

# How to Write Awesome Case Results



**LINDSEY DAHER**  
**TOM FOSTER**



# Why Case Results?



Highlight Your Expertise

Inspire Confidence

Convert Potential Clients to Actual Clients



# Getting Started



Choose the right case or patient story

Gather supporting details

Confirm the use of personal information

Get a testimonial from the client or patient



# The Key Elements



What happened

How your client or patient was affected

Why they came to you

How you were able to help

The outcome



# Making it Personal



## Case Results Should Be:

Genuine and meaningful. People come to you during stressful, painful, and difficult times. Show them you understand their pain and you've helped others in similar situations.

A story. Make it descriptive so prospective clients or patients can relate.

## Case Results Should NOT Be:

Generic or clinical. Do not use case results to describe what you did from a medical or legal perspective, use them to describe the process and journey for you and the client/patient.

A report. Providing just the facts can seem detached and impersonal.



# See How It's Done



Home

Cases We Accept ▾

Case Results

Testimonials

Our Lawyers ▾

Helpful Info ▾

Contact ▾



## A Longshoreman's Dreams Crushed

As a young man, Inocencio started working as a longshoreman to see the world. He joined the International Longshoreman's Association (ILA) union and criss-crossed the globe working on all kinds of ships and barges. He was proud of being able to provide for his family and to have a great career. He was a hard worker and quickly moved up the ranks in his union as he became more experienced.

His union cleaning crew would be hired by vessel owners to clean ships and barges when they came into port and changed loads. The ILA would send Inocencio and other longshoremen to the vessel to clean it and get it ready for its next voyage. With thirty years of experience cleaning ships and barges under his belt, he was promoted to be the foreman of his ship-cleaning crew.

Inocencio planned to keep working for another twenty years and save enough to buy a place in the country for him and his wife to enjoy their old age. Having grown up on a ranch, he looked forward to having horses and cows of his own. The accident on the Moran barge was devastating. His future had turned into a lifetime of pain and doctor's visits. He could no longer work or provide for his family.

It soon became clear to his family that Moran was not taking responsibility for what its Barge Supervisor did. They knew they needed help, so Inocencio and his family hired Vuk Vujasinovic and VB Attorneys.



*Inocencio at his family's ranch before the accident happened.*

LIVE CHAT

LIVE CHAT



# See How It's Done



## 15-Year-Old Cyclist Lost His Leg After a Truck Ran Him Over

DISCLAIMER: The results are specific to the facts and legal circumstances of each of the clients' cases and should not be used to form an expectation that the same results could be obtained for other clients in similar matters without reference to the specific factual and legal circumstances of each client's case.



David was a normal 15-year-old who loved to ride his bike to and from school. Riding home this particular day was anything but normal. He had to pass through an area where construction trucks were coming and going across his path along the sidewalk. As David approached the exit area, he didn't realize a truck was exiting until the last second. He swerved to his right to avoid and somehow ended up partially under the rear wheel of the truck.

In looking back as to how an accident like that could have occurred, it turned out to be a number of factors. A major one was a construction trailer which had been parked so that it partially blocked the view of the sidewalk for drivers as they exited the lot. The view of someone on the sidewalk was also partially blocked by the trailer. There was also other equipment in the area creating

limited visibility. This is what is known as a "line of sight obstruction."

David was transported to the hospital with extensive crush injuries to his lower leg and foot. Over the next three weeks, he had extensive surgery and multiple procedures to repair the damage and to attempt to prevent the need for amputation. Unfortunately, in the end doctors performed an amputation of his leg above the knee.

David was transferred to a special rehabilitation hospital where he remained for almost 4 months recuperating and undergoing rehabilitation with his new prosthetic leg. He was wheelchair-bound most of that time.

After David's discharge from the hospital, the gravity of the loss of his leg began to sink in. He was extremely limited in his activities. He was particularly affected by his inability to run, walk on uneven surfaces, climb a ladder, get in and out of the rear seat of a vehicle, and other movements affecting his lower extremity. He couldn't even swim.

Of course, David suffered tremendous physical and emotional pain, and the loss of enjoyment of life. Amputees using prosthetic devices face many challenges, including phantom pain, and frequent stump discomfort and irritation. His day to day life now required him to put his prosthesis on and off.

