

## PI FAX & Email ALERT

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### The Easy Clean PI Report: Part 10

#### 10. Prognosis is the payoff

What should insurance pay for an injury?  
The Prognosis is the 2<sup>nd</sup> most important portion of your PI report.

It tells us the outcome of EACH injury at the time of discharge. Generally, not every injury is resolved 100%.

We prefer to know the DEGREE of resolution.

For example:

307.81 Tension Headache = 90% resolved

780.50 Insomnia = Resolved

720.1 C2 – C4 Spinal Enthesopathy =  
80 % resolved.

By “measuring” the degree of recovery helps the attorney argue the “length” of pain and suffering, enhancing the award.

For copies of Parts 1 through 10 please email [JohnTawlian@Shawnsteel.com](mailto:JohnTawlian@Shawnsteel.com)

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**Let's Talk : 3<sup>rd</sup> Teleconference  
Thursday, May 10<sup>th</sup> at 1:00 pm**

Come and join the only “live” PI discussion in California. We talk for only 30 minutes. We don't charge.

Email us ANY PI questions and we will put them on the agenda. You will be able to ask your question personally on the conference call. To RSVP for the next teleconference please e-mail [JohnTawlian@Shawnsteel.com](mailto:JohnTawlian@Shawnsteel.com). Please note that there are limited spaces, so be sure to register quickly.

### What to do with the walk in adjuster?

Once in a while an adjuster might just walk into your clinic demanding an inspection, tour and to look at your patient files.

Dr. Y asked what he should do if this happens to him again.

Here are the rules:

1. No adjuster can walk into your clinic and demand anything without an appointment.
2. Your office is private property. You are busy helping injured patients. You don't need any surprises.
3. Some adjusters can be rude and disruptive, they should be asked to leave.
4. It's up to you to grant the courtesy of a tour. Generally, it's a good idea. If you are busy, schedule an appointment.
5. But, it certainly is against the law for anyone, including adjusters to peruse your medical files without a HIPAA complaint authorization.

Some adjusters are curious to see if your clinic is credible and active. Other adjusters merely want to intimidate. Use your best judgment.

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New book by Lawrence Nordhoff DC  
[Human Subject Crash Testing](#) [SAE International 2007]

Insights from over 50 years of frontal =, side, and rear-end crash tests.

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Special Note: Dr Crist's case was discussed in an earlier PI Email Alert. Good news. “I used your 72 hour demand letter last Thursday, Today I received a check in the full amount due! It really worked!!!

Robin Crist DC