a meeting the following week, and in the meantime, she sent me the records to review.

When I went to her office, I learned that this was the largest defense firm in my hometown in South Carolina. The firm has five partners and 14 attorneys. I left with two more cases from their office, and another attorney from the firm soon called me on a new case.

After my first case, I cut back to one day every two weeks at the hospital. In just months my CLNC business mushroomed. A defense attorney who switched to plaintiff work asked me to continue reviewing his cases.

In one of the cases, the hospital involved was sold. A different law firm took over their case and asked me to send my final bill. I thought the case was dead for me, but the attorney who picked it up called from North Carolina and asked if he could meet with me. We met, and he asked me to continue reviewing the case, which settled two days before going to court. He also referred me to a colleague in North Carolina.

I just got another referral from an attorney in the original law firm whom I hadn’t even met.

After my first case, I cut back to one day every two weeks at the hospital. In just months my CLNC® business mushroomed.

It only took my first two cases to pay for the VIP CLNC® Certification System.

I Paid for My VIP CLNC® Certification System in Two Cases

I don't know how anybody could be a legal nurse consultant without taking the CLNC® Certification Program. Without it I would not have known what to do or where to begin.

My CLNC business was mushrooming and I was exhilarated. It only took my first two cases to pay for the VIP CLNC Certification System.

I don't know how anybody could be a legal nurse consultant without taking the CLNC® Certification Program. Without it I would not have known what to do or where to begin. I still review the *Core Curriculum for Legal Nurse Consulting®* textbook with every case.

The CLNC Mentors are invaluable. I had so many things to ask and I wanted to make sure I was on the right track. The CLNC Mentors are always there to help, and every question is handled professionally.

I also completed the *NACLNC®* Apprenticeship, where I learned to apply the principles in the CLNC Certification Program and the *Core Curriculum*. The Apprenticeship gave me the skills to think on my feet with attorneys.

Staying Visible to the Attorneys Keeps Me Successful

From the time I received that first phone call, I made a point of being visible to the attorneys, like the Institute taught us. Even when they gave me the job over the phone I still went in, introduced myself and made face-to-face contact. I've met all the attorneys I've worked with and know their assistants by name. When I offered to send my CV to the attorney on my latest case, he said, "That's okay. If you're good enough for Mary Sue, that's all

I need.” But I’ll still go by and introduce myself so he’ll know who he’s working with.

Consistent marketing means better visibility. Because I market myself consistently, I know exactly what’s in the presentation packet I send to each attorney. Even when I talk to an attorney on the phone, I can visualize what’s in front of him and I can discuss my CLNC services effectively.

I also stay visible by following up after I start my review. I call to let the attorney know what I’ve accomplished. That way, if there’s some time between contacts, she knows I’m still out there working on the case.

The CLNC Certification Program taught me that staying visible often presents unexpected marketing opportunities. So, as the Institute teaches, I took some time out of my schedule to go to the courthouse to watch a malpractice case one of my defense attorney-clients was trying. During the lunch break the plaintiff attorney approached me and asked why I was there. I explained what I did, and he said, “I could have used your services on this case,” which he eventually lost. I gave him my card and offered to help on his next case. Every situation is an opportunity to market and courthouses are where the attorneys are.

As a Certified Legal Nurse Consultant I Set My Own Hours and Work at My Own Pace

My favorite part of being a Certified Legal Nurse Consultant is reviewing the chart and determining

Working as a Certified Legal Nurse Consultant is fascinating and exciting. I also feel like I’m making a difference.

The CLNC® Certification Program is presented in a way that you never lose interest.

When you have completed the program, you're ready to get started.

if the standards of care have been adhered to. The Institute's training and my years of experience as a nurse give me the confidence to know I'm doing the job right. Working as a Certified Legal Nurse Consultant is fascinating and exciting. I also feel like I'm making a difference by determining whether the case has merit and by educating the attorney about the medical issues of the case so he can present it to the jury in a way they can understand.

I like the independence of setting my own hours and working at my own pace. Often I'm working after my children go to sleep at night and after I take them to school during the day. This flexibility allows me to accomplish everything I need to do.

The Institute's teaching style is very entertaining and motivating, yet easy to understand. The CLNC Certification Program is presented in a way that you never lose interest. When you have completed the program, you're ready to get started. They make you believe you can do it because you're a nurse. And they're right when they say, "We Are Nurses and We can Do Anything!®"



How I Earn Six Figures as a Certified Legal Nurse Consultant

by *Kris Wilder*, RN, BSN, CLNC
Connecticut

I had no idea the industry of legal nurse consulting existed, yet I was interested in the legal world even before I became a nurse. One day eight years into my career, I was talking to a coworker. “I love nursing,” I told her, “but the legal aspects of what we do intrigues me too. I wish I could find a way to do both.”

She immediately pulled up LegalNurse.com’s website, LegalNurse.com. “Why don’t you do this?” I read it, slept on it and a week later I was studying the CLNC Certification Program.

I met a number of Certified Legal Nurse Consultants who were quite successful. What I learned from this eclectic group was success is not going to fall in your lap: “You have to work for it. If you do what the Institute teaches, it definitely comes together.”

Two Career Choices (Nursing and Legal) Melded in a Way I Never Dreamed Possible

As a nurse, I understand medical records. It’s easy to tell what’s legit, what’s not, what is the standard of care and what’s not so common. As a Certified Legal Nurse Consultant, it’s extremely interesting to

“I followed the CLNC® Certification Program process. Less than two years after becoming a CLNC® consultant, my income with bonus is more than six figures.”

“I absolutely love what I do. Every day, I wake up excited to go to work.”

The entire experience has been phenomenal. I have autonomy, which I love, and flexible work hours. I can work from home if I wish.

see the legal view and how the two fields merge and interact.

After being certified my big challenge was finding my place. I wanted to work as an in-house CLNC consultant. I saw an ad for a corporate nurse consultant that sounded interesting, so I applied. The company interviewed nurses for three full days, some with far more experience than I had. My specialties were emergency, urgent care and case management, which included a supervisory position. I had my master's degree, but so did many other RNs. On the negative side, I had no experience in workers' compensation, which was a key qualification. On the positive side, I was a Certified Legal Nurse Consultant.

"The deciding factor," my new director told me later, "was your certification as a legal nurse consultant. Not one of the other applicants had it."

