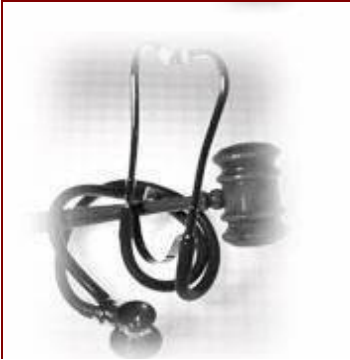


Medico-forensis Consilium



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Editor's Corner:

Is hard to imagine, but we are half-way through 2008 already. And along with a new summer season, we also welcome our new elected AAPA-LM officials in their new respective positions.

Along the same vein, we are considering a new column in future issues of our newsletter. In this new column, our newly elected president would be sharing with us his thoughts, views and ideas as your AAPA-LM moves forward and tries to be responsive to your needs.

Due to his busy schedule, President Jeff Nicholson, PA-C (Ph. D. Dissertator) was in the midst of his thesis defense when we when to print. Therefore, unable to meet this task now. Obviously, we look forward to his column in the next issue.

Also in this issue, I will be sharing with you the importance of trying to craft your best marketing tool: the resume. Your billboard and your calling card to your professional consultative services.

Resume Writing Pearls: What you need to know

Let's face it, for many newcomers into the consulting field, crafting a resume can be a daunting task.

But, it does not have to be. Simply follow these caveats and you are on your way to creating a *consultant's resume*.

One that showcases your expertise & professional qualifications in the best light to a highly qualified legal audience by following and using some

tried and true resume writing tips.

By implementing the following, your resume will be more reader-friendly:

✗ omit photos or "cartoonish" clip art logos as a header on your resume.

✗ omit fees, this is best handled in a separate sheet entitled "Fee Schedule" or "Fee Listing".

✗ be succinct; a 200-250 word count serves your communicating interests best to a time-starved audience.

✗ be sure to make your section headings technical and/or better yet, descriptive. For example:

1. "Services Offered"
2. "Board Certifications"
3. "Experience or Expertise"
4. "Education"
5. "Percentage of Plaintiff/Defense involvement or preference".
6. "Courtroom Testimony Experience", particularly as to total number or type of cases by specialty.—whichever you prefer or both.
7. "Affiliations/Memberships" both active and non-active as well.
8. "Publications/Honors & Speeches".
9. "Geographical Limitations or Preferences" if there are any.

Adhere to this format, & your resume will capture & showcase your salient relevancy & benefits, therefore, possibly getting you more prospective referrals (\$\$\$).

Expert Testimony: Is it your next career step?



The demand for PA's skyrocketed a few years back during the 90's. As a result, many new PA programs were launched.

With this demand for newly-minted PA's came the expected possibility of many being involved in malpractice claims against them. Thus, spurring the need of qualified ethically sound PA experts.

However, becoming a proficient & a reputable testifying expert requires more than a fancy desire to be one. Not only should you be qualified by training & a relevant clinical skill-set, but by other criteria as well.

There are set of skills & demands that you may need to consider very closely before embarking on this venture. Or your hasty, unbalanced decision to seek this consulting path could prove ver disastrous—in more ways than one. My advice to you: know thyself well.

1. Do I have the temperament for this specialized kind of consulting work?

Unlike a medical reviewer, your stakes are higher. You are required to “invest” more of your time, efforts & resources in working closely with your client. At times, infringing on some of your leisure recreational activities. For example, requiring teleconferences on your day off or simply spending a great deal of time being “coached” for that awaiting deposition. Therefore, you must be ready to accept these time-robbers or inconveniences trusted upon you when engaging in this more demanding & even time consuming endeavor.

2. Do I have the training & experience to serve as an objective critic in this field?

Essentially, you must have an established (solid) competency-based background beyond your didactic training and supervised clinical rotations as a PA student in your senior year.

Be assured, that you must be not only be well-rounded, but that you have been involved & exposed thoroughly to your claimed area of expertise. Because in many instances you will be called to answer highly technical questions. Often times beyond the knowledge of a PA graduate or novice PA.

3. Do you have access to authoritative cutting information @ your disposal?

Delivering evidence-based medical opinions to your clients depends on having availability to the most updated or recent authoritative medical information.

Nowadays, information becomes easily obsolete. Textbooks can become quickly outdated in the “Information Age”. In most cases even less than 5 years.

So it behooves you (the PA expert) to avail yourself on always retrieving the most accurate & timely information available at your disposal. Whether is your private library or a local hospital library, this resource availability is fundamental to your survival & success. Yet, some experts fail to establish recognized competence in their fields because they fail to have access to timely information.



4. Have I taken the time to think this move?

Maybe you were attracted to this type of consulting by an unrealistic perception of great financial rewards. Or the falsely portrayed idea of being “the expert” as a glamorous calling. But the bottom-line is this: have you researched the field extensively through others who served as experts? Have you examined and considered the pros & cons of this decision? If not, you may want to think twice, before taking this big career leap.

Ascertain yourself that you are not pursuing this career move solely because of bigger coffers @ the end of the rainbow. Or just because the “grass looks greener on the other side”. But, if these challenges are no barriers to you, & after extensive consideration in becoming an expert, then by all means, proceed to take charge of your consulting destiny by adding this aspect to your advisory services.

Undoubtedly, the demand for PA experts to provide expert testimony will continue to rise as larger numbers of PA's graduate & enter the workforce every year.

“I always wanted to be somebody, but should have been more specific.”

Lily Tomlin- actress



Conference Pictures...



Photos courtesy of Jeff Nicholson, PA-C.

From Left to Right: Roy "Monty" Cary, PA-C, Sue Kopynec, PA-C, James "Jim" Cary, PA-C & Jeff Nicholson, PA-C among the many conference attendees in San Antonio, TX.

