

## PI FAX & Email ALERT

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### Let's Talk: 2<sup>nd</sup> Teleconference Thursday, April 5<sup>th</sup> at 1:00 pm

We had a huge response to our first Teleconference.

Come and join the only live PI discussion in California. We talk for only 30 minutes. We don't charge. This time, the first subject is how to get attorneys to pay your liens.

We also encourage you to **email** us your questions, so that you can personally ask that question during our telephone call.

Email John for your telephone RSVP to [JohnTawlian@shawnsteel.com](mailto:JohnTawlian@shawnsteel.com). We have a limited capacity of calls we can handle at once. Register quickly.

#### The Easy Clean PI Report: Part 9 9. Low vs. High Value Diagnosis

Writing a strong and honest diagnosis is not common. Instead many DC's still use 1990's language miss-describing the traumatic insult received by their patients.

For example:

A 55 year old patient complains of constant headaches, unremitting neck pain with tingling to her fingers, low back discomfort making sitting for more than 15 minutes hard.

A low value diagnosis could be:

784.0 Cephalalgia

723.1 Cervicalgia

724.2 Lumbago

Care **will** be limited to 2 to 6 weeks. **Or,**

If warranted, facts and exam justify higher value diagnosis would justify more care:

346.80 Other forms of migraine

720.1 Spinal enthesopathy

721.0 Cervical osteoarthritis

724.9 C2 – C5 stiffness of spine

846.0 Lumbosacral sprain

729.1 L3 –L5 myofacial pain

724.4 L4 – L5 Lumbar nerve root pain

Care **could** extend from 4 to 16 weeks plus outside testing and evaluations.

Depending on the actual facts, most patients are hurt in moderate to severe trauma. Coupled with age, the injuries can be devastating. Too often we see diagnosis that will not justify the DC bill.

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### What is a fair amount for me to cut my fee?

Dr. P writes us that her total bill was \$ 2795. Case settled for \$ 4000. The PI attorney is offering to pay her 1/3 of the \$4000, which is \$1333.33. That would mean a cut of 47%. The DC would be working for free.

The attorney would also take 1/3, so would the patient. This is dramatically unfair:

1. The attorney suffers no loss.
2. The patient gets a windfall
3. The DC is the sacrificial lamb.

The solution is to ALWAYS reject the "thirdsies" syndrome.

What is fair, but not necessary, is the following:

1. If a tough case, the patient should get her bills paid first, receive very little, Perhaps 10% of the total.
2. Then the attorney and DC could divide the remainder but share the exact same percentage discount.
3. Meaning, DC receives \$2450; the attorney \$1150 + 400 for patient = 4000.00 . About 12% reduction each.