

Saying Good-Bye to Managed Care

Building Your Independent Psychotherapy Practice

Sandra Haber, Elaine Rodino, and Iris Lipner

Foreword by Karen Shore



Springer Publishing Company

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Nicholas Cummings

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Saving Good-bye to Managed Care Sandra Haber, Elaine Rodino, Iris Lipner, 2001 TABLE OF CONTENTS Part 1 Can I Run My Practice without Managed Care 1 Saying Goodbye to managed Care How You Can Do It 2 Are You a New Professional or Graduate Student or Are You New to Private Pay Practice 3 Fast Food Psychotherapy Part 2 All About Money 4 Money Matters 5 How to Ask for Money and How to Get It Part III Carving Your Niche and Marketing Your Services 6 Watch Your Language 7 Are You a Generalist Specialist or Both 8 Your Path to Success The Gold Standard 9 Value Added Services Why Other Professionals Need Psychotherapists 10 It Is Moral to Market Part IV Basic Tools of the Trade 11 Stationery and Business Cards 12 Flyers Newsletters Fact Sheets and Brochures Part V Intermediate Tools of the Trade 13 Speeches and Workshops 14 web Listings and Basic Web Pages Part VI Advanced Tools of the Trade 15 Press Releases Pitch Letters and Authoring a Book 16 Interviewing for Print Radio and Television 17 Advanced Web Sites Virtual Groups Online Counseling E zines and Electronic Publishing 18 Advertising Part VII Putting It All Together 19 The Final Step to Success Using What You Know to Create Your Independent Psychotherapy Practice **Saying Good-bye to Managed Care** Sandra Haber, Elaine Rodino, Iris Lipner, 2001 TABLE OF CONTENTS Part 1 Can I Run My Practice without Managed Care 1 Saying Goodbye to managed Care How You Can Do It 2 Are You a New Professional or Graduate Student or Are You New to Private Pay Practice 3 Fast Food Psychotherapy Part 2 All About Money 4 Money Matters 5 How to Ask for Money and How to Get It Part III Carving Your Niche and Marketing Your Services 6 Watch Your Language 7 Are You a Generalist Specialist or Both 8 Your Path to Success The Gold Standard 9 Value Added Services Why Other Professionals Need Psychotherapists 10 It Is Moral to Market Part IV Basic Tools of the Trade 11 Stationery and Business Cards 12 Flyers Newsletters Fact Sheets and Brochures Part V Intermediate Tools of the Trade 13 Speeches and Workshops 14 web Listings and Basic Web Pages Part VI Advanced Tools of the Trade 15 Press Releases Pitch Letters and Authoring a Book 16 Interviewing for Print Radio and Television 17 Advanced Web Sites Virtual Groups Online Counseling E zines and Electronic Publishing 18 Advertising Part VII Putting It All Together 19 The Final Step to Success Using What You Know to Create Your Independent Psychotherapy Practice Therapist's Guide to Self-Care Lillie Weiss, 2004-04 Psychotherapy is an increasingly stressful profession Yet therapists spend most of their time helping clients deal with their stress not caring for their own This book is designed as a tool for the experienced counselor junior therapist and graduate student as the issues confronted and discussed herein are relevant to anyone in the field regardless of experience or expertise Dr Weiss has written a book in an easy conversational tone filled with concrete examples and blending research findings clinical experience and theoretical approaches into practical suggestions and sound advice The book is divided into three parts discussing therapist concerns and questions that are continually raised and providing practical tools based on clinical experience and research