Every Day Brings a New Case and a Fascinating New Experience

Being the manager for workers' compensation might not sound sexy, but it's my dream job. And I could not have landed it without my CLNC Certification. The corporation manufactures and supplies paints, coatings, optical products, specialty materials, glass and fiber glass. It has seven divisions with plants, distribution centers and retail stores around the world.

I'm in charge of the architectural coatings division and responsible for about 8,000 employees in the U.S. and Puerto Rico. I manage all of the work-

ers' comp and short-term disability claims as well as the return-to-work process.

Today I had a motor vehicle accident to review and also a knee injury case from a slip and fall. All of the workplace injuries occurring in my division come to my desk, from minor lacerations, shoulder strains and knee injuries to catastrophic traumas. I work to make sure each claim is a valid workers' comp claim. I interact closely with the adjuster and our third-party administrator to gather information and records. Then I review past history and prior medical records for any pre-existing conditions that have contributed to this injury. I also work with physicians to expedite the return to work, or where indicated, to lift some of the restrictions that they have placed on the employee.

One challenging case involves an alleged back injury resulting from assembling a display. The instructions clearly stated that assembling the display is a two-person job, yet the worker did the assembly by himself. He didn't follow protocol or procedure and wasn't even wearing appropriate shoes. The incident report was not filed in a timely manner, nor did the employee follow my direction to seek care. The employee says his claim is work related, but my assessment is that it probably isn't. The employee's actions appear a bit suspicious, and he has become nonresponsive to human resources. Now I'm working with our attorneys because the worker will probably seek legal counsel.

'The deciding factor,' my new director told me later, 'was your certification as a legal nurse consultant. Not one of the other applicants had it.'

Investigating the Workers' Compensation Cases Is the Best Part of My Legal Nurse Consulting Job

Going through his chart, I made sure our chronological times were accurate. It's been fascinating working this case from beginning to end. From my point of view, it's a lot of investigating, and investigation is fun.

Career has always been a major focus for my life. When I was an RN, whatever my position at the time, I was always searching for what else was out there. I wanted something more. Now, as a Certified Legal Nurse Consultant, I use my skills in an atypical way. I don't work for attorneys, although I interact with them.

This job already feels like it's exactly the right fit. I'm completely at ease interacting with attorneys on the issues of a case. I save my company money and protect them from wrongful claims, but I also support our employees, making sure they get the proper care and consideration, both medical and legal. It's a rewarding and unique way to use both my nursing and legal training. I consider this my "final resting place." I'll be here for life.

The entire experience has been phenomenal. I have autonomy, which I love, and flexible work hours that start any time between 7:00am and 9:00am and finish accordingly. Also, I can work from home if I wish. The best part, though, is the investigation.

I love digging into a chart to determine whether the claim is legitimate or not and I assess how best

Being the manager for workers' compensation is my dream job. And I could not have landed it without my CLNC® Certification.

to manage the medical care. Am I defending an employee with a valid claim or protecting the company from a fraudulent one?

I Wouldn't Have this Phenomenal Opportunity Without LegalNurse.com's CLNC Training

It's pretty neat how it all has worked out. Most Certified Legal Nurse Consultants go the entrepreneurial route, which I didn't want to do. In every other way, however, I followed the CLNC Certification Program's process.

The Institute teaches to do something for your CLNC business every day. Literally, I did that, whether it was looking online for a job, making an outreach call, touching base or selecting a new business outfit, I did something every day.

Less than two years after becoming certified as a CLNC consultant, my income with bonus is six figures. And I absolutely love what I do as a Certified Legal Nurse Consultant. Every day, I wake up excited to go to work.

*I'm
completely
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on the issues
of a case.)*

In addition to working with attorneys in the U.S., I am also a consultant for an international medical device company.



International Client Affords This Certified Legal Nurse Consultant Worlds of Opportunities

by Jane Hurst, RN, CLNC
Ohio

Eight years ago, I branched out — way out — in my legal nurse consulting business. I landed an international client, adding a new and different service to my CLNC business. In addition to working with attorneys and insurance clients in the U.S., I am also a consultant for an international medical device company.

I received an email from a woman who got my name and contact information through a “friend of a friend” who knew that I was a Certified Legal Nurse Consultant.

She went on to say that she was with an international medical device company. They were interested in introducing their device to the U.S., but had a lot of questions. She said they (the medical device company) hoped I would help them by answering their questions about U.S. healthcare, medical devices and liability. I remember looking at their long list of medical-legal questions and thinking there was no way I was going to give away my knowledge for free! I responded to the email by saying that I felt that the company could use my legal nurse consulting services. I did not expect to

hear back and was surprised when the next day I got an email from them asking me to submit a proposal. I sent a proposal and in a few days I received a reply from the CEO saying he wanted to hire me!

When asked what I do for this medical device company, I am unable to give a short answer because my role is constantly changing and evolving as their needs arise. You won't believe all the wonderful opportunities this has brought me, and the possibilities of additional involvement are unlimited.

In the beginning, I didn't have a clear roadmap of what I would be doing, or how I would use my expertise as a Certified Legal Nurse Consultant. Even to this day, it remains a process of injecting my CLNC skills and services into the various needs of the company. Flexibility is the key to keeping any attorney-client happy, and consulting with this medical device corporation is no different.

The device manufactured by my client is a perfect fit for my legal nurse consulting expertise because it is a protective device used to prevent a potentially catastrophic event in the clinical area. There have been multimillion-dollar lawsuits related to incidents when this device was not used.

My first goal as a Certified Legal Nurse Consultant was to educate the international company about our U.S. healthcare system. The company was unfamiliar with our complex use of multiple insurance carriers, as well as how those carriers often influence patient care. Their healthcare system is completely different from ours. It was criti-

Flexibility is the key to keeping any attorney-client happy, and consulting with this medical device corporation is no different.

I love being a Certified Legal Nurse Consultant. The opportunities are endless. I direct my own future.

cal that they understood our process and how their device could fit in. They were also unfamiliar with how the U.S. legal system is integrated into healthcare. Initially, much of my CLNC role involved learning about their unique device, how it would be used and providing insight into the safe use of the product. The world of medical devices was foreign to me, so I had to educate myself.

This work has given me the opportunity to interface with many of the leaders in U.S. patient safety. I am involved in making sure that the medical device is used safely according to the most effective safety initiatives. Based on my interaction with the national authorities on patient safety and their input, I helped develop the training materials for the device including a train-the-trainer and video training.

