

Qualifications Summary

20 Years Expert Knowledge In:

- Perfusion
- Chronic Pain
- Burn
- Amputation
- Traumatic Brain Injury
- Spinal Cord Injury
- Medical Device/Pharma Liability and Sales
- Personal Injury
- Malpractice
- Teaching Innovative Procedures and Product Use
- Geriatric Home Health
- Pharmacodynamics
- Pathophysiology
- IME/DME
- **Innovative clinical pioneer**, assisted with the first robotic heart surgery in the nation, and every subsequent first in each state
- **Analytical and objective reviewer** of medical cases with the ability to write clear and succinct summaries, reports, and projections
- **Accomplished author**, contributing to peer-reviewed journals and textbooks
- **Adept public speaker and presenter**
- **Extensive Research knowledge** with a focus on data registry, 501k for FDA clearance, medical device product launch, and medical research
- **Proficient Instructor, teaching cutting-edge medical technology and procedures** including "beating heart," endoscopic vein harvest, and surgical devices and techniques to surgeons and clinical professionals
- **Strong communication skills** with exceptional ability to translate complex medical knowledge into lay terms
- **Dedicated preceptor** for Duquesne University's Graduate School Forensic Nursing Program

Professional Experience

Legal Nurse Consultant and Life Care Planner

Cardinal Lifecare Consulting, LLC – FOUNDER 2017

2012 – Present
Pittsburgh, PA

- Organize complex medical information into clear, concise, and objective chronologies/summary reports
- Specialized expertise in areas including chronic pain, burn, traumatic brain injury, and amputation
- Abstract data for product liability and mass tort/class action lawsuits
- Educate attorneys and clients regarding relevant medical issues
- Identify and define future medical needs and associated costs
- Evaluate complex medical records to identify issues/possible breaches in nursing standards of care
- Expert Witness provision

Affiliations

- **Current Member, Board of Directors** of Visiting Nurse Association Western PA/Hospice/Lutheran Senior
- **Director at Large**, Pittsburgh American Association Legal Nurse Association Chapter 2018,2019,2022
- **President**, Pittsburgh American Association Legal Nurse Association Chapter 2021
- **Executive Board Member**, American Association Nurse Life Care Planners (AANLCP) 2017-2019
- **Executive Board Member**, American Association Legal Nurse Consultants (AALNC)
- **Co-Chairman Conference 2020 AANLCP**
- **Conference Committee Pittsburgh AALNC 2019**
- **Advisory Board** Standards of Practice International Association Life Care Planners
- American Association of Legal Nurse Consultants
- American Association of Nurse Life Care Planners
- International Association of Rehabilitation Professionals

Teaching & Presentations

- **Adjunct Faculty** Duquesne University Graduate School of Nursing Forensic Nursing GNFO 514 Forensic Clinical
- **Capital University Law School- Life Care Planner Module 8 -Pain module**
- **Invited Speaker**, "The Role of Life Care Planner in All Phases of Medical Malpractice Lawsuit", 2018 American Association Legal Nurse Consultants, Pittsburgh Chapter
- **Invited Speaker**, "Chronic Pain, CRPS, Treatment Trends & Ketamine", 2017 National Conference for IARP/IALCP (International Association Life Care Planners) *will be published in Journal of Life Care Planning
- **Co-Host, Legal Nurse Academy Podcasts with Pat Iyer MSN, RN, LNCC 2018-2019**
- **Invited Speaker**, "Role of Life Care Planner-Experts in Aging Well", 2020 Committee- Elder Law- Allegheny County Bar Association
- **Invited Speaker**, Texas Heart 25 Year Anniversary Celebration: Surgeons, Cardiac Anesthesia and Perfusion Program
- **Clinical Teacher**, in various professional experiences taught physicians, surgical teams, and other clinical staff cutting edge procedures, how to use new medical products and devices, and methods including "beating heart", robotic
- **Invited Speaker Courtroom View Network-** Webinar Medical Cost Projections and Settlement Aug 6th 2020
- **Invited Speaker Allegheny County Bar Association** Webinar Series for Continuing Legal Education. TBD.

