



# How to Make \$90,000 (or more) as a Paramedical Insurance Examiner: 51 step-by-step Days to Success

*James Huffman*

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If you're like most nurses, you'd like more control over your work and life. This book is a unique guide to a specialty area that any nurse can get into: one that gives you as a nurse freedom, flexibility, and financial success. Yes, money. It's possible to make \$90,000 (or more) a year providing mobile examination services for insurance companies. This book tells you how to do that.

And this isn't a theory book: the author has done this business since 1980 (part-time) and since 1982 (full-time). (I was a hospital based nurse from 1980 to 1982, doing exam services on the side. I began my business full-time at the end of 1982). And I've supported myself and my family (my wife and 4 children) by this business.

I haven't gotten rich. But I've made better than most hospital-based nurses do every year, and I've had freedom. Freedom to set my own schedule. Freedom to spend time with my wife and children. And freedom to explore other interests.

There's nothing wrong with being someone's employee. But the freedom I've had almost all of my adult life (I started this part-time just after graduating from nursing school, when I was 25) is addictive. I love what I do -- and I love what it has allowed me to do.

I've broken this book down into "day" segments. Sometimes folks get overwhelmed by information and instructions. This book's format lets you take it one day at a time. If you want to read more than one segment every day, there's nothing wrong with that. But give yourself time to absorb the information and you really can have freedom, a valuable career, and a very good income.

Like I said, this isn't a theory book. Nothing wrong with those, but you're probably looking for concrete ideas and steps. And this book gives you that.

It tells you exactly what an examiner does. What supplies you'll need. What an actual appointment with a client feels like. How to market your business. How to make averages work in this business. Dealing with changes. What 2 kinds of insurance you need (hint: as important as they are, it's not life or health insurance).

Most nurses feel they shouldn't talk about money. I don't have a problem with it, and you shouldn't, either. Everyone in the health care field makes money -- I'm not sure why nurses shouldn't as well. So I talk about money. And marketing. And growing your business.

Part of having your own business involves being efficient. I talk about that. Along with negotiating and problem-solving and dealing with threats -- threats of any kind. Plus scheduling, estimating time between appointments, and the one thing you can do that will mess up your career faster than anything else you can do.

You'll be wearing a different hat part of your time: that of a business owner. So you'll need to learn to think like that, what to do when you're going to be gone for a few days, or even longer. Plus, why your customers

benefit when you're paid more.

When I do an insurance exam (which takes about 15-20 minutes), I'm paid -- on average -- about \$60 for each individual I see. You won't do that well immediately, but you can be making that much faster than you've imagined. This book is probably the best investment you can make in your career. For a cost that's a tiny fraction of what you'll make with just one appointment, you'll have a valuable, step-by-step guide to creating a new career for you -- one that fits your life, one that makes your life better, and one that rewards you financially like you deserve to be rewarded.

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