Not all of my CLNC consulting work is behind the scenes. Another CLNC service I provide is speaking with customers about the potential of the catastrophic event and how the device can protect both patients and facilities. I travel across the country to the facilities that already use the device and assist with user problems. It is essential for the device company, patients and healthcare corporations that the device is always used properly. I love being able to work directly with the healthcare providers who actually use the device.

I was thrilled to be asked to serve as a panel member at a meeting in Europe where discussions focused on patient safety and examined changes that would improve the device's function. This resulted in my involvement in the development of the next

generation of the device.

Something else I do is write articles on patient safety related to use of the device. Some articles are written for the patient, while others are written exclusively for medical professionals and highlight the potential deviations from the standard of care. A role I'm most proud of is as a company representative on nursing panels formed to develop recommended national association policies and procedures related to a potentially fatal complication. I have also been hired as a testifying expert in lawsuits.

This is why I love being a Certified Legal Nurse Consultant. The opportunities are endless. I direct my own future, and I am certainly not alone. Many of my CLNC friends also work outside the traditional CLNC roles. We all agree that when working with companies that don't normally use Certified Legal Nurse Consultants, you should always brainstorm ways to expand and adapt your CLNC services. If any Certified Legal Nurse Consultant has ideas on how they can use their skills for a company, or even an industry, I say go for it! You have nothing to lose and everything to gain.

“Many of my CLNC® friends also work outside the traditional CLNC® roles.”

“I say go for it! You have nothing to lose and everything to gain.”

LegalNurse.com's standards are extremely high, and I liked that.



In Just 3 Months as a Certified Legal Nurse Consultant I Feel Empowered

*by Angelina Porter, RN, BSN, CLNC
Colorado*

In June of 2014, I began a diligent search for entrepreneurial nursing opportunities. I've always enjoyed working for myself. Before nursing, I worked as a veterinary technician and then in pharmaceutical research. After ten years as a registered nurse, I was looking for an opportunity to work from home and build a business.

When I found LegalNurse.com and the quality of support and everything the Institute brought together to build a business, it made sense to me. LegalNurse.com's standards are extremely high, and I liked that. I'd seen other legal nurse consulting programs, but they weren't the caliber I believed attorneys would want to work with. My husband and I agreed that I should go for it, so I completed the CLNC Certification Program and achieved my CLNC Certification.

My Financial Requirements Were High

When I decided to become a Certified Legal Nurse Consultant I was a hospice and private care nurse at a relatively high level, so my CLNC business had to measure up to good revenue fairly quickly. I investigated opportunities to exhibit at

legal conferences. I planned to get in front of as many attorneys as possible. I found a legal conference in my area, paid for the exhibit space and recruited a couple of Certified Legal Nurse Consultants to go in on it with me.

We followed the Institute's advice to the letter — giveaways, chocolates, liquor and free case screenings. We stood at the booth, never sitting down. We smiled at everyone. At the end of the second day, an attorney we'd seen earlier stopped by our booth. "Wow," he said, "you ladies are still standing." We looked at each other thinking, hey, we are. A lot of folks weren't, and having the attorney notice was validating.

For me, offering free screenings were another way to overcome the obstacle of getting started. With every attorney interaction, I used the script we were taught. I encouraged them to talk about themselves, "Tell me about the hot case you're working on." Then I offered to screen it for free. It worked.

In pharmaceutical research, I recruited doctors, nurses, scientists and analysts. Then as an admissions nurse, I had grown a population for a large hospice in the Phoenix area, turning 12 referrals per month into 48 referrals per month.

I brought those marketing skills forward, and I also listened to the Institute's advice to ensure that the attorney is the one who is talking. That advice worked. Smiling, I'd say hi, then ask them about themselves until it was time for the magic close. "How about I take a look at that case for you?"

I keep falling back on what the Institute teaches: I'm a nurse, I can translate that record to the attorney just as I would for a patient.

As a
 Certified
 Legal Nurse
 Consultant,
 I'm using
 the skills
 I already
 have and
 applying
 them in a
 new way.

Following Up Is the Key to Getting the Case

The legal conference was a Thursday-Friday event, and I had to work my nursing job that weekend. On Monday, I emailed some of the attorneys I'd met a sample letter agreement and a note that my consulting fees were \$150/hr.

Three attorneys returned the signed letter agreements. One attorney returned it that same day and also referred me to his partner. The partner returned the signed agreement and sent me 50 pages of a medical record. The third attorney who returned the letter said, "I anticipate needing a report. Let's talk on such-such day."

It all happened so quickly, all by email, after my follow up. Exhibiting literally launched everything because I put myself in front of attorneys.

Yesterday, after receiving a few checks, I opened my business account. I expect two more cases this week. An attorney who was referred to me has paid me for two case screenings and has given me excellent feedback, saying he plans to continue to use my CLNC services.

Doing What the Institute Teaches Pays Off

When I have questions, I go to the *National Alliance of Certified Legal Nurse Consultants (NACLNC®)* membership resources and I also read the Legal Nurse Consultant Blog. The resources and videos not only have the answers I need, they give me a boost.

A big part of making success happen, is doing the work. I keep falling back on what the Institute

teaches: I'm a nurse, I know nursing and I'm not trying to be anything else. The Institute's quote sits on my desk as a reminder, "Communicate what you believe is true about the record." I may not know all the legal jargon — I may not say everything right the first time, but I can translate that record to the attorney just as I would for a patient.

As a palliative care nurse, hospice nurse and nurse case manager in the hospital environment, I've served as liaison between physicians and patients. The patients were dealing with major life-limiting diagnoses. Part of my job was trying to explain the Greek those specialists spoke, what it meant to them specifically and how they were going to journey through the experience.

The skills I developed with patients have proved useful with attorneys. During my first verbal reporting, the attorney said, "Hold on a second, let me close the door. I need to take notes." I thought, *Oh, my! He's really interested.* You hear the Institute's voice, "The attorneys need what you know." When it actually happens, it's extremely validating.

The case for which I'm waiting on additional records concerns a woman who was 22 weeks pregnant and had a misdiagnosed bowel obstruction. She perforated her bowel and lost the pregnancy. The record shows the physician's suspicion that this patient was drug seeking. I'm waiting on subsequent records that will confirm she wasn't drug seeking. They labeled this woman in a certain way, and now her body is deformed forever and she's lost a baby. I'm not an OB nurse, but this was basic nursing.

