Are You a Motivated Legal Nurse Consultant

It is easy to lose perspective when you work alone, as most independent LNCs do. It is easy to not be a motivated legal nurse consultant and to slip into bad habits and mindsets. How do you stand up to the test?

**Signs of a Motivated Legal Nurse Consultant**

1. You have **written goals** which you review every day. Your goals cover these aspects: recreation and fun, family and friends, financial, health, business and career, personal and lifestyle. You include time frames by which you want to achieve your goals.

2. You recognize that **life and business have ups and downs**. My son taught me this expression: “You can’t enjoy the highs unless you also have lows.” You know that every business and every life have tough times, and that your tough time will eventually end.

3. You are a **positive person**. Because you seek positive experiences, you encounter them. You look at a situation and see the bright side. You keep a gratitude journal and document what you appreciate and are thankful for. After spending several days in Washington DC, I am grateful for being able to walk without pain, to have enough money that I don’t have to beg, and to have a normal face (I saw a man who was missing half of his face. He was walking with 2 other guys and was laughing.)

4. You can **sniff out a negative person** in a heartbeat. A motivated legal nurse consultant knows that negative people are toxic and can destroy your mood and ambition. You ignore negative people and realize their world view is not your world view.

5. **You associate with positive, motivated people**, and look for them both within the LNC world and in the world outside our field.

6. **You love to learn**. You know that legal nurse consulting and medical legal issues change and evolve. Your learning does not end, and you see that as a good thing.

7. **You take control of situations** that are your responsibility. You recognize there are situations and people you cannot control. You turn off your accountability meter (that invisible sense of wanting to fix things) when warranted. For example, I watched a woman parallel park on a Washington DC street and deliberately leave the car in front of her without any room to get out of the space. By deciding to not point out what she had done, I turned off my accountability meter.
I am sure there are other traits of a motivated legal nurse consultant. These 7 are the ones that I find make a lot of difference for success. What traits do you want to add to this list?

Working with attorneys requires a great self-image, self-confidence and a willingness to stand up for yourself. A positive mindset eliminates a lot of problems.

Before we continue, listen to what I have for you. I’ve gotten so many questions on how to start an LNC business, so I wrote a book on the topic. It is called, not surprisingly, *How to Start an LNC Business*.

This book is for you if you are in the early stages of your business or want to move to a higher level of success. You will gain the principles for building a strong LNC business.

I will show you how to set **SMART goals** to which you can hold yourself accountable and **how to track and measure your results**.

Get concrete information about having a sound operating plan and mastery over your finances. This book shares tips on how to organize your finances, track income and expenses using calendars, budgets, logs and accounting software.

- This book is geared to the legal nurse consultant who is searching for tips to jumpstart a consulting business.
- The principles and tips in this book will help you gain success in starting or growing your legal nurse consulting practice.

Order the book using the link in the show notes at podcast.legalnursebusiness.com and use the code listened to get a 25% discount on your order.

When legal nurse consultants talk to me about fee and collection issues, often their mindset, communication, or self-confidence factors affect finances. Here’s how to avoid this trap. Listen to the guidance of Ben Glass Esq, a plaintiff attorney in
Virginia who shared his perspective on how to avoid collection issues when he talked with some of my LNC Academy coaching clients.

**Legal nurse consultant collection fears**

Collection issues are not unique to legal nurse consultants, but that happens when there’s a fear that if you don’t do the work first and get paid later or if you don’t cut my prices that you won’t make any money and that there will never be another lawyer who calls you.

It’s the same thing with lawyers who are doing non-contingent fee work. They face the same issues and the way to get out of that game is to establish yourself as an LNC who is choosy about which attorneys he or she will work with.

**Build your client base**

The best self-defense is to have a big enough group of clients so you can stop working with people who are not full of integrity. Get paid up front and don’t fall into that zone where you think that you must play by the lawyer’s rules in order to get clients.

If a neurosurgeon says to me “Send me the records and send me a check for $5,000” I’m not going to say “No, here’s the records” because he’s going to say, “I’m not going to review the records.”

**You are a valuable legal nurse consultant**

You should have that same attitude because you are valuable. You bring a great value to law firms and to lawyers who need you. There’s no reason in the world why you shouldn’t be getting paid first.

Have open and honest communication with the lawyer. Don’t undervalue or underestimate how much time it’s going to take you to do a case. Remember you are valuable to the lawyer and you’re part of that team.

**Stand tall as a legal nurse consultant**
Don’t be intimidated by lawyers just because they’re lawyers. Here’s the last point. If you want leverage on someone who’s jerked you around and not paid your bill, complain to the State Bar. That will get you paid if you’ve done the work; you’ve got the contract. It’s not small claims court. It’s not whining on the internet. Make an ethics complaint.

That’s leverage, but it’s best to have great communications at the beginning, do a great job and have a line of people waiting to get in to see you. Don’t charge bottom-dollar fees because when you charge bottom-dollar fees you’re perceived as a bottom-dollar vendor.

You are special. You have expertise. Give the lawyer a Tiffany’s level experience. Over-deliver and make sure that they know that you are over-delivering.

Be sure to order How to Start an LNC Business at the show notes for podcast.legalnursebusiness.com.

I’ve got a phenomenal resource for you just waiting on LegalNurseBusiness.com. My online training and books are designed to help LNCs discover ways to strengthen their skills and businesses. Check them out at legalnursebusiness.com.

Many of us are lifelong learners who enjoy the chance to keep expanding our knowledge. Just like the book of the month clubs, LNCEU.com gives you two online trainings every month. We have a yearly payment plan that saves you over $50 compared to paying monthly, and each program is hugely discounted. Look at the options at LNCEU.com.

The LNCAcademy.com is the coaching program I offer to a select number of LNCs. You get my personal attention and mentorship so that you can excel and build a solid foundation for your LNC practice. Get all the details at LNCAcademy.com.