

# SUCCESSFUL **PRIVATE** **PRACTICE** IN THE 1990s

A NEW GUIDE  
FOR THE MENTAL HEALTH PROFESSIONAL

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# Successful Private Practice In The 1990s A New Guide For The Mental Health Professional

**AW Rasmussen**



## **Successful Private Practice In The 1990s A New Guide For The Mental Health Professional:**

*Successful Private Practice In The 1990s* Joan Kaye Beigel, Ralph H. Earle, 2013-06-20 Published in 1990 Successful Private Practice in The 1990s is a valuable contribution to the field of Family Therapy **Successful Private Practice in the 1990s** Joan Kaye Beigel, 1990 **National Library of Medicine Current Catalog** National Library of Medicine (U.S.), 1991 **The Clinician's Guide to Managed Behavioral Care** William Winston, Norman Winegar, 2014-02-04 Managed care is a revolution impacting the practice of clinicians throughout America The Clinician's Guide to Managed Behavioral Care called a survival kit and must reading helps clinicians develop and market professional services attuned to the needs of managed care systems manage the utilization process and reshape an office practice or hospital based program to become more managed care friendly It is newly referenced and updated for clinicians to continue to advocate for their patients and clients The Clinician's Guide to Managed Behavioral Care addresses how clinicians can develop and market professional services attuned to the needs of managed care systems how to best manage the utilization review process how to re shape an office practice or hospital based program to become more managed care friendly and how to best advocate for patients and clients Readers will understand the history and evolution of attempts to manage mental health care costs and services as well as the emerging clinical economic and social trends that will continue to fuel changes in the mental health field in coming years Importantly this guide sensitizes readers to the perspectives about mental health care benefits and the treatment field held by the payor community insurance carriers HMO's and self insured employers It allows readers to consider a payor's view of how professionals can play a crucial role in providing quality services while helping control spiraling mental health care costs costs that have escalated much faster than other segments of health care Who can benefit from this book Practicing psychologists social workers psychiatrists substance abuse counselors marriage and family therapists Employee Assistance Professionals psychiatric nurses professional counselors program managers hospital administrators and health care marketing professionals will find The Clinician's Guide to Managed Behavioral Care and invaluable resource It is often said that in the future all in the treatment community will be involved in managing care and that the most successful clinicians and practices will be those most adept at working with managed care systems on behalf of their patients and clients This book helps you understand how Important topics in The Clinician's Guide to Managed Behavioral Care the changing marketplace for mental health substance abuse treatment services assessing market opportunities in light of managed care influences clinical service needs of managed care systems clinical innovations examples case studies vignettes strategies for managing utilization review marketing strategies for office based practitioners hospital managed care partnerships contemporary office management strategies to control costs consumers and managed care directory of America's HMOs directory of America's Managed Mental Health Care Companies glossary of key terms *Canadian Journal of Psychiatry*, 1990 **The Clinician's Guide to Managed Behavioral Care** Norman Winegar, 1996

Managed care is a revolution impacting the practice of clinicians throughout America. The Clinician's Guide to Managed Behavioral Care called a survival kit and must reading helps clinicians develop and market professional services attuned to the needs of managed care systems, manage the utilization process and reshape an office practice or hospital based program to become more managed care friendly. It is newly referenced and updated for clinicians to continue to advocate for their patients and clients. The Clinician's Guide to Managed Behavioral Care addresses how clinicians can develop and market professional services attuned to the needs of managed care systems, how to best manage the utilization review process, how to reshape an office practice or hospital based program to become more managed care friendly and how to best advocate for patients and clients. Readers will understand the history and evolution of attempts to manage mental health care costs and services as well as the emerging clinical, economic and social trends that will continue to fuel changes in the mental health field in coming years. Importantly, this guide sensitizes readers to the perspectives about mental health care benefits and the treatment field held by the payor, community insurance carriers, HMO's and self insured employers. It allows readers to consider a payor's view of how professionals can play a crucial role in providing quality services while helping control spiraling mental health care costs, costs that have escalated much faster than other segments of health care. Who can benefit from this book? Practicing psychologists, social workers, psychiatrists, substance abuse counselors, marriage and family therapists, Employee Assistance Professionals, psychiatric nurses, professional counselors, program managers, hospital administrators and health care marketing professionals will find The Clinician's Guide to Managed Behavioral Care an invaluable resource. It is often said that in the future all in the treatment community will be involved in managing care and that the most successful clinicians and practices will be those most adept at working with managed care systems on behalf of their patients and clients. This book helps you understand how. Important topics in The Clinician's Guide to Managed Behavioral Care: the changing marketplace for mental health, substance abuse treatment services, assessing market opportunities in light of managed care influences, clinical service needs of managed care systems, clinical innovations, examples, case studies, vignettes, strategies for managing utilization review, marketing strategies for office based practitioners, hospital managed care partnerships, contemporary office management strategies to control costs, consumers and managed care directory of America's HMOs, directory of America's Managed Mental Health Care Companies, glossary of key terms.

