

TPR Spotlight

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April Webinar from TPR

WHAT YOU WON'T WANT TO MISS...

Guest presenter, Mike Oliver of APEX EDI will show and tell you how you can streamline your billing systems, get faster insurance reimbursements, submit clean (correct & complete) claims and much more! For more information on APEX EDI, call Mike Oliver directly at (800) 840-9152 ext. 303 or visit the company website at www.apexedi.com.

Also, if you missed the March webinar from TPR, remember that all webinars are recorded and loaded to the Total Practice Resources website for future viewing. The March webinar was loaded with invaluable information including The Six Steps to Proper Implementation and the How's and Why's for the Financial Consultation. If you aren't doing financial consults or have struggles with the delivery and presentation, you will greatly benefit by viewing this audio/video webinar session!

All webinars are now available for \$24.95!

123Chiropractors.com

**Offers New & Exciting
Advertising Opportunities**

Thank you for your time and attention to this month's edition of the TPR Spotlight. As always, there is more to share with you to aid with your practice building and development. We all know that "What we focus on grows" and so now is the time to focus on taking positive action steps in the right direction to help our team, our practices and our patients.

Also, I hope you have taken the chance to look at the 2009 webinar lineup. We have included so much information into these webinars to aid with your doctor training & staff training to improve and streamline office systems, productivity and patient education.

Three Things You MUST Accomplish at Every Patient Visit

1. Educate the Patient

Just as you continue to be educated each day, patient education is a continued process. You must always be aware of the conversations and communication with your patients. This isn't just doctor communication, but the entire team. We must all deliver the same message! Remember that just as we attend seminars for more information and review of other information, the patients need this as well. Show them, tell them, and continue to do so.

2. Meet or Exceed the Patient's Needs or Expectations

Always express the benefit of the patient, to the patient. You have to *know* what they want in order to give them what they want. Ask them! Be certain that your communication and 'show and tell' with each patient is directly relating to their individual reason(s) for presenting to your office. This will help to insure a positive experience and contribute to patients feeling and understanding of value of each visit.

3. Create a Wellness Change

Follow proper treatment protocols and stay on track with individual patient care. Do this efficiently and effectively. Follow up with previous recommendations and previous treatment records to remind patients of their progress and improvement. See that the patient gets a 'wow' at every visit.

What's a Treatment Plan

What do you do to prepare a treatment plan? If you are in the practice of recommending a number and frequency of visits to a patient and labeling this your complete treatment plan, you should reconsider. There is required criteria that must be included in a complete Treatment Plan. THIS CAN BE REQUESTED FROM YOU!

If you have the 2009 ChiroCode book, this important info is included in the current edition. For more details describing what must be included in a treatment plan, please read on.

You must prepare a care plan for every condition/complaint that a patient presents to your office with. The Treatment Plan must include:

Dr. Brimhall is excited about this new opportunity for chiropractic! he is recommending that everyone take a couple of minutes to visit the www.123chiropractors.com website. This is a one of a kind opportunity for advertising your practice and allows you to be easily found by potential patients. Post your listing in your preferred areas to reach out to larger markets and make yourselves even easier for patients to find! More information to follow on future Spotlights, but be sure to take a few minutes to look into this opportunity right away.

2009 ChiroCode & Zip Code Analysis

Just a reminder that if you have not updated to the 2009 ChiroCode Deskbook or reviewed your current year fees. Now is a great time to do this. The ChiroCode Deskbook includes updated service and diagnosis codes as well as documentation and many other guidelines. This is all must have information!

Request the order form from Total Practice Resources by calling or e-mailing brandy_tpr@yahoo.com.

Our Price: \$99 for book & \$47 for zip code analysis (order one or both) **\$10 extra for each additional zip code analysis
S & H: TPR will pay your S & H

estimated duration and frequency of care, technique(s) to be used, service(s) recommended, specific activities of daily living instructions that will be given to the patient and if applicable, the determination of any total or partial disability period.

Patient response, improvement or change of symptoms as well as specific change or improvement in patient function absolutely must be noted as you transition through care. All clinical changes must be noted as well (ROM testing, strength testing, use of questionnaires, etc). Of course, as you proceed through care, any 'mid course corrections' or alterations to your treatment plan must be validated and documented.

Doctors, *you must* be able to validate medical necessity, clearly document for future reference and interpretation, the patient's response to care and of course determine when the patient has achieved maximum improvement.

Continued Training & Education

If you have recently been to a Nutri-West/Brimhall seminar, you already know that your time has been well spent. If we haven't seen you lately, we hope to see you very soon! Look for us at upcoming Nutri-West/Brimhall Seminars. Complete seminar schedule is available at www.brimhall.com.

Monthly webinars continue to be added to the Total Practice Resources website for your continued education and training on important and specific topics for practice building and development. Take advantage of this resource!

If you would like a complimentary consultation with one of our consultants, we would love to hear from you!

**Total Practice Resources
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Are you registered for the 2009 Nutri-West/Brimhall Certification Seminar?

If you haven't yet registered for Brimhall Certification, now is the time! Nutri-West and the Brimhall team are building momentum to help everyone soar through 2009 and need your help. Dr. John will be discussing newly released nutrition from Nutri-West as well as exciting opportunities for those of us in the profession to continue to build our legacies, create miracles and reach out to more patients.

Additionally, Total Practice Resources will be teaching workshops on must have information on Coding & Documentation, Team Building, Financial Consults, Implementing Nutrition, Mini Progress Reports and much, much more!

Dr. John Brimhall and his team are gearing up for this information packed, life changing event that you will not want to miss! For more information and to register, call Brimhall Seminars direct at **866-338-4883**.

The TPR Spotlight is a free newsletter submitted monthly to all subscribers. If you would like to subscribe or refer a friend or colleague to the Spotlight or get additional information of the TPR programs, please visit our site at www.totalpracticeresources.com and enter the requested information in the 'subscribe' field on our home page or contact our headquarters directly at **(303) 242-8901**.

Additionally, Total Practice Resources does not make code recommendations, fee recommendations or provide any legal advice. Providers are in the best position to determine codes & fees as well as obtain other guidelines and legal requirements in their state and locality. Total Practice Resources assumes no responsibility for inaccurate or inappropriate use of materials and information.

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