Publications

- **Associate Editor Principle and Practice 4th** Edition American Association Legal Nurse Consulting (AALNC) first edits, 2019
- **Co-Author Chapter:** Demonstrative Evidence for Principles and Practice 4th Edition AALNC published 2019
- **Peer Reviewer:** Forensic Chapter Principles and Practice 4th Edition AALNC published 2019
- **Peer Reviewer:** eBook Series AALNC; Pharmaceutical Liability-Opioids published 2019
- **Co-Chairman** for Journal of Nurse Life Care Planning; American Association Nurse Life Care Planning (AANLCP) published quarterly. 2017-2018
- **Peer Reviewer:** Journal Nurse Life Care Planning. AANLCP.
- **Co-Author Chapter:** Transplantation: Core Curriculum AANLCP to be published 2023
- **Author of Aging Resource Column:** Journal Nurse Life Care Planning. AANLCP. Recurring column published every quarter. 2017-2018
- **Co-Author Chapter:** Life Care Managers Handbook 2020
- **Co-author-** Resource column to be published in JNLCP for durable medical equipment August 2020
- Campbell K, Vargus J. HF10 Therapy, A New SCS Option. *Journal of Life Care Planning*. International Association of Rehabilitation Professionals/Life Care Planners. Summer 2018
- Campbell K, Aging Resource: Aging and Costing and Coding Resource List *Journal of Nurse Life Care Planning (JNLCP)* Spring 2018
- Campbell K, Aging Resource: Extremity and Mobility *JNLCP* Winter 2017
- Campbell K, Craigmyle J. Aging Resource: Back and Spine *JNLCP* Fall 2017
- Campbell K, Craigmyle J. Aging Resource: Business of Life Care Planning. *JNLCP* Summer 2017
- Campbell K, Craigmyle J. Resources on Aging with Brain Injury. *JNLCP* Spring 2017
- Campbell K, Stanton-Hicks M. MD. Chronic Pain: A Simple Review for a Not So Simple Pathology. *JNLCP* 2016 Spring
- Campbell K, Jayakar D MD. PRACABG Presented at CTT 2003.
- Campbell K, Oles D. Emergency redo mitral valve replacement in 27yo pregnant female with clotted prosthetic mitral valve, preoperative fetal demise and postoperative ventricular assist device: a case report. *Perfusion*; 2001;16 159-164.

Education

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|---|------|--|-------------|--|
| ✘ | – | Private Business Apprenticeship | 2013 | Vickie Milazzo Institute Cape Cod, MA |
| ✘ | CLCP | Life Care Planner Certificate | 2012 – 2013 | Capital University Law School Columbus, OH |
| ✘ | CLNC | Legal Nurse Consultant Certificate | 2012 | Vickie Milazzo Institute Houston, TX |
| ✘ | CP | Perfusion Certificate | 1997 – 1998 | Texas Heart Institute Houston, TX |
| ✘ | – | Perfusion Research, Physiology, Pharmacology Full scholastic scholarship for Pharmacology and Perfusion Credits earned in Pharmacology, Biochemistry, and Perfusion Technology Transferred to Texas Heart Institute | 1996 – 1997 | University of Arizona Tucson, AZ |
| ✘ | BSN | Bachelor of Science Nursing | 1992 – 1996 | Pennsylvania State University State College, PA |

Clinical Experience

Regional Sales Manager

Cambridge Heart

2008 – 2009

NC / SC

- Primary call points included: electrophysiology, cardiology, and internal medicine
- Extensive knowledge of technology being sold: capital equipment with utilization disposables for sudden cardiac death risk stratification
- Managed 6 clinical specialists and regional sales team
- Negotiated purchases with Chief Operating Officers of hospitals and physician practices

SIGNIFICANCE to LEGAL: Familiar with hospital, staff, department policy and procedure manuals as well as training logs

Independent Distributorship

2006 – 2008

NC / SC

- Primary call points included: cardiology and internal medicine physicians
- In-depth knowledge of technology being sold: holter and cardiac even monitors with 24/7 monitoring lab provision services
- Managed all independent business functions including finance, marketing, invoicing, and supervising.

SIGNIFICANCE to LEGAL: Understand labs, reporting and call regulation

District Sales Manager

Foxhollow

2005 – 2006

Las Vegas, NV, UT

- Primary call physicians were cardiologists and interventional radiologists
- Established Foxhollow's plaque excision procedure as the standard of care for Las Vegas Valley
- Created and implemented internal screening programs which cultivated \$1.3 million in sales
- Managed marketing campaign directed at physician referral network which:
 - Coordinated hospital facility involvement
 - Channeled all referrals to program coordinator
 - Conducted Direct to Consumer marketing in conjunction with Foxhollow
 - Ensured completion of follow-up to referral source, post-intervention

SIGNIFICANCE to LEGAL: Experience with executives, physicians, hospitals and offices as a clinician and business