*The
independence
and the
ability to
be my own
boss is
priceless.*

The Institute tells us, 'Communicate what you believe is true.' When I do what the CLNC® Certification Program teaches, it works.

"I'm not quite ready to give my conclusive opinion," I told the attorney. "I need additional records, because reading between the lines, I suspect something is wrong." If I hadn't worked as a nurse, I would never have known to ask for those files. The Institute tells us, "Communicate what you believe is true." When I do what the CLNC Certification Program teaches, it works.

Becoming a Certified Legal Nurse Consultant Reignited a Spark in Me

Everybody wants to be of use. I was leaving nursing because I didn't want to be a traditional nurse any longer. As a Certified Legal Nurse Consultant, I'm using the skills I already have and applying them in a new way. I feel that I am helping people and being of use.

Vickie said it best. She said she had to leave nursing because her mouth got her in trouble. That's been my life story. At my last case management job, my director called me in and said, "Angeline, we can't find anything wrong with your work." *Okay*, I thought, and waited for the "but." The "but" was that I was giving our patients too much information. Management didn't like that. If patients know their rights, they can be squeaky wheels.

Nurses, I believe, are supposed to advocate for the patient. Legal nurse consulting allows me to do just that. I advocate to the attorney, and the attorney can advocate to a much broader audience. I feel empowered again.

One aspect I love about my CLNC business, among many others, is the constant learning. I'm challenged to continue doing research in nursing and healthcare. That wasn't an aspect I anticipated. As a graduate student and to get my BSN, I'd done research, but now I enjoy looking at what's current in the industry. It's fun to learn new things.

The independence and the ability to be my own boss is priceless, and I want it to grow beyond what I alone can do. After only five months as a Certified Legal Nurse Consultant, I envision my CLNC business expanding. Now I'm searching for Certified Legal Nurse Consultants to engage in an alliance. I like bouncing ideas around.

In that regard, once again, I value the Institute and staff. They truly are leaders, but also respected associates. That's the level of professionalism I want for my legal nurse consulting business.

I value the Institute and staff. They truly are leaders, but also respected associates. That's the level of professionalism I want for my legal nurse consulting business.

“I soon discovered that once I got out of my own way, I could do anything just like the Institute teaches.”



As a Certified Legal Nurse Consultant I No Longer Have to Compromise Patient Safety and My Integrity

by Marcelle Slobaszewski,
RN, BSN, CLNC
Missouri

I realized the direction the nursing profession was going and its misalignment with my own nursing ethics. Compromises were being made at the expense of patient safety. My integrity prevented me from accepting those compromises. Seeing that I could no longer be safely effective at the bedside, I could not in good conscience continue to support the mindset and practices being forced upon me.

Tossing aside more than 20 years of clinical nursing was not an easy decision, but doesn't every cloud have a bright side? At the outset of my nursing career, I was fascinated with the legal issues in nursing. Why not pursue the segment of my profession that intrigued me all those years ago? This certainly seemed the right time. If I could no longer help patients at the bedside, I would help them beyond the bedside.

My research inevitably took me to LegalNurse.com, where I discovered a solid foundation of legal nurse consulting training and mentoring. Today, my business as a full time Certified Legal Nurse Consul-

tant is fascinating and fulfilling.

Legal Nurse Consulting Is the Perfect Fit

People who really know me understand that I'm an introvert at heart. The idea of jumping into legal nurse consulting without the safety net of an RN job at the hospital was a bit terrifying.

I knew the CLNC Certification Program had given me all the tools I needed to succeed, but deep inside I still couldn't get over my fears. That's when I reached out to LegalNurse.com's CLNC Mentors.

One of the CLNC Mentors encouraged me to immerse myself in the attorney scene by attending a legal seminar or exhibiting at a legal conference. The introvert in me thought, *"Are you out of your mind?"* But the businesswoman in me said, *"Trust the CLNC Mentor's recommendation and make it happen."*

Within the month I attended a legal seminar and made a connection with the speaker, who later gave me my first case. It was exciting. Then I took a leap of faith, jumped in with both feet, and exhibited at a legal conference. My attitude was, *"I have nothing to lose."* As the Institute encourages, I went beyond my boundary of comfort, presented myself with the utmost confidence and landed my second case! Two months later, I exhibited at two major attorney conferences in the Midwest, which produced three more attorney-clients and even more cases.

At that point I knew LegalNurse.com's CLNC Certification Program was the right choice. My CLNC business was the perfect fit, merging the

Since becoming a CLNC® consultant, I've gained deeper self-awareness and I feel empowered.

nursing career I knew and loved with the legal side of nursing.

This Is More Than a Business for Me

I soon discovered that once I got out of my own way, I could do anything just like the Institute teaches. Since becoming a CLNC consultant, I've gained deeper self-awareness and I feel empowered. Had I not become a Certified Legal Nurse Consultant, I'm pretty sure this transformation would not have happened.

I practice from my home office and the CLNC services my attorney-clients request most often are screenings, short reports, chronologies and timelines. These tools are a "get-in, get-out-quick" reference for my attorney-clients which they find beneficial. I've received a lot of positive feedback.

Every case I've reviewed has contributed to my portfolio in a positive way. I was scheduled to testify on one case, but apparently I did such a good job on the research and my report that the lawsuit settled out of court for a lot of money.

All of my experiences have shaped and molded who I'm becoming, not only as a Certified Legal Nurse Consultant but also as an entrepreneur. I'm overwhelmed with a sense of personal growth and understanding. This year I went on the *NACLNC*® Conference Cruise. Two years ago, you would never have seen me on a cruise, much less snorkeling or kayaking. I've grown beyond my comfort zone, and I have the Institute to thank for that.

At the *NACLNC*® Conference, I felt it was impor-

I no longer have to compromise my integrity and risk patient safety. Instead, I work as a full-time Certified Legal Nurse Consultant with purpose and veracity.

tant to speak to every person there who has helped me. I had thanked them in the surveys and with emails, but there's nothing like face-to-face interaction. I said to each one, "You affected me positively and indelibly."

I Have the Freedom to Practice with Integrity

Before committing to the CLNC Certification Program, I did my research to make sure I was getting the best training. The choices were Basic, Executive and VIP CLNC Certification Systems. I analyzed each tier and, knowing who I am and how I like to learn, I decided the VIP CLNC Certification System was most logical. The appealing thing about the VIP is the unlimited CLNC Mentoring.

