“Cash Client Revolution”: Business, Marketing and Administration Training for Physical and Occupational Therapists in Private Practice

Class Outline

By IndeFree Association: Empowering Independence and Freedom for PT/OT

DAY 1

8:00am

- Decreasing reimbursement, high deductibles and co-pays, and other industry trends.
- The importance of creating a “system” in your business to handle the changes in industry trends.
- What constitutes a “Cash Client” legally and financially?
- Legal and compliance checklist for Medicare/Medicaid, insurances, and PT Board.
- Benefits of having a Cash Client System
- Common Mistakes Made by most clinics when trying to handle cash pay clients.

9:00am

- Documentation that’s efficient and legally sound.
- How to decrease documentation time for cash clients. The essentials.

9:30-9:45: [BREAK]

10:00am

- Evaluation Efficiency
- Daily Note Efficiency
- Re-Evaluation and Discharge Efficiency

11:00-11:15: [BREAK]

11:15am

- Audit-Proofing Your Documentation

12noon: LUNCH BREAK

1:00pm

- Treatment Planning Efficiency and Proficiency

2:30pm-2:45pm: [BREAK]

2:45pm – 4:00pm

- The C-A-I-R Method to Treatment Planning
- Evidence-Based Treatment Planning

4:00pm

- Q & A

DAY 2

8:00am
- Patient Interaction Skill Building
- How to improve patient compliance and motivation

9:00am
- The “Session Value”
- The main components

9:30-9:45: [BREAK]

10:00am
- Marketing and how to do it ethically and legally
- How to activate during phone inquiries
- How to intake a cash client efficiently

11:00-11:15: [BREAK]

11:15am

- Tools, the Internet and marketing items required.

12noon: LUNCH BREAK

1:00pm

- Billing: Helping cash clients get reimbursed from their insurance company for services rendered.
- How to help clients apply payments made to you to their deductible.
- What are modifiers and how to apply them for cash client billing.

2:30pm-2:45pm: [BREAK]

2:45pm-4:00pm
- How to perform “Self-Audits” to ensure compliance and quality
- HIPAA and cash client considerations
- Training Staff on how to handle cash client cases, treatments, and billing.

4:00pm

- Q & A

Cash Client Revolution for the PT/OT 1st Edition: Jan. 2016. Faculty. Instructor. Author: James Ko, PT, CEO, CFA