

## PI FAX & Email ALERT

2/16/2007

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### LET'S TALK : 1<sup>st</sup> Teleconference

Would you like to join Shawn in a telephone conference on Thursday March 1, 2007, at 1:00 PM for 30 minutes?

This is our first for PI Email Alert Members. Email your reservation and we will e-mail you the phone # and code to join the meeting [johntawlian@shawnsteel.com](mailto:johntawlian@shawnsteel.com). This will be limited to only 25 callers. You can ask any question, live, about PI and I will do my best to answer. But email me your questions first.

### The Easy Clean PI report: Part 6

#### 5. Review of current medical records

Again this Part is usually missing from most PI reports.

Anytime your patient has seen any other doctor regarding this Trauma, you must get all the records. You are the central player in most PI cases. Therefore, you will need to summarize each report.

For example:

“Ambulance paramedics reported that patient was lying down on sidewalk next to her car. She was momentarily unconscious. Later she complained of severe pain to her forehead and neck.”

#### The Lesson:

Everyone loves a summary. Adjusters, lawyers, judges and juries will see you are an effective MANAGER of this case.

By summarizing key medical findings by other doctors, you knit the case together.

It is best to get all records from the PI attorney unless he is incompetent.

For copies of Parts 1 through 6 please email [JohnTawlian@Shawnsteel.com](mailto:JohnTawlian@Shawnsteel.com)

### Question and Answers:

**What to do if the 3<sup>rd</sup> party [defendant] refuses to pay your patient.**

Dr. DB emailed us recently. He has a patient who was a passenger in her brother's car. The police report blamed the defendant. The car was totaled.

However, the defendant's insurance will not admit fault, despite the police report. The patient does not have an attorney. And, the treatment is minimal @ \$1000. What should the doctor advise the patient?

#### My suggestions:

1. Tell the patient that this is not a lien case. That she must pay the bill, installments if needed.
2. I believe all PI, especially like this one always needs a strong CO-PAY.
3. Most attorneys will not litigate a “small” case.
4. Strongly encourage your patient to file in Small Claims Court [ see [www.ShawnSteel.com](http://www.ShawnSteel.com)
5. Small claims are easy, fast and profitable.

The patient can claim for all medical bills, plus pain and suffering.

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### “Under-Diagnosing Spinal Injuries”

Faculty: Mark Schnitzer, MD, Neuro Surgeon Former Assistant-Chief-of-Service John Hopkins University.  
Dieter Zacher, Esq. & Shawn Steel, J.D., M.A.

Hilton Los Angeles Airport  
Saturday, March 31<sup>st</sup>, 2007  
8:00 am to 5:00 pm  
Call now to get your reservation  
1-800-626-0003