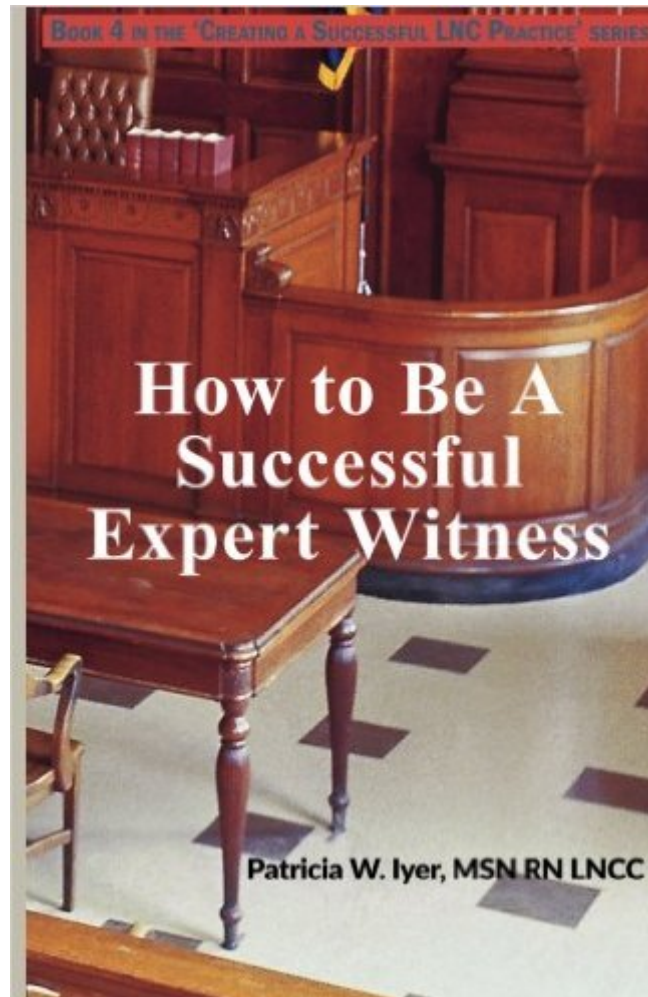


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# How To Be A Successful Expert Witness (Creating A Successful LNC Practice) (Volume 4)



## Synopsis

Book 4 in the Creating a Successful LNC Practice is called How to be a Successful Expert Witness. This book is designed for expert witnesses who want to improve their skills, get more cases, and feel more confident when performing. It will help you strengthen your skills in this demanding field. This book draws on the author's experiences both as an expert witness and one who has trained hundreds of experts - nurses, physicians, and a variety of healthcare professionals. There is a lot at stake in medical malpractice cases. You want to do your best. By buying this book, you have made a great investment in increasing your knowledge. The information in this book is applicable to any type of healthcare expert witness. Book 1 in the Creating a Successful LNC Practice is called How to Start a Legal Nurse Consulting Business. Do you want to grow your legal nurse consulting business? Develop a group of raving fans who will recommend you to their attorney colleagues? How do you build a strong legal nurse consulting business that will pay your bills and give you security? One of the essential components of creating a strong business is establishing a loyal customer base. This book is directed to legal nurse consultants to help them do just that. The principles here will help you to establish and maintain successful relationships with attorneys to build a solid business. Book 2 in the Creating a Successful LNC Practice Series is called Legal Nurse Consultant Marketing. This is a comprehensive compilation of tips, techniques and technology for legal nurse consultants interested in expanding their businesses. You will explore how to develop your marketing plan and website, and to share your expertise to attract attorneys to you. Presenting information at attorneys conferences or law firms involves skills you will learn in this book. You will find out how to harness the power of video by creating videos that highlight your skills. Unsure about how to close the deal? The chapter on sales walks you through the process of bringing the case in. You will discover techniques to become more persuasive in your marketing. Take advantage of the two chapters on exhibiting to crack the code on one of the most successful ways to meeting attorneys to build a customer base. The author wrapped the book up with a chapter that answers common marketing questions. This book has something for LNCs with all levels of experience, from new to experienced. Book 3 in the Creating a Successful LNC Practice is called How to Analyze Medical Records: A Primer for Legal Nurse Consultants. It is designed to help you master the skills needed to effectively function within this fascinating niche. It is based on the author's experience organizing thousands of medical records and proofreading thousands of reports. She has organized and analyzed records from every conceivable setting where medical and nursing care is provided, from the newborn nursery to the long term care facility. Use this book to read through, refer to, and consult to gain a greater understanding of medical record organization

and analysis.

## Book Information

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## Customer Reviews

How to be a Successful Expert WitnessPat Iyer has done it again. She has written another intuitive resource and guide for legal nurse consultants. I enjoyed reading her book How To Be An Effective Expert Witness for its complete and thorough picture of the multiple and varied roles of the nurse expert witness. The best part for me was in showing you how to effectively select records to review without wasting your time and the client's money in paying for your services. I appreciated her supportive, knowledgeable tone. The information was presented in an organized, efficient manner and clearly stated without being preachy. It addressed specific topics like time constraints for an opinion and inappropriate billing topics. Her book identified unique events a witness could face and provided armoring advice to get through those situations. If you are willing to venture into the expert realm covering nursing and the law, regardless of whether you are in your first year of practice or celebrating ten years or greater. I endorse How To Be An Effective Expert Witness as an excellent resource for all those in the field.Sarah Jean Fisher MSN, RN-BC, BA, FNGNA

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