

How to Create a Sample Work Product

When You've Never Had a Case

NEVER HAD A CASE?

Here's How to Create a Sample Work Product

I've reviewed hundreds of LNC applications — and I can always tell when a sample isn't original. That's why I want to show you how to create one that *is*, even if you've never had a case.

When I was a new LNC, I ran into the same problem many new consultants face today:

Attorneys and LNC contractors want to see sample work product...
...but you've never had a case.

I remember feeling stuck.
I didn't want to use a purchased sample.
I didn't want to use something from an LNC course.
And I definitely didn't want to submit someone else's work as my own.

A quick reassurance: When I reviewed LNC applications, I could always tell when a sample wasn't truly the applicant's own. Many new LNCs feel pressure to submit something perfect, so they "borrow" samples from courses, books, listservs, or online, but that actually works against them. Those samples are meant to help you with the **FORMAT**, not the **CONTENT**. What stands out most is an original sample that reflects *your* reasoning, even if it's simple. Attorneys and contractors want to see how you think, not how well you can copy a template.

You don't need a real case to create a strong sample.
You just need a clinical situation you remember well.

Before you begin, an FYI: The term "work product" is never plural. It's a single term that could include many components, like the words "group" or "family." So work product could include one or several reports.

Here's a simple way to start:

1. Begin with the damages

Think of a patient who had a poor outcome — a fall, a medication error, a missed diagnosis, a complication.

You're not recreating the real case.
You're using it as inspiration for a *fictitious* scenario.

2. Build a scenario around it

Add dates, times, providers, and actions.
Change all names and identifying details.
Fill in the before and after.

3. Identify breach, causation, and damages

What should have happened?
What actually happened?
What resulted?

This is the same analytical process attorneys expect from LNCs.

4. Turn it into a short report

A few pages is enough.
A chronology, a summary, or both.
Clarity matters more than length.

Don't present your sample to an attorney or LNC contractor as a real case. Present it as a sample of what you are capable of producing.

When I reviewed applications, these were the samples that stood out — not because they came from real litigation, but because they showed the LNC understood the legal process and workflow.

If you're new and feeling stuck, you're not alone.
But you're also not dependent on someone else's closed case to begin.

You can build the foundations yourself — and that's what prepares you for real opportunities.

How to Create Sample Work Product

- 1 Begin with the damages**
Think of a patient with a poor outcome -
The poor outcome is your damages.
- 2 Build a scenario around it**
Change all names and identifying info
to protect confidentiality.
- 3 Identify breach and causation**
Parse out liability and causation. Link them
to the poor outcome (damages).
- 4 Turn it into a short report**
Showcase your analysis and understanding.

You don't need a real case to get started.
You just need a clinical situation you remember.