Territory Sales Manager, Cardiac Surgery

2003 – 2005

Guidant

Las Vegas, NV

- Primary call physicians were cardiac surgeons and hospitals purchasing disposable products and instruments used for heart surgery. Exhaustive knowledge of disposable tools and instruments used in heart surgery that were being sold
- 2003 Region of the Year Award, personal finish at 98% of annual quota for that year with improvement to >100% in 2004 and 2005
- Coordinated, planned, and managed monthly precept program where top surgeons from across the nation came to observe and learn how to perform beating heart surgery and endoscopic vein harvest
- Achieved 100% market share for endoscopic vein harvest and 97% market share for "beating heart" (new technology)
- Provided market growth initiatives for existing clients via public seminars and hospital-based education
- Recruited to this position through requests from surgeons who experienced my expertise as a perfusionist
- In addition to my sales position, I provided perfusion coverage via My Perfusion Company.
SIGNIFICANCE to LEGAL: Achievement for convincing and converting surgeons to adopt new surgical techniques versus traditional heart surgery translates to comfort and being capable of connecting with jury while presenting facts of a case

Area Sales Account Manager

2003

INTUITIVE Surgical

Sunnyvale CA / Pittsburgh, PA / MI

- Primary call physicians included all progressive surgeons in various specialties as well as negotiations with top hospital board members
- Taught surgeon and surgical team how to use robotic system, then maintained presence in operating room for real-time trouble shooting (ObGyn, General, Pediatric, GI, Urology, Cardiac)
- Sold capital equipment ranging from \$1.2 to \$1.6 million per unit in addition to disposables
- Increased utilization in key accounts while coordinating and providing clinical support
- Recruited to this position based on professional merit, reputation, and positive relationships fostered during the robotic heart surgeries and perfusion services provided previously
SIGNIFICANCE to LEGAL: I have proved capable of handling all environments, both resistant and welcoming to new training techniques. Clinical teacher with broad spectrum of surgical specialties aids in variety of cases. Nationwide network: surgeons, specialists, nurses.

Clinical Specialist

2000 - 2003

ESTECH (now AtriCure and Terumo)

Walnut Grove CA / Pittsburgh, PA / National

- Participated in first robotic heart surgery in the nation in accompaniment with Dr. Mehmet Oz and Dr. Michael Argenziano, Columbia Presbyterian NY, NY
- Reported directly to the owner/CEO of the company
- Member of the advisory board for research and development where I co-created and managed clinical outcomes for national and international studies including the "beating heart" study and the Remote Access Perfusion (RAP) Cannula product for product clearance
- Developed and Implemented training course for sales representatives and distributors
- Wrote press releases and publications
- Attended venture capitalist meetings as Clinical Advisor
SIGNIFICANCE to LEGAL: Proficiency with writing and research equals cost effectiveness. Working directly with CEO is my most valuable work history; it is reflected in all my daily habits and has been implemented into Cardinal Life Care Consulting.

Independent Perfusionist /Business Owner

2000-2007

Nationwide Independent Contracts

PA, NY, CA, NV

- Routinely managed cardiopulmonary bypass for coronary artery bypass grafts, valve repairs, and replacements
- Competent in heterotrophic and orthotopic heart transplants, heart- lung transplants, and liver transplants

Independent Perfusionist /Business Owner (continued)

Nationwide Independent Contracts

2000-2007
PA, NY, CA, NV

- Extensive experience with:
 - Centrifugal and roller pumps
 - Oxygenators
 - Retrograde cerebral perfusion
 - Circulatory arrest
 - Intra- aortic balloon pump (emergency room, cath lab, operating room)
 - Extracorporeal membrane oxygenation (pediatric and adult),
 - Autotransfusion, CPS, RIS
 - Ventricular Assist devices, Artificial Heart
 - ICU, NICU, Pediatric

SIGNIFICANCE to LEGAL: The perfusionist operates extracorporeal circulation equipment during any medical procedure in which it is necessary to artificially support or temporarily replace a patient's circulatory or respiratory functions. (Primarily heart surgery and heart transplants) The perfusionist is autonomous to give medications.

National clinical experience permits me to navigate records with efficiency. National Clinical experience proves to be invaluable for awareness of policy procedures, orientations, standards of care etc.

I am trained to handle stress and think very quickly.

Perfusionist (Heart/Lung Bypass)

Baxter/Edwards Lifesciences

1998 – 2000
Las Vegas, NV

- Administered cardiopulmonary bypass for:
 - Coronary artery bypass grafts
 - Valve repairs and replacements
 - Failed PTCA's
 - AATA, ADTA, and AAA repairs