In addition to the calculation of David's substantial medical bills, he was evaluated by a vocational and life care planner, particularly in regard to his future medical needs. An economist was hired to project those needs into the future so their present value calculation could be made.

A lawsuit was filed against the owner and operator of the truck as well another entity alleged to have had at least partial responsibility as well. Ultimately, David's case was settled before trial and David set about to rebuild his life. David was fortunate the circumstances of his accident involved entities with sufficient insurance to provide for his medical needs in the future, make the accommodations he needed for living as normally as possible and for him to receive the compensation he deserved for his grave injuries.





# See How It's Done



Our client was leaving the mall to head home. Suddenly a car cut her off. The crash slammed her head against the driver's door post and window knocking her unconscious. She remembered nothing until she was being removed from the car by paramedics. She awoke dazed and confused. She refused to be transported to the Emergency Room but was in the Urgent Care the next day complaining of back

and neck pain.

Her car insurance company had convinced her to take a \$1000 deductible on her No-Fault (PIP) policy to save a few dollars. Sure it did, but it reduced her valuable No-Fault medical coverage when she needed it the most.

The other driver's insurance company called her right away after the accident. When they found out she had the PIP deductible they offered to send her a check for \$1000 "to help with her out of pocket expenses". She was in pain, her car had been totaled. She had no idea how badly she had been injured. She didn't want a big hassle and decided to take the money. She was overwhelmed and anxious about the medical bills and the \$1000 offer sounded good at the moment. Luckily a family member cared enough to urge her not to take the money before talking to our office.

We worked up our comprehensive demand package. It included all of the medical records for her injury related treatment, as well as all records for any doctor visits before the accident to show she had never complained of these problems before. We included photographs of the damage to her car and the repair bills. We outlined and referenced current medical articles on brain injury and their long lasting effects. We included a detailed description of our client, her life, her family, her work and the things that made her life meaningful to her. We described all the problems she was having from the accident and all the activities she could no longer enjoy. It totaled eleven single spaced pages. We did not make a specific demand for their policy limits, choosing instead to wait to review the financial affidavits first.

As part of our package we advised the driver's insurance company we would require the driver to complete a sworn financial statement outlining in detail their complete income and assets before we could advise our client about accepting the limits of their insurance policy. We also required them to complete a sworn affidavit stating whether they had any umbrella or excess liability insurance. We gave them 30 days to respond.

We sent the entire package to the adjuster and waited. Before the time expired we received both of the signed and completed affidavits. The affidavits showed the driver really had nothing. We ran our own detailed assets check as well just to be sure. The insurance company also enclosed their check for \$100,000.

Our client was relieved to get her case settled. While she understood it was worth far more than the available policy limits, she could rest easy knowing that every avenue had been pursued.





# See How It's Done



## Enacting a Remedy

As a bunion deformity is a structural abnormality, the only way to “fix it” is surgical. This solution is reserved for [patients who have pain unresponsive to conservative means](#), cannot comfortably wear the shoes of their choice, or those who have deformities that are progressively worsening. Bunion surgery works well for the vast majority of patients. The type of surgery depends on several factors including the degree of deformity, patient's activity level, and their overall health. After your surgery, the experts at Dallas Podiatry Works provide the [care and information you need for a speedy recovery](#).

Bunions are an uncomfortable, progressive condition. They bulge out from the side of your foot, make wearing your favorite shoes difficult, and add pain to normal activities like walking. Without correction, they generally get worse. You don't have to suffer through the pain, however. Treating your bunion can significantly reduce your discomfort and get you back out and enjoying life again. Don't settle for less by ignoring it. If you're ready to take steps to get back on your feet, contact Dallas Podiatry Works. For an appointment with our bunion specialists or for more information, [visit the contact page online](#) or call one of our two convenient office locations: (972) 566-7474 for our Dallas office, or (972) 943-3323 to reach us in Baylor Plano.

## Before & After Bunion Surgery:

Recently had a bunionectomy? Follow our [easy, helpful post-operative instructions](#) to keep your feet healthy as you heal.





# Questions?