It's nice to have a safety net of successful Certified Legal Nurse Consultants. I've come to realize that if I'm having a problem or struggling with a question, I'm not the first. Just as I would precept a brand new nurse and say, "Ask any question. No question is unwise because these people's lives are in your hands," the same holds true when I'm talking with CLNC Mentors. After I've been on the phone with them, the last thing they say is, "Use the mentoring. That's what we're here for."

I value all the tools I've been given to succeed in my CLNC business. I've had the good fortune to be able to separate myself from the hospital setting. I no longer have to compromise my integrity and risk patient safety. Instead, I work as a full-time Certified Legal Nurse Consultant with purpose and veracity. I appreciate being my own boss. I appreci-

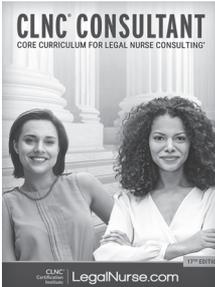
"I appreciate being my own boss. I appreciate that my CLNC® business provides the freedom to define, practice and maintain my integrity — to live life on my terms and on no one else's."

ate that my CLNC business provides the freedom to define, practice and maintain my integrity — to live life on my terms and on no one else's.

Every day, I use what the Institute taught me. As I continue to exhibit and converse with attorneys, my self-assurance and sense of self-worth increase. What was once my greatest fear is now my preferred means of connecting and acquiring attorney-clients.

*Every day,
I use what
the Institute
taught me.*

The Role of the Certified Legal Nurse Consultant



From the Official
CLNC® Certification
Textbook: *Core
Curriculum for Legal
Nurse Consulting*

We encourage you to watch the complete *Module 1: The Role of the Certified Legal Nurse Consultant* video. To enroll in this free 3½-hour online video course visit LegalNurse.com/free-video. You'll experience The Role of the Certified Legal Nurse Consultant from the CLNC® Certification Program first hand. Complete the free program and receive 4 contact hours FREE.

*Amazing
module. The
information
is easy to
understand.
Now I am
sure I want
to pursue
legal nurse
consulting.*

– Lynn Motz,
RN

7 Types of Cases on Which Certified Legal Nurse Consultants Are Qualified to Consult

I can't wait to get certified. The CLNC® Certification Program offers the knowledge and skill from the pioneer of legal nurse consulting.

– Barbara Cross, RN

Medical and Nursing Malpractice Cases

These cases involve the professional negligence of a healthcare provider or the negligence of a healthcare facility or learning institution.

They also involve the negligence of an individual or entity who makes decisions regarding access to care.

- Delay of treatment.
- Inappropriate use of utilization review.
- Negligent case management.

General Personal Injury Cases

Nonprofessional negligence cases are commonly referred to as personal injury or PI cases. Technically, PI includes malpractice, although attorneys usually distinguish between medical malpractice and other negligence not involving healthcare professionals.

Examples of personal injury cases include:

- Auto accident cases.
- Premises liability cases (e.g., slip and fall, high-stacking injuries, sexual assault, physical assault cases).
- Theme park cases.
- Aviation cases.
- Liquor liability cases.
- Railroad cases.

- Admiralty and maritime cases.
- Water accident cases.
- Sports injury cases.
- Toxic mold cases.
- Dog bite cases.

Products Liability Cases

These cases include claims brought for personal injury, death or property damage caused by the manufacture, construction, design, formulation, preparation, assembly, installation, testing, warnings, instructions, marketing, packaging or labeling of any product.

Medical device and drug-related products liability cases include:

- Celebrex®.
- Bextra®.
- Avandia®.
- Hormone therapy.
- Birth control pills
- Vioxx®.
- Ephedrine.
- Oxycontin®.
- Accutane.
- Botox®.
- Fosamax®.
- Dilantin®.
- Hip implants (all metal).
- Implantable defibrillators.
- Pacemakers.
- Industrial-grade silicone breast implants.
- Ventilators.

This excellent intro has given me great insights on what to expect with the CLNC® Certification Program. I like the Institute's teaching style. They are so straight and to the point.

– Natasha
Wilson, RN

- Heart valves.
- IV pumps.

Nonmedical device products liability cases include:

- Machinery and equipment.
- Children's toys and products.
- Cigarettes and cigarette lighters.
- Motor vehicles, automobiles and automobile parts.
- Food.
- Household products.
- Personal care products.
- Consumer products (e.g., appliances).
- Industrial products.

Toxic Tort and Environmental Cases

These cases involve alleged damages or injuries caused by the release of toxins into the environment.

Examples of toxic tort and environmental cases include cases involving toxins from:

- Oil spills.
- Waste products from manufacturing processes.
- Electromagnetic fields (e.g., against a utility company).
- Radiation contamination.
- Hazardous chemicals in a workplace.
- Waste management and disposal.
- Pesticides.
- Sick building syndrome.
- Lead poisoning.

The free module has been a very informative overview of the legal nurse consulting specialty. I am happy that I have chosen the best Institute to receive the best education for this profession.

– Lynn
Lightsey,
RN

Workers' Compensation and Workplace Injury Cases

These cases involve job-related injuries, i.e., injuries that arise out of and in the course of employment. A claimant must show that he suffered an impairment or incapacity that rendered him unable to earn the wages he was being paid when he sustained the injury in the same or other employment.

Examples of workers' comp cases include:

- Equipment- and machinery-related injuries.
- Cumulative trauma disorders.
- Injuries caused by objects striking workers.
- Back injuries.
- Auto accidents.

Criminal Cases

A crime is any act that society has deemed contrary to the public good. The act must be injurious to society to be considered a crime.

Differences between civil and criminal cases are as follows:

- Personal versus social.
- Civil actions are personal in nature, cause individual harm, personal injury or property damage, and result in monetary damages.
- Criminal actions are deemed against all of society, violating the peace and tranquility of the community.

I feel enthusiastic again about my future nursing career. The Institute makes it seem doable and fun. I feel like I've found my niche.

– Joanne
Hennessy,
RN

Very thorough. From this first module I can see that nothing of importance related to legal nurse consulting is left out.

– Sarah Butler,
RN

- Type of act.
 - Civil cases involve a cause of action from which the injury arises.
 - Criminal cases involve homicide, assault, rape or abuse, among others.
- Proof required.
 - Civil cases require proof by a preponderance of the evidence.
 - Criminal cases require proof beyond a reasonable doubt.
- Verdict required.
 - A civil verdict requires a majority of the jury (usually 10 of 12) to agree.
 - A criminal verdict must be unanimous.
- Some actions can be both criminal and civil.

