



**interactive
metronome®**

Practice Management for IM Providers

Part 3: From Good to GREAT

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Summary of Part 1

In the first course we looked at:

Your story

Your vision

Your mission

Your objectives

You've identified your target audience & chosen
IM

You've looked at the numbers and made a
PLAN

Summary of Part 2

In the second course you:

STEP 1: Defined Success

STEP 2: Set Goals

STEP 3: Identified logistics influencing
your success

- Business Monitoring and Reporting
- Profitability with IM
- Marketing and Volume
- Culture, Staff Satisfaction and Retention
- Staff Training and Expertise
- Productivity and Efficiency
- Budget and Finance
- Mindful Decision Making

Let's Create a GREAT IM Practice

Focus on the following “key” areas:



Develop your product
and services



Diversify your revenue
streams



Think outside the box!



Incorporate “IM Best
Practices” into your model of
service delivery



Consider an IM Home
program

Developing Your Products and Services

Work on developing partnerships

- Early Intervention
- Non-profit organizations
- Schools
- Home School Groups
- Yoga / Fitness Studios
- Banker
- YMCA / Sport / Camp Programs
- Church organizations
- Hospitals & physician groups



Developing Your Products and Services



Staff and Program Development

- Identify needs in the community
- Staff interests and goals
- Education and development
- Staff mentorship
- Empower your staff

Incorporate “IM Best Practices”

Use the IM Pediatric Assessment Checklist to evaluate needs

Use IM to assist in identifying challenges with:

- Timing
- Sequencing
- Coordination
- Attention and Cognition
- Sports Performance

Incorporate “IM Best Practices”

IM Best Practices are the use of techniques to enhance and adapt IM activities with a specific neurological impact in mind.

- Bilateral Integration
- Dyspraxia
- Visual and Auditory Processing
- Language and Fluency
- Sensory Processing
- Learning and Cognition
- Autism and children under 4 years
- Dynamic Movement and Sports Improvement

Incorporate “IM Best Practices”

Training and Support:

- Select staff for advanced training based on interests
- Case study development and video taping
- Develop internal selection and referral process based on IM skill level
- Develop your treatment space & best practice equipment needs
 - Switches
 - Postural and dynamic equipment



Diversify Your Revenue



Look for areas to supplement your revenue

- Training and seminars
- Purchase your retail space
- Sublet to support professionals
 - Counseling
 - Screening and Testing
 - Tutors
 - Family support services

Diversify Your Revenue

- Multiple disciplines
- Insurance vs cash pay vs intensives
- Sales of equipment / toys and rentals
- Be open to staff development
 - Cranial Sacral
 - Drum lessons
 - Use of your space



IM Home

How does IM Home work?



Complete the free IM Home Certification Course to become IM Home Certified - learn all about the process from purchasing the IM Home unit to delivering IM Home services via the eClinic.



Establish the IM training plan through the eClinic & it downloads to your client's home computer each time he logs in.



Discuss IM Home with your client and self-pay cost for the IM Home unit and your services (not covered by insurance).



Monitor and manage the client's IM Home training program through the password protected, encrypted eClinic website, schedule follow-up calls, and periodic in-person visits as warranted.



If your client is an appropriate candidate for IM Home, they buy a unit from IM and select you as the IM Home provider.

IM Home Logistics

- Billing for IM Home Services
 - I charge clients for sessions in clinic at regular rate
 - I charge a monthly fee for supervision and updating IM Home training plan at \$50/month
 - I charge for phone or Skype time at a reduced rate



IM Home Logistics

Client Interaction

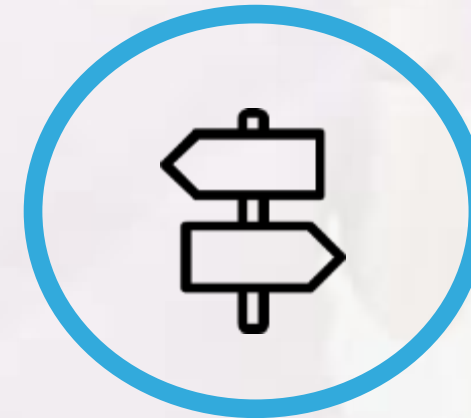
- Ideally, one in-person visit per week in clinic
- Contact once per week by phone or Skype to see how things are going
- Follow up with examples and videos if needed
- What does supervision look like?
 - I ask for video or live feed
 - I touch base on scores and what they mean
 - Discuss performance and barriers to participation
 - Review plan and any updates to the activities
 - Discuss motivation and compliance
 - Assess progress and define change

Think Outside the Box!

MAKE THE TIME TO THINK ABOUT YOUR
BUSINESS!!



SHARE AND LEARN FROM A MENTOR.



GO BACK TO YOUR VISION AND MISSION
FREQUENTLY AND BEFORE YOU MAKE BIG
DECISIONS.



GROW YOUR TEAM AND “SUPPORTERS.”

What's Next?

You have now completed:
Parts 1-3 of Practice Management Essentials for IM Providers!

Don't forget to take the test for Part 3 of this course and the COURSE EVALUATION. You can complete this by going to the IM website and logging in where it says Provider Login. Go to "My Courses." Once you successfully complete the test & course evaluation, you will receive your completion certificate!



ANY QUESTIONS?



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Call 877-994-6776:

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