



# Core Curriculum for Legal Nurse Consulting - Thirteenth Edition

*Vickie L. Milazzo*

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The *Core Curriculum for Legal Nurse Consulting, Thirteenth Edition* is a comprehensive curriculum that identifies the body of knowledge specific to legal nurse consulting. It lists the major topics the legal nurse consultant (LNC) must be familiar with to succeed in this field and to successfully complete the CLNC Certification Examination.

In just 40 hours Vickie Milazzo delivers her step-by-step blueprint for legal nurse consulting success. The Core Curriculum for Legal Nurse Consulting textbook also includes 19 educational modules on DVD.

### Contents

*Introduction* with tips on how to study for the CLNC Certification Exam

*The Role of the Certified Legal Nurse Consultant*

- Discover 7 types of legal cases on which you can consult and 30 specific services you can provide to attorneys.

*The Litigation Process*

- Explore the 10 key stages of litigation and your role in each.

*Theories of Liability and Defenses*

- Differentiate intentional torts, negligence theory and strict liability.

*Personal Injury, Products Liability, Toxic Tort and Workers' Compensation Cases*

- Understand your role in products liability, toxic torts, work-related injuries and general personal injury cases.

*How to Screen Medical-related Cases Effectively and Efficiently*

- Learn the 4 legal elements you must know to analyze a case and use the Institute's copyrighted Case Screening Form.

*Comprehensive Case Evaluation Strategies and Report Writing Techniques*

- Apply over 40 report writing strategies and 70 plaintiff allegations and common defenses.

*How to Detect Tampering in a Medical Record*

- Recognize 8 legal implications of tampering and 15 tampering alert signals.

*How to Research Medical-Related Cases*

- Select and access the best authoritative information from databases, information brokers and the Internet.

#### *Standards of Care*

- Study 7 required sources for standards of care and key steps for analyzing policies and procedures.

#### *The CLNC Consultant's Role in Managed Care Litigation*

- Understand legal theories of liability and defenses in cases involving managed care organizations (MCOs).

#### *Helping Attorneys with Discovery*

- Explore 6 methods of discovery and how you can help the attorney with each.

#### *Helping Attorneys Develop Demonstrative Evidence*

- Learn to assist the attorney with applying demonstrative evidence to any type of case.

#### *The Role of the Nurse as a Testifying Expert*

- Master 100 testifying strategies and witness preparation tip and learn 50 ways to anticipate opposition tactics.

#### *Locating and Working with Testifying Experts*

- Discover sources for finding qualified testifying experts and learn to work effectively with experts.

#### *How to Formulate and Negotiate Contracts*

- Study 30 essential contract clauses with 50 examples PLUS: Sample contracts and letters for subcontractors, experts and attorney-clients.

#### *Legal and Ethical Issues*

- Identify and avoid conflicts of interest and understand confidentiality issues affecting the CLNC consultant.

#### *How to Develop an Action-Oriented Marketing Strategy*

- Proven methods for locating attorney-clients and creating a profitable marketing plan.

#### *Successful Interview Techniques*

- Practice 20 strategies for creating successful client interviews that will help you leave every interview with a new case in hand.

#### *Business Development Principles*

- Learn to negotiate your fee to earn \$100-\$150/hour and set up and manage your business for profitability.

#### *Conclusion*

- Test taking tips for the CLNC Certification Exam and CLNC recertification guidelines.

**Vickie Milazzo Institute Guarantees the Most Credible Legal Nurse Consulting Education:**

- Taught by the Pioneer of Legal Nurse Consulting
- The Most Credible National Certification
- The Proven Expert for 27 Years
- FREE CLNC Mentoring
- 6-Month Risk-Free Guarantee
- FREE *NACLNC* Association Membership
- The Most Documented Number of Successful Graduates
- The Only National Certification for Beginners
- The Most Cost-effective Training
- The Leader in Legal Nurse Consulting Research and Development

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