

# How Key Quantum Indicators Are Affecting Your Law Firm Whether You Know It Or Not

---

## Abstract

Whether through inexperience or not knowing what to look for, attorneys every day are leaving money on the table—potentially millions. Key quantum indicators combine an attorney's mind with the physician's scalpel to wade through a patient's medical history and identify key details that affect a case's quantum. In the coming pages, we'll cover how information gets missed, how to avoid missing that information, and how to combine a medical doctor's eyes with a Juris doctor's mind.

## Introduction

A few years ago, a gentleman was involved in a moderate car accident. He was mostly uninjured—didn't hit his head or lose consciousness—but was still affected by whiplash and entitled to compensation of about \$50,000 on a prima facie examination of the evidence. One thing that was noticeable, however, is that the client seemed to be experiencing symptoms that were consistent with a concussion. We reviewed the key quantum indicators and, sure enough, the client had a history of symptomatic post-concussion syndrome. Just like that, the case value skyrocketed from \$50,000 to \$1,400,000.

Key Quantum indicators have the potential to cause truly massive differences in profitability in a law firm both positively and negatively. Attorneys who actively look for them can expect higher returns; those attorneys who neglect them do so at their own peril.

## Why the best personal injury attorney is a physician

Lest we are led to believe otherwise, key quantum Indicators are not obvious, and they rarely appear bolded and underlined. They can be found in the nooks and crannies of ostensibly unimportant information, tucked away in hundreds of pages of dull reading. While attorneys have honed the skill of rationalizing and making practical the law of cause and effect, physicians are able to identify and highlight precisely what the possible causes and effects are.

The way that a case is worked up is normally reflective of a Pareto distribution—much of what is considered to be relevant information is found in a relatively short period of time. However, what about the 10-20% that isn't gone over with a fine-tooth comb? It is this kind of information that was missing in the case mentioned above; the attorneys and legal team were ready to settle for \$50,000 until they looked deeper for key quantum indicators.

It's fair to say that the majority of the useful information can be found with a relatively deep dive into a client's medical history; you may even be able to win a case based on the first 80-90% of the available information. However, there's an appreciable and worthwhile difference between winning a \$50,000 case and winning a \$1.4M case. They may both be equally winnable, but there's a formidable opportunity cost in neglecting the extra work and potentially foregoing millions.

The truly valuable information and case-transforming information comes in that last 10-20%. It is this last bit of information that causes cases to go from ten's of thousands into millions. The short story is, if you're not looking for key quantum indicators, you're living with 80% of the information and 20% of the revenue instead of 100% of both.

## Using Key Quantum Indicators for Case Evaluation

Most of the aspects of a perfect case—high value, high misconduct, obvious plaintiff fault, and a bad defending lawyer—are outside of your control. What you can control, however, is how much time and energy is worth investing in the case as well as how well you prepare yourself and your client. But given the fact that you don't have unlimited resources or knowledge, what is the best way to hedge the bet in your favor for the best possible outcome?

Key quantum indicators not only give you a good idea of which cases are most valuable, but tell you which cases are simply unworthy of hours of your time and thousands of your client's dollars. Many cases are presented with any number of roadblocks that might not be evident without a deep knowledge of medicine and a deep dive into the client's medical history. Unrelated or uncorrelated underlying conditions may create the appearance of a winnable case when the reality could be completely different. A steady hand and keen eye for medical detail could keep your time investment to a bare minimum while another higher-value case comes along.

Key quantum indicators allow you to make data-driven decisions about where to allocate limited resources so neither you or your client are being inefficient with time or money. Not all key quantum indicators are positive in this sense, but they're all important for information gathering. By using a combination of weighted positive and negative key quantum indicators, you can determine where you can get the best ROI on your time and efforts.

## Using Key Quantum Indicators to Increase Case Value

Once you've selected your cases, you can use key quantum indicators to determine how many resources should be allocated to that case. When the key quantum indicators are identified and properly implemented, they can be game changers. Sumify takes advantage of these all-important details and makes them easily accessible and understandable. Traditional medical document review takes months and misses most of these key quantum indicators. The cost here can be measured both in time and the amount of money that your firm receives as well as the compensation that your client receives.

Sumify has made it our goal to not only make the medical document review faster but also substantially more fruitful. When you submit your client's information through our HIPAA portal, we'll review his or her history with a physician's eye and an attorney's mind. Small but incredibly important details will start to emerge from the woodwork that will impact the way that you work up a case. We also compile all the most important information in an easy-to-navigate page which is hyperlinked to the original text. Our goal is to make your case as smooth as possible and make the information as readily accessible as possible.

We'd love to show you around the platform and give you a little taste of what it might look like for your law firm to get the Sumify advantage. If you're interested in setting up a time to schedule a demo, please email: [contact@sumify.io](mailto:contact@sumify.io). Until then, our best regards and wishes to you, your team, and your firm.

**- Sumify Success Team**