Certified Legal Nurse Consultants can consult on these various criminal cases and more:

- Driving while intoxicated (DWI)/driving under the influence (DUI) cases.
- Sexual and physical assault cases.
- Child, spouse or elderly abuse cases.
- Criminal cases against individual providers and facilities.
- Criminal environmental cases.
- Any case involving a victim of a violent crime.
- Psychiatric defenses and psychiatric issues.
- Medicaid and Medicare fraud and abuse cases.
- Possession of narcotics cases.
- Excessive use of force by law enforcement cases.

Any Case Where Health, Illness or Injury Is an Issue

Certified Legal Nurse Consultants are qualified to answer questions, research topics and assist attorneys in developing the medical-related issues of many types of cases.

Examples of such cases include:

- Family law (e.g., custody battle).
- Probate (e.g., competency in issue).
- School health (e.g., injury of a child while crossing the street, sexual assault by a teacher).
- Americans with Disabilities Act (ADA).
- Employer-employee relationships (e.g., wrongful dismissal).
- Sexual harassment.
- Right to die.
- Social Security benefit issues.
- Medicare benefit issues.
- Physician-facility relationships (e.g., physician dropped from an HMO, preferred provider network or managed care network).
- Psychiatrist or therapist abuse or injury.
- Insurance issues (e.g., reasonableness of a medical bill, relationship of a medical bill to the alleged damages or injuries).
- Family Leave Act.
- Bad faith litigation against insurance companies for failure to pay a claim or for denial of access to specific care or treatment.
- Wrongful adoption.
- Healthcare professional board disciplinary actions.

This free module is very impressive, professionally done and packed with great information. It provided just what I was looking for as I explore becoming a Certified Legal Nurse Consultant.

– Jonelle Alme,
RN, BSN,
PHN

Distinctions Between the Testifying Expert (TE) and the Consulting Expert (CE)

Summary of Distinctions

Testifying Expert	Consulting Expert
An expert who is expected to testify at deposition or trial.	An expert who is <i>not</i> expected to testify, but consults with attorney-client behind the scenes, preps attorney and helps attorney develop the case.
Testimony is limited to areas of professional expertise.	Can review and analyze <i>all aspects</i> of a variety of cases. No limitations on the scope of consultation.
Work product is generally discoverable.	Work product is generally <i>not</i> discoverable.

Implications of Distinctions

Expectations.

- Both types of consultants can provide similar services, but a Certified Legal Nurse Consultant can only wear one hat at any given time in a case. As a CLNC® consultant you must establish up front with the attorney whether you are wearing the hat of the expert witness or the consulting expert.

*Very interesting!
I think I've found my new career path!*

– Laura Hoffman, RN, BSN

The question to ask the attorney is, “Am I expected to testify at any time in the future?” If the answer is “yes,” or even “maybe,” consider yourself a testifying expert and conduct yourself accordingly.

- The Certified Legal Nurse Consultant should never start out as a consulting expert, only to find that she will be testifying. Services appropriate as a consulting expert might damage the case as an expert witness. Additionally, the attorney now has to find someone who is willing to testify, and the client relationship will probably suffer.
- The Certified Legal Nurse Consultant might begin with the understanding that she will serve as an expert witness and shift to being a consulting expert (e.g., if her opinion does not comport with the opinion of the hiring attorney, or if she honestly believes someone else is better qualified to testify on the matter).

Professional expertise.

- Testifying experts should be active in the healthcare setting to lend credibility to their opinions and to eliminate problems with being labeled a “professional expert witness” or “hired gun.”
- Some states require that the expert was actively practicing at the time of the incident made the basis of the lawsuit.
- Some jurisdictions require that the expert witness be active in the specialty implicated to be legally qualified.

The CLNC® Mentors, staff and successful CLNC® consultants all attest to the fact that LegalNurse.com's CLNC® Certification Program is the only one to consider when one wishes to become a successful Certified Legal Nurse Consultant.

– Laura Wall,
RN

*LegalNurse.com
is truly
interested in
me being
successful and
not just
taking my
money.
I am proud
to be
connected
with them.*

— Leah
Anderson, RN

- A few states require that the testifying expert be licensed within the state or a contiguous state.

Discoverability.

- All nonprivileged and relevant materials that an expert witness uses in preparing opinions are discoverable. Any document normally protected under attorney-client privilege used by the testifying expert to refresh her memory is generally held to have waived any privilege by the attorney's voluntary disclosure of the confidential communication.
- The testifying expert should be very cautious about her conduct.
 - Do not discuss the case with others.
 - Do not participate heavily in liaison activities with clients and other consultants.
 - Check with the attorney before putting anything in writing.
 - Make all written reports as brief as possible.
 - Avoid basing an opinion on someone else's summary or version of the case.
- The consulting expert's work product is generally treated as the attorney's work product. The written material and mental impressions formulated by the attorney are generally protected from disclosure as the attorney's work product. The attorney's strategies, themes, assessments of the strengths and weaknesses of the case,

conclusions, opinions and legal theories are afforded the highest level of protection. The fact that the consulting expert's work product is protected gives the attorney the opportunity to reject unfavorable potential testifying experts without having to disclose them to the opposition.

The protection of work product is qualified — not absolute.

- Protection extends only to “documents and tangible things,” but facts contained in those documents can be discoverable.
- Protected documents must have been prepared in anticipation of litigation or for trial. “Documents prepared in the regular course of business” are not protected.
- The party seeking discovery of an attorney's work product must show substantial need and must be unable, without undue hardship, to obtain the substantial equivalent of the materials by other means.
- The protection can be waived if the attorney sharing opinion work product with an expert potentially waives protection of these materials if the attorney's intent was that the witness use the materials in forming an opinion. Some courts require disclosure to the opposition of all materials the attorney provides to the TE in anticipation of trial; therefore, protection of the attorney's work product is completely waived.
- Exceptions to the consulting expert's protection exist and the CE's opinion is

It is refreshing to listen to a speaker who is passionate about nurses and is a strong advocate for them. We need to change the slogan that ‘nurses eat their young.’ The Institute is a great example of being the exact opposite.

— Lesley Atton,
RN

The biggest benefit is that I don't have to invest years of graduate school and thousands of dollars to make a career change. With the Institute, I can complete the CLNC® Certification Program in 40 hours and establish a successful thriving career.

