



KEVIN MCMANUS LAW

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Your review could help someone else in need! Simply scan this QR code to leave your review today.



A Personal Message From Kevin McManus

Welcome to our Newsletter! We'll introduce you to our office team, share client stories and life lessons, updates about our work and community, and have some fun along the way. Have feedback? Email us at info@kevinmcmaluslaw.com and let us know what you think. We'd love to hear from you.

We're On Your Side!

Kevin McManus



Against the (Insurance) Odds.

\$2.7 Million in Long-Term Disability Benefits Recovered for Small Business Owner

Our client owned her own business, a Farm Bureau Insurance Agency, and was also a licensed financial advisor. She loved her job and business was booming.

Unfortunately, her life took a drastic turn. She began to experience numbness and shooting pain throughout her body. Concerned, she sought medical care from specialists.

Imaging revealed Arnold Chiari malformation in our client's cranium and basilar invagination in her cervical spine. Further testing confirmed other complex conditions, including cervical medullary syndrome. Despite multiple surgeries, her symptoms persisted. She experienced facial numbness, paresthesia and balance issues, as well as cognitive difficulties including confusion, problems with fine motor skills, and altered depth perception.

Our client could no longer work due to the physical and cognitive limitations. Simple tasks like ordering coffee or

driving short distances became impossible. She lost clients and had to close her business. Our client was devastated, but as an insurance agent, she had planned for the potential of this unlikely event by purchasing a long-term disability insurance policy.

Our client filed for LTD benefits with her provider Sun Life, but her claim was denied. Sun Life claimed she was not disabled and could still perform her job duties. Sun Life relied on medical reviewers who never met our client in person and cherry-picked details to support their stance.

Our firm developed a strategy for her appeal. We obtained further medical evidence from experts and including legal precedent to support our client's claim.

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4 DISCLAIMER: The results are specific to the facts and legal circumstances of each of the clients' cases and should not be used to form an expectation that the same results could be obtained for other clients in similar matters without reference to the specific factual and legal circumstances of each client's case.

On Your Side

A Publication of **Kevin McManus Law** Injury & Disability Attorneys



KEVIN MCMANUS
Attorney at Law

Volume 3

Embracing Our **VISION** with EOS

By Kevin McManus



Transforming Our Firm with the Entrepreneurial Operating System (EOS)

At our law firm, we're committed to continuous improvement and delivering the best outcomes for our clients. This year we implemented the Entrepreneurial Operating System (EOS), a comprehensive framework introduced in Gino Wickman's book, Traction. This transformative system has become an integral part of our operations, enhancing communication, efficiency, and culture within our team.

What is EOS?

EOS is a set of simple, practical tools designed to help businesses clarify their vision, improve outcomes, and foster a healthy company culture. It focuses on six key components: Vision, People, Data, Issues, Process, and Traction. By aligning these elements, EOS helps organizations streamline their operations, improve communication, and ensure everyone is working towards the same goals.

Why We Implemented EOS

We chose to implement EOS to enhance our firm's overall performance. By prioritizing communication, we aimed to break down silos that can hinder collaboration and responsiveness. The structured approach of EOS has also enabled us to operate more efficiently. Ultimately, our goal is to implement and cultivate a strong, positive culture that directly translates to better client outcomes.

What We Have Learned

Since adopting EOS, we've experienced remarkable improvements in our internal communication and operational efficiency. One of the most significant benefits has been the clarity it has provided regarding our firm's culture. We defined our core values—principles that guide our actions and decisions—ensuring that every team member embodies these values.

Our firm's core values are:

- 1. Growth Mindset:** We are lifelong learners who embrace change. We believe that both personal and professional growth is essential for our firm's evolution.
- 2. Proactive:** Taking initiative is key. We encourage our team to own their roles and respond creatively to challenges, fostering a culture of accountability.
- 3. Optimistic:** A positive mindset is vital. Even in tough times, we maintain hope and confidence in our capabilities.
- 4. Do the Right Thing:** Integrity is at the heart of our practice. We prioritize honesty and transparency, ensuring we always act in the best interest of our clients and team.
- 5. Team Player:** Our team is our greatest asset. We believe in supporting one another and fostering collaboration to achieve our collective goals.

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HOW WE CAN HELP

Kevin McManus Law assists clients with personal injury and long-term disability claims throughout Missouri and Kansas. We handle cases on a contingency fee basis and offer free consultations.

Call (816) 837-4433 today or visit our website for more information: www.KevinMcManusLaw.com.

THANK YOU FOR YOUR REFERRALS!

We'd like to thank the following clients and referral partners for trusting us with their referrals. Your support gives us the ability to help others.

Mark M.	Grundy Law
Connor O.	ITC
Mark G.	Brian W.
Lisa M.	Dr. Harlan
Terry T.	David K.
Fishman Law	Scroggins Law



ATTORNEY SPOTLIGHT

New Attorney, Kelvin Fisher

Kelvin Fisher, Attorney at Law

Please join us in welcoming our newest attorney to the firm, Kelvin Fisher.

Kelvin joins the firm with nearly 20 years of legal experience. He began his career representing insurance companies, and now uses those same exceptional skills to help our clients get justice and fair compensation for their injuries.

Kelvin has spent most of his life in Kansas City. His journey into the legal profession began when he participated in a mock trial in high school, where he discovered his passion for advocacy and the pursuit of justice. This transformative experience ignited his determination to pursue a career in law.

For over a decade, he honed his skills as a defense attorney, meticulously analyzing cases and crafting winning strategic defenses. Now, he brings that invaluable insight to his work as a plaintiff's attorney, advocating fiercely for those who have been injured due to negligence or wrongdoing.