Why is the Health Quality Care Improvement Act of 1986 so important to the consumer?



This Act was enacted in response to the increasing incidence of malpractice suits due to incompetent or negligent physicians moving across state lines in attempts to conceal their past questionable professional histories from discovery or self-disclosure. Basically, this legally established professional peer review process sought to determine questionable physician's Standard of Care.



Resume Facelift: Refocusing—Why?

Writing a great resume from a consulting perspective as opposed to one from a clinical perspective isn't brain surgery or rocket science, but there are some guidelines you need to follow if you don't want to appear amateurish. Nor totally inexperienced, even though you may feel a resume is a resume.

So if you want to appear "polished", here are a few nuggets to help you craft a superior resume by **refocusing** the old one:

1. Brevity: Unlike academia, attorneys are not interested in your autobiography, nor every single job and minute detail associated with it. Instead, present your career accomplishments & technical expertise in a bulleted format & short sentences. This format gets to the point and it's easy to follow across the page for any time-starved attorney. Hence, why most consulting experts advocate 1-2 pages the most.

2. Content: Have you included "The Right Stuff"? For example, relevant headings like: "Professional Experience", "Expertise", "Published Works" etc. Instead of irrelevancy, like "social activities" or "personal hobbies". These type of inclusions in the body of your resume are time wasters. Better yet, irrelevant. Attorneys (for the most part) are interested in knowing the bottom-line: does s/he has the required credentials and/or, experience to comment on the merits of his potential case @ hand. Put aside your ego, even though you are the greatest bowler in your job, it is irrelevant to the attorney & his clients. Satisfy those pressing needs and you will be retained as an expert or reviewer for the case. Again, "only the facts, Mam", like the old TV show Dragnet line.

Discuss, & show or even highlight your medico-legal experiences under different subheadings. For instance, "Number of Plaintiff or Defense cases Reviewed" (here you do not have to list specificities. Another subheading could be type of case preference if that suits your consulting needs better.

Remember you are trying to capture and match your clinical skills-set and/or experience with his or her legal needs. In other words, if you are being consulted for an alleged case of missed Myocardial infarction, you should comment your direct involvement with these throughout your career. Whether you were a cardiology or an Emergency Room PA you may not only pitch this, but be able to substantiate that claim either as a medical reviewer or as a PA expert.

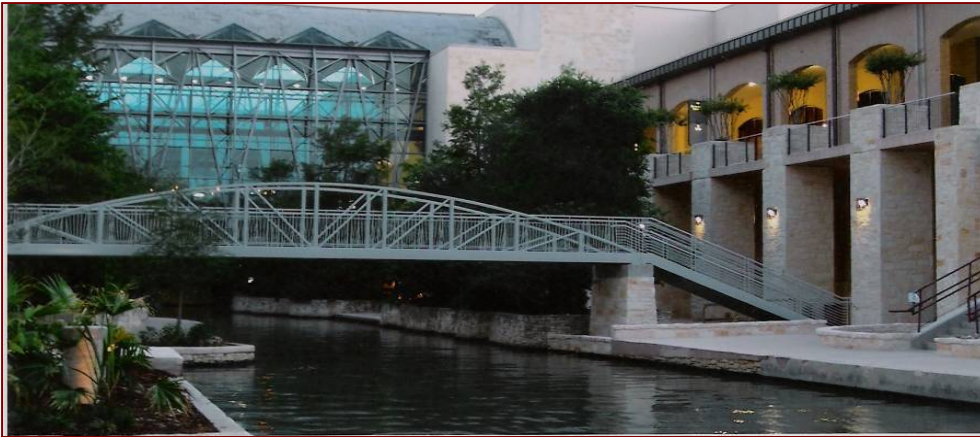
3. Clarity: You have provided the information—but is it clear? If you make your recipient audience work to understand your information then it is not clear to them. One example of this would be listing nonspecific entries in a resume. Notice the difference in "clarity" or specificity of each entry set forth below:

- Adept @ interpreting Exercise Stress testing EKGs.
- Interpreted & supervised 6-8 Exercise Stress tests for the past 10 years with employer "A", 4/day with employer "B" for last 6 mos.

Again, be sure to tailor or refocus your resume to the targeted audience needs, whether is an attorney, a risk manager or a claims adjuster seeking your expertise. Short of following and implementing these simple suggestions in your resume, your resume could find its way into the "round file".

Learn the difference between crafting a "clinical" vs. a "consulting" resume, while on the surface they may not appear much different, they can be. Moreover, depart from these resume writing pearls & your credibility or chances to secure that consulting assignment can be greatly reduced.

More photos from the conference...



More Useful Websites



Looking for more of those helpful websites? If so, then you must check these other great Law-related websites:

- ☞ Fed Law: www.legal.gsa.gov
- ☞ Code of Federal Regulations: www.access.gpo.gov/nara/cfr/
- ☞ Internet Law Library: www.priweb.com/internetlawlib/1.htm
- ☞ Law on the net: www.onelaw.com/lawindex.htm
- ☞ Dept of Health & Human Services: www.dhhs.gov/
- ☞ Office of the Inspector General: www.dhhs.gov/progorg/oig
- ☞ Health Care Financing Administration: www.hcfa.gov/
- ☞ Legal Research: www.lawinfo.com
- ☞ Health Hippo: www.hippo.findlaw.com
- ☞ National Practitioner Data Bank: www.npdb.com/
- ☞ American Health Lawyers Assoc: www.healthlawyers.org/



Photos Courtesy of Roy Monty Cary, PA-C

Top: Conference Site
 Middle: Colleen (L) & Suze Kopynec , PA-C
 Bottom: Jim, Monty, Colleen and Chip