— Cynthia
Barbour, RN

discoverable if a TE considered the opinion in forming her own opinions. Federal Rules of Civil Procedure suggest that mere review opens the opinion to discovery. Certified Legal Nurse Consultants should always label reports *Confidential for Attorney-Client Use Only*. The party seeking discovery cannot obtain facts or opinions on the same subject by other means. This exception is rarely applied but can happen if the opposing party has retained the only expert on a particular matter. Also the same inspection or examination made by one party's expert cannot be made by the opposing party's expert.

These distinctions in discoverability highlight why the attorney benefits from using both a consulting expert and testifying expert.

Scope of Practice of the CLNC® Consultant

Distinction Between Roles of the CLNC® Consultant and the Attorney

The Certified Legal Nurse Consultant provides medical (consulting expert only) and nursing opinions as the expert on health, illness and injury and on the inner workings of the healthcare system.

The attorney is the expert on the legal issues and the law governing the case. The Certified Legal Nurse Consultant does not render legal advice.

The attorney serves as the advocate, the person who pleads and urges the cause of another. The testifying

expert should never advocate a position in the case. The consulting expert might advocate a position or do something that can be construed as advocacy but should remain objective at all times.

CLNC® Consultant's Major Role — Educator

The Certified Legal Nurse Consultant does not speak for the patient but rather represents and speaks for the nursing profession. The patient is not the focus but can be the beneficiary of the CLNC® consultant's involvement in the case.

The Certified Legal Nurse Consultant educates:

- Attorney-clients.
- Opposing attorneys.
- Jurors.
- Plaintiffs and defendants.
- Judges.
- Resource consultants.
- Consumers.

Clients Who Use CLNC® Services

- Attorneys (plaintiff and defense).
- Insurance companies.
- Healthcare facilities.
- Other Certified Legal Nurse Consultants.
- Governmental agencies at all levels.
- Private corporations (e.g., for developing corporate strategies for quality assurance, risk identification and management, evaluation and control of loss exposure).

*The
Institute
system is
unparalleled.
I will have
all the
resources
I need to
make my
business as
a Certified
Legal Nurse
Consultant
successful.*

– Diane
Ehrig, RN

CLNC® Services

CLNC® Service	Consulting Expert	Testifying Expert
1. Screen or investigate cases for merit.	Yes	Yes
2. Define the applicable standards of care.	All disciplines	Nursing only
3. Define deviations from, and adherences to, the applicable standards of care.	All disciplines	Nursing only
4. Assess the alleged damages and/or injuries.	Yes	Nursing issues only
5. Identify factors that caused or contributed to the alleged damages and/or injuries.	Yes	Nursing issues only
6. Organize, tab and paginate medical records.	Yes	Yes
7. Summarize, translate and interpret medical records.	Yes	Yes
8. Identify and recommend potential defendants.	Yes	Yes

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Clearly,

you get

what you

pay for.

Having the

national

certification

is something

to be proud

of and

attorneys

respect their

program.

– Rachel

Hundley, RN

CLNC® Service	Consulting Expert	Testifying Expert
9. Conduct literature searches and integrate the literature and standards/ guidelines into the case analysis.	Yes	Only to support testimony
10. Research and analyze the validity and reliability of research studies relied on by all parties.	Yes	Yes
11. Identify and review relevant medical records, hospital policies and procedures, other essential documents and other tangible items.	Yes	Yes
12. Expand the attorney's medical library	Yes	Yes

Everything I read said that this was the best and most respected program. From start to finish, it appears to cover every detail.

– Janet Smith, RN

LegalNurse.com is the pioneer and expert in this field. Sometimes you have to just go with that feeling. That small voice that tells you, 'This is right.'

– Julie O'Dell,
RN

CLNC® Service	Consulting Expert	Testifying Expert
13. Interview clients, key witnesses and experts.	Yes	No, except subsequent treating providers and life care planners
14. Consult with healthcare providers	Yes	Rarely
15. Identify types of testifying experts needed.	Yes	Yes
16. Locate and interface with expert witnesses.	Yes	Less common
17. Communicate with potential testifying experts.	Yes	No
18. Analyze and compare expert witness reports and other work products.	Yes	Yes

CLNC® Service	Consulting Expert	Testifying Expert
19. Serve as liaison between the attorney and healthcare providers, testifying experts, parties, witnesses and other consultants.	Yes	Rarely
20. Prepare interrogatories.	Yes	Verbally only
21. Review and draft responses to various legal documents and correspondence for the attorney's signature.	Yes	Review — yes; draft — verbally only
22. Assist in exhibit preparation.	Yes	Yes
23. Prepare deposition and trial (cross or direct) questions.	Yes	Verbally only
24. Review, analyze and summarize depositions, including past testimony.	Yes	Yes

I selected LegalNurse.com's program because we usually judge teachers by how successful their students are.

– Irina Groys, RN

I found my 'aha' moment in this introductory course. The information is clear, concise and useful without the fluff.

– Kathleen M. Knoppe, RN

CLNC® Service	Consulting Expert	Testifying Expert
25. Attend depositions, trials, review panels and arbitration and mediation hearings.	Yes	Only the expert's own deposition, etc.
26. Help prepare witnesses and experts for deposition and trial.	Yes	No
27. Develop written reports for use as study tools by the attorney.	Yes	Brief reports only — not study tools
28. Coordinate and attend independent medical examinations (IMEs).	Yes	Yes
29. Develop life care plans.	No	Yes
30. Coordinate and assist in facilitating focus groups and mock trials.	Yes	No

The CLNC® Consultant's Impact on the Legal System

As a CLNC® consultant these specially trained RNs represent and speak for the nursing profession while upholding the standards of care for the healthcare community by:

- Identifying meritorious cases and communicating deviations from recognized standards.
- Identifying fraudulent and nonmeritorious claims and helping to defend against them or keep them out of the judicial system.
- Helping to ensure that the legal system uses scientific, medical and nursing information properly and without distortion.
- Providing a cost-effective adjunct to the litigation process.

The result of the involvement of Certified Legal Nurse Consultants is improved quality of care and the promotion of justice.

I have chosen the best Institute to receive the best education for this profession.

