

# Advanced Clinical and Business Skills for the Physical and Occupational Therapist

## Course Description

By Indefree Association: Empowering Independence and Freedom

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Reimbursement for physical therapy services began decreasing 15 years ago and has recently **dropped** considerably. The rise in healthcare spending with more and more baby-boomers entering into retirement and requiring medical services has Medicare (the federal government) taking drastic measures to curb costs (see the Institute of Medicines report "Leadership by Example"). Many private payers are following suit, not out of necessity per say but in many instances to take advantage of the opportunity to increase profits.

In many areas of the U.S. a therapist can expect less than \$59 per visit, and some HMO capitations are as low as \$29 per visit. Many insurance companies are also "closing-out" providers from participating in their networks in an effort to create fear, and drive down costs even more. Every discipline from physicians to dentists to physical therapists needs to adapt to this ever-changing environment of "cost-cutting" and "capitation" or they will suffer the consequences and be forced out of business. Many have closed their doors already due to financial difficulties. Some of whom were the pioneers that began in the 1980's.

How do therapists *adapt* in this age of capitation, cost-cutting and closed plans?

They need to advance their clinical skills to achieve faster results with more efficiency, and management skills to create more cost-effective delivery systems. They need to acquire real-world business skills to overcome the obstacles of low third-party reimbursement, cost-cutting and capitation.

This is an intensive 24-hour course that was developed to meet the objectives at hand and better prepare the physical and occupational therapist for the challenges that face our profession today. The outline of topics are:

Advanced Clinical Skills Development

Advanced Profit Systems Development

Advanced Care-Delivery Systems Development

Advanced Billing and Coding Development

Advanced Human Resource Development

Advanced Appealing and Collections Systems

Advanced Marketing and PR Development

Advanced Financial Systems Development

Advanced Business Development

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