Kelvin graduated from the University of Missouri – Kansas City School of Law in 2004. He's licensed in state and federal courts in Kansas and Missouri, as well as the District Court for the Kickapoo Tribe in Kansas. Kelvin lives with his wife and three young sons in Lee's Summit.

As we love to do around here ... let's add some fun with a Q&A with Kelvin!

Q: Kelvin, describe the moment when you knew you wanted to pursue a career in law? What inspired you?

A: In my English class, during my junior year in high school, we had a mock trial based on *Of Mice and Men*. George was on trial for killing Lennie; I was defense counsel for George. As it turned out, George was convicted of second degree murder. I felt that the jury got it wrong. I was actually bitter about the conviction for several weeks. I had found something that ignited a passion in me. This is when I realized I wanted to become a lawyer.

Q: If you were a superhero and your powers were law-related, what would your superhero name be and what would your powers entail?

A: If I was a superhero, I would be The Supreme Negotiator and I would be able to use my powers to instill common sense into unreasonable insurance adjusters.

Q: If you could go back in time, what advice would you give to your law school self?

A: Don't constantly compare yourself with your classmates; just focus on doing your best.

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Against the (Insurance) Odds.

\$2.7 Million in Long-Term Disability Benefits Recovered for Small Business Owner

As a result of our efforts, Sun Life reversed its decision. Our client was paid **\$277,000 in back benefits**. She will receive over **\$2,700,000 in future benefits** if she remains disabled under the Plan.

If you or someone you know needs assistance with a case involving long-term disability, we would be happy to speak with them or provide some *free* resources, which are also available on our website at www.kevinmcmanuslaw.com/library.

Call us anytime at (816) 837-4433. We're here for you, and on your side.

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Embracing Our VISION with EOS

By utilizing EOS, we've not only clarified our mission but have also laid a solid foundation for sustainable growth and success. To learn more about EOS and how it can benefit your organization, check out www.eosworldwide.com.

Together, we are not just growing as a firm but evolving into a stronger advocate for our clients and our community. Thank you for being part of our journey!

Kevin McManus

We're Different from Most Injury & Disability Law Firms ...

We're Dedicated to Our Clients' Success.

To some people, attorneys seem unapproachable. Once you get to know us, you'll see we're easy to talk to and very relatable. **Most of all, we care and are ready to help.** Find out more about our legal team in their bios and discover what inspires us to fight for you. KevinMcManusLaw.com/Team

Our firm's highest purpose is to help our clients make the best possible decision about their legal issues. We provide open, honest communication, solid information, and high-quality legal representation. We fight for justice of the people we represent – to right what's wrong so our clients, families, and community are protected from similar harm in the future.

You'll find our **Practice Areas** as well as *free* resources in our **Library** of articles, blogs, FAQs, videos, and more on our website. We also have **Free Offers** of books and reports to help. Of course, the quickest way for us to assist you is to **call us at 816-203-0143**. If you have a legal issue that we don't handle, we'll help you find a good attorney who can. KevinMcManusLaw.com

If you or someone you know has a case involving personal injury or disability, we'd be happy to speak with them. Call us anytime at 816-203-0143. We're here for you, and on your side.



Left to right: Kelvin J. Fisher, Kevin McManus, Bridget McManus

Hey **KANSAS CITY CHIEFS** Fans ... *this is* **NO REGULAR SEASON!!**



DON'T MISS A FIRST IN NFL HISTORY.

In this **epic 55th NFL season** for the Chiefs, everyone is wondering ...

Can Andy Reid take the defending champs and their fans into a third year win in Super Bowl LIX?

It would make them the **first to ever win three straight championships** in Super Bowl history!

Superbowl LIX

» **Date:** February 9, 2025

» **Location:** Caesars Superdome, New Orleans, Louisiana



2024-25 KANSAS CITY CHIEFS SCHEDULE

REGULAR SEASON SCHEDULE					
WK	DATE	OPPONENT	TIME (ET)	TV	RESULT
1	Thu, Sep 5	vs Baltimore	8:20 PM	NBC	
2	Sun, Sep 15	vs Cincinnati	4:25 PM	CBS	
3	Sun, Sep 22	at Atlanta	8:20 PM	NBC	
4	Sun, Sep 29	at LA Chargers	4:25 PM	CBS	
5	Mon, Oct 7	vs New Orleans	8:15 PM	ESPN	
6	BYE WEEK				
7	Sun, Oct 20	at San Francisco	4:25 PM	FOX	
8	Sun, Oct 27	at Las Vegas	4:25 PM	CBS	
9	Mon, Nov 4	vs Tampa Bay	8:15 PM	ESPN	
10	Sun, Nov 10	vs Denver	1:00 PM	CBS	
11	Sun, Nov 17	at Buffalo	4:25 PM	CBS	
12	Sun, Nov 24	at Carolina	1:00 PM	CBS	
13	Fri, Nov 29	vs Las Vegas	3:00 PM	PRIME VIDEO	
14	Sun, Dec 8	vs LA Chargers	8:20 PM	NBC	
15	Sun, Dec 15	at Cleveland	1:00 PM	CBS	
16	Sat, Dec 21	vs Houston	1:00 PM	NBC	
17	Wed, Dec 25	at Pittsburgh	1:00 PM	Netflix	
18	Sun, Jan 5	at Denver	TBD		

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On Your Side newsletter is a publication of Kevin McManus Law. It is for informational purposes only and not intended as legal advice. By writing columns which discuss legal and ethics issues, we do not intend for this information to be relied upon without using common sense and/or speaking to a lawyer about a particular case.

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