– Lynn Lightsey,
RN

Epilogue

Take 5 Simple Steps to Launch Your CLNC® Career

by *Vickie L. Milazzo*, RN, MSN, JD

These RNs have shared their success stories with you for a reason. They are living a life they never could have imagined until they became Certified Legal Nurse Consultants, and they want other smart, hardworking RNs like you to achieve the same success they enjoy.

If you're at a stage in your nursing career where you're ready for something different, new and exciting, I invite you to take your first easy step, today. Legal nurse consulting can be the satisfying, prosperous career you've been looking for. You are on the brink of that discovery, that success, and I share your excitement.

*“Certified
Legal Nurse
Consultants
want other
smart,
hardworking
RNs like
you to
achieve the
same success
they enjoy.”*

One step at a time, you can build a CLNC® business that brings you the financial rewards you deserve.

Your secret to success can be as simple as making and keeping my 5 Promises.

There has never been a better time to become a Certified Legal Nurse Consultant. Of the more than 1,300,000 attorneys in practice today, 25% deal with medical malpractice and personal injury cases — that's more than 325,000 possible clients for you. Not to mention tens of thousands of insurance companies and HMOs that need your CLNC® services. The potential for CLNC® consultants is unlimited. I have never seen a more exciting, more vibrant, more fun time to start your legal nurse consulting practice than today.

One step at a time, you can make this happen for yourself. You can build a CLNC® business that matters, that works for you and that brings you the financial rewards you deserve.

What would your life look like if every moment of it was absolutely enriched, fulfilled and swelling with joy? Think about it — your health, relationships, career, spirituality and finances are the best they can be and you greet each day with energy and enthusiasm for whatever comes your way. What would accomplish that?

My 5 Promises Can Be the Secret to Your Success

Your secret to success can be as simple as making and keeping my 5 Promises. After all, the most important promises are the ones we make to ourselves.

When I pioneered legal nurse consulting in 1982, I made 5 Promises that I've continued to make daily for more than four decades. These are not the only secrets to my success, but I know my business would not be where it is today if I hadn't kept these essential success promises. Make these promises today, and they will guide you in starting your new career as a successful Certified Legal Nurse Consultant.

Promise 1

I will only work my passion.

We all know when we discover something we feel passionate about. We feel amazingly energetic. Desire is energy. Have you ever experienced a time when desire overcame all physical, emotional and intellectual barriers? Like a child waking up on Christmas morning, you spring alert full speed ahead. Why can't we experience that passion — that vitality and energy — not only on Christmas but every day? Believe me, you can.

When you wake up every day to a life and career you're passionate about, you experience maximum joy. Now is the time to turn on your passion for legal nurse consulting. Don't wait another day.

Promise 2

I will go for it or reject it outright.

If you want something better for your life and career, you owe it to yourself to go for it or reject it outright. Don't leave the dream dangling as a reminder of what you don't have the time, courage or enthusiasm to grab. Do it or forget it. If you want to become

When you wake up every day to a life and career you're passionate about, you experience maximum joy.

If you want something better for your life and career, you owe it to yourself to go for it or reject it outright.

Think about the worst thing that could happen if you go for it. Unless it's worse than cancer, I say, 'What have I got to lose?'

a CLNC® consultant, don't wait for the conditions in your life to be perfect. That will never happen.

One thing that helps me overcome my career fears is perspective. Think about the worst thing that could happen if you go for it. Unless it's worse than cancer, I say, "What have I got to lose?"

It's perfectly okay to admit that a commitment is not right for you and to reject it outright. After all, this is your life, your passionate future. What's not okay is to hold back and put less than everything into a commitment that is your passion.

I have a fear of cliff-hanging heights. Despite that fear, I stepped out of an airplane at 14,000 feet to skydive. Once out of the plane, I couldn't step back in. I was truly committed. Make that kind of all-or-nothing commitment to your own career choice and you'll wake up each day to a career you love.

Promise 3

I will take one action step a day toward my career goals.

Dreams and visions are great, but without action they are nothing more than hallucinations. Without action your visions scud away and dissolve like clouds. I've met many people much smarter than I am who had dreams and ideas but didn't do anything with them. They didn't take action.

I created a new profession and led thousands of nurses to success. I accomplished that goal with *one action step at a time*. I had to take action every day to build the momentum necessary to live my career dreams. By taking action every day you

develop the habit and discipline to make your vision a reality.

Where you focus is where you will yield results. When you focus not just on the idea but on making it happen, you stay in motion, not just dreaming your passions but living them.

If you want big results, you must guard your time carefully and focus on Big Things. Every day, take at least one action step on the Big Thing that brings you closer to CLNC® success.

Promise 4

I commit to being a success student for life.

Success breeds success. Becoming a success student for life is about practicing being successful. What's hard today is easy tomorrow — with practice. I've been in business for over four decades, and I still learn every day — from my students, staff members, favorite writers, speakers and successful CEOs. There are two ways to learn:

- ▶ The hard way — through trial and error, making lots of mistakes.
- ▶ The easy way — through the right mentor who has already achieved success. No matter what problem you encounter, the CLNC® Mentors and I have already successfully managed a challenge just like it.

No matter what the subject, there's always more to learn. Commit now to being a lifetime student and to learning not only from your own mistakes and accomplishments but also from successful CLNC® Mentors.

Where you focus is where you will yield results.... If you want big results, you must guard your time carefully and focus on Big Things.

What's hard today is easy tomorrow.

Remind yourself: 'If I can save lives in the middle of the night while the rest of the world is sleeping and an MD is nowhere in sight, surely I can succeed as a CLNC® consultant.'

Promise 5

I believe as a nurse I really can do anything.

Any time I have hesitated to take action toward living my dream, it was because I had stopped believing in myself. Today, when an opportunity arises and I find myself hesitating, I remember, "I am a nurse and nurses can do anything!"

Think about your ability to make split-second decisions that are the difference between life and death for your patients. Remind yourself: "If I can save lives in the middle of the night while the rest of the world is sleeping and an MD is nowhere in sight, surely I can succeed as a CLNC® consultant."

Honor yourself daily with this fact: "I am a nurse and I can do anything!"

This proven life plan works. And it's easy. Apply these 5 success promises today. I guarantee your life will become an adventure more powerful, satisfying and fun than you can imagine.

Embrace your amazing new career without limits today.

Promise BIG and promise NOW!



Vickie L. Milazzo, RN, MSN, JD

*Adapted from Wicked Success Is Inside Every Woman
(published by John Wiley & Sons, Inc.)*