![American Institute of Personal Injury Physicians]

# 30 Days to a Better Personal Injury Practice

**1**

### 30 Days Starts Now
Look at your process
Get your staff involved
Brainstorm solutions

**2**

### Systemize PI
Separate PI procedures
Send forms in advance
Checklists / Meetings

**3**

### Look for Value
Identify value drivers
Capture with forms
Highlight in the records

**4**

### Know Your Limits
Identify state specifics
Educated case decisions
Get info from patients

**5**

### Take Your Time
Schedule appropriately
Expect extra time
Avoid cutting corners

**6**

### Educate Me
Talk to your patients
Careful about legal
Discuss social media

**7**

### Analyze This
Evaluate all cases
Gather the right info
Know your risk level

**8**

### Probe for Pathology
Don't over-look injuries
Do a neuro exam/eval
TBI is in front of you

**9**

### It's the Policy
Review your fin. policy
Get legal advice
Create a paper trail

**10**

### Humanize
Go beyond usual OA's
Use DUD / LOE
Document / photos?

**11**

### Set a Foundation
Capture everything
Outside scope issues
Pre-existing can help

**12**

### Communicate
Keep patients aware
Let attorneys know
More is better than less

# 30 Days to a Better Personal Injury Practice

### 13
**Imaging**
Key - use technology
Sooner v. later
Know the available tests

### 14
**Market**
PI marketing system
Consider PI attorneys
Use your patient base

### 15
**Take a Deep Breath**
Set your goals
Go through the videos
Focus on the process

### 16
**Think Like an Attorney**
Know the top issues
Reverse the roles
Think about the end

### 17
**Diagnose**
Key - diagnosis accuracy
Update periodically
Use imaging for support

### 18
**Management**
Key to most PI cases
Start it early
What you don't do too

### 19
**Co-Management**
Creates stronger cases
Overcome the fears
Avoid the solo scenario

### 20
**Check for Gaps**
Identify gaps in care
Communicate w/attorney
Spend time to eliminate

### 21
**Treatment Notes - Part 1**
Key - obviously
Work with your EMR
Avoid cloning

### 22
**Treatment Notes - Part 2**
Details, details...
All symptoms
Support with the "O"

### 23
**Get the Records**
Both sets of records
Review and document
Get help if needed

### 24
**Get Active**
Key element of care
Keep it low-tech
Clinical rationale

# 30 Days to a Better Personal Injury Practice

### 25
**Code it Correctly**
Review new E/M info
Can create vulnerability
Careful with certain codes

### 26
**What's the Plan**
Important PI component
Dovetail w/examinations
Supports care and treatment

### 27
**Don't Get MIST-Y**
Get the vehicle damage $$
Do the work quickly
Set-up your system

### 28
**Set Them Free**
You will get another PI
Consults / imaging
Document home care

### 29
**Wrap it Up in a Bow**
Create a final report
Send materials timely
Highlight the good stuff

### 30
**Congratulations**
Implementation
Strategize
Over 80 solid takeaways!

## ADDITIONAL NOTES AND TAKEAWAYS: