

Holland & Knight

701 Brickell Avenue, Suite 3300 | Miami FL 33131

Phone 305.349.2279 | Fax 305.789.7799

lee.teichner@hklaw.com | www.hklaw.com

We have used Lifecare Innovations in several catastrophic injury cases we have defended for firm clients. Typically, those cases have involved our having received an expansive and expensive life care plan from the typical well-known plaintiff's experts, whose job it seems is to inflate the care and costs as much as possible. Lifecare Innovations reviewed the medical records, got a sense of the condition and needs of the plaintiffs, met with the plaintiffs and their families in their home environment, established a rapport with the family, assessed the actual needs presented, and created a Life Care Plan that was appropriate for the plaintiffs and family, within the budgetary constraints dictated by the particular case. Lifecare Innovations regularly performs this type work for its own patients, so it is acutely in touch with the patient's needs and the relative costs for same. Lifecare Innovations canvassed the community to confirm the available services and prevailing rates and by doing so it is able to provide hard evidence of what services can be offered and the community rate for same. At mediation, with this information at our disposal (one case Lifecare Innovations attended to extend the rapport with the family, the other they were available by telephone), we were able to demonstrate to the plaintiff and the plaintiff's family and attorney how our proposed Life Care plan met their true needs, far better than the inflated plan suggested by the expert retained by the plaintiff's counsel, which was largely driven by money, not needs. The plan we presented was sufficient and tailored to the specific needs of the plaintiff, and also far more cost effective. Our attention to the plaintiff's and family's true needs promoted settlement. Even the plaintiff's counsel was willing to go along with the Life Care plan suggested by Lifecare Innovations, because it met the true needs of the plaintiff and the family, and showed the plaintiff that their calls for help were heard and were being addressed. It also brought the settlement spend into a range that was acceptable to the defendant. The mediator lauded the efforts of LifeCare Innovations and commented on what a key part its involvement was in getting the case resolved. At the conclusion of the mediations, there was a feeling of relief that the plaintiff and the plaintiff's family were meeting their specific needs, and that our client could provide those needs in a cost-effective and appropriate manner.

Lee Teichner

Partner