*Building Your Ideal Private Practice: A Guide for Therapists and Other Healing Professionals* Lynn Grodzki, 2000-04-17. Would you like to Make more money in your private practice? Attract more ideal clients? Generate a flow of quality referrals? Revitalize your existing practice? Have increased confidence as a business owner? In this book, psychotherapist and business coach Lynn Grodzki acts as your personal business coach and shows you how to build an ideal private practice, one that is both highly profitable and personally satisfying. Today, being a talented professional is not enough to ensure the success of your private practice; you also need to be an enthusiastic, talented businessperson. Grodzki's business strategies are effective.

and immediately useful for a wide range of private practitioners including social workers psychologists psychiatrists massage therapists energy healers life coaches and chiropractors Whether you are just starting out as an independent practitioner or looking to revitalize an existing practice *Building Your Ideal Private Practice* provides a foundation for business and personal growth that will lead you to a new level of personal and financial enrichment Presenting innovative business concepts in a format specifically adapted for the therapeutic profession this book guides professionals at all stages of their careers Bringing together years of experience and the key elements from her Private Practice Success Program with an easy and accessible writing style Grodzki's book will help you not only build a successful practice outside managed care but also ensure that your business reflects your true values and talents

**Families in Society**, 2007 *Succeeding in Graduate School* Steven Walfish, Allen K. Hess, 2001-06 Clear crisp and comprehensive with extensive references for further exploration *Succeeding in Graduate School* offers much needed practical advice on choosing the right program acquiring the necessary skills in and out of courses coping with t

**The Psychologist**, 1991 **The Ethics of Private Practice** Jeffrey E. Barnett, Jeffrey Zimmerman, Steven Walfish, 2014-05-23 *The Ethics of Private Practice* helps mental health professionals understand the essential ethical issues related to the many challenges of being in independent practice Seasoned clinicians Barnett Zimmerman and Walfish offer readers astute insight into building a practice that is designed to minimize unintended ethics violations and reduce associated risks Each chapter focuses on a major aspect of the business of practice and incorporates relevant standards from the ethics codes of four mental health professions Topics addressed include planning and successfully managing a practice documentation and record keeping dealing with third parties and protecting confidentiality managing practice finances staff training and office policies advertising and marketing a practice continuing professional development activities and the closing of a private practice Full of practical tips that can be readily implemented this handy guide will be the go to resource for all mental health clinicians in private practice

**The Managed Care Answer Book** Gayle McCracken Tuttle, Dianne Rush Woods, 2013-09-05 This text aims to provide answer to questions such as what happens when you get dropped from a managed care panel How do you get paid Why can't you get on a managed care panel This book is an extended question and answer session where issues are tackled from the providers perspective Armed with the resources examples and explanations provided in this book clinicians will be positioned to make the decisions that contribute to success under managed care

*The Mental Health Desk Reference* Elizabeth Reynolds Welfel, R. Elliott Ingersoll, 2002-04-08 A practical easy to use and comprehensive reference for mental health professionals *The Mental Health Desk Reference* is the ultimate guide to effective and responsible mental health practice It provides authoritative concise and up to date information from more than seventy experts regarding diagnosis treatment and ethics of practice Each entry summarizes key constructs and terminology associated with the topic major findings from research and specific recommendations on theory and practice Important topics covered include Adjustment disorders and life stress Diagnosis

and treatment of adults Diagnosis and treatment of children Crisis intervention Diverse populations Group and family interventions Practice management Professional issues Ethical and legal issues Professional resources These detailed readable entries based on the most extensive and reliable research available form a comprehensive straightforward and quick reference resource applicable to practitioners across every field in mental health The Mental Health Desk Reference is the single resource no mental health professional can afford to be without Forthcoming Books Rose Arny,1990 Family Therapy ,1992 *The Paper Office, Fourth Edition* Edward L. Zuckerman,2012-03-12 Providing essential recordkeeping and risk reduction tools that every psychotherapy practice needs this highly practical resource is now in a fully updated fourth edition It is ideal for new practitioners who want to hit the ground running and for seasoned pros who want to streamline their paperwork and clinical efficiency Presented are methods for assuring informed consent and documenting treatment planning and progress advice on structuring fees billing coping with managed care and marketing forms and guidelines to facilitate HIPAA compliance links to useful websites and much more More than 60 reproducible forms and handouts in a ready to use large size format can be copied from the book or customized and printed from the accompanying CD ROM

**Digest of Neurology and Psychiatry** Institute of Living,1991 Marketing Mental Health Services to Managed Care William Winston,Norman Winegar,John Bistline,2020-04-03 Managed care is rapidly making traditional marketing strategies for mental health services obsolete Here is the definitive book that helps professionals understand contemporary market forces and how to reshape marketing strategies in an increasingly competitive environment Marketing Mental Health Services to Managed Care begins by demystifying the seemingly bewildering world of managed care systems It enables the reader to become a fully informed partner in providing services for managed care systems In an era in which many professionals are affiliated with one or more managed care networks this book guides clinicians toward greater control of their professional futures by providing the steps necessary to develop a successful managed care oriented practice strategy It will be especially helpful to the newcomer to practice in the 1990s or the seasoned practitioner interested in increasing referrals from managed care systems Readers of this highly practical new book learn how to analyze the market for clinical services how to plan and develop services for the managed care market and how to sell professional services in an era dominated by active payor entities The increased importance of automation group practices and effective office management skills are discussed Although of particular value to outpatient practitioners Marketing Mental Health Services to Managed Care also discusses marketing strategies and revenue generating ideas for inpatient mental health and substance abuse treatment facilities Program managers administrators and marketing professionals in the hospital industry will find this book a valuable investment Of special interest to all readers are chapters addressing the impact of managed care systems with their focus on accountability cost effectiveness and quality upon traditional clinical paradigms Brief therapy skills and techniques are discussed by these two veteran clinicians and writers Emerging clinical innovations and effective

reimbursement strategies are also discussed in this remarkable new book A resource section managed care company directory and a glossary of terms make this a practical guidebook of long lasting value to professionals from many disciplines College professors and graduate students will also find Marketing Mental Health Services to Managed Care a valuable introduction to marketing professional services in the managed care dominated marketplace for healthcare today

Building Your Ideal Private Practice Lynn Grodzki, 2015-03-16 A much anticipated second edition to this classic practice building text Building Your Ideal Private Practice a best seller in its genre is now fully revised after its original publication in 2000 Much has changed for therapists in private practice over the past fifteen years including the widespread encroachment by insurance and managed care into the marketplace the density of new therapists as over 600 000 therapists nation wide try to stay viable and the role of the Internet in marketing services The revision of Building Your Ideal Private Practice is a comprehensive guide updated with six new chapters and targeted for therapists at all stages of private practice development It covers the essential how to questions for those starting out in practice and explains the common pitfalls to avoid For those already in practice worried about profitability in an age of increasing competition the author offers informed strategies such as the best way to create websites and other online marketing to find clients and then goes further to explain how to retain the new breed of fickle clients who shop for therapists online but are hard to satisfy Other new chapters support veteran therapists edging towards retirement including how to sell a therapy business for a profit or whether to stay working solo or expand into a more lucrative group business model The revision comprises a complete easy to use and fascinating business plan that shows therapists not just what to do but also who to be in order to succeed It adds depth up to date information and a wealth of strategies to the original book often referred to as the bible for therapists in private practice Like the original the revision conveys the author s experience optimism and warmth as she presents case examples checklists and exercises to make the business advice come alive Whether you have insurance based or a fee for service practice this book will help you thrive

(Ab)using Power Dorothy E. Chunn, Robert J. Menzies, Susan C. Boyd, 2001 This book about crime law power and social issues in Canada includes contributions from academics legal practitioners journalists and social activists who have been studying and struggling for years against the abuse of power in myriad realms of Canadian life and represents the first systematic effort in Canada to integrate a variety of topics related to power into a single collection aimed at identifying and exploring common themes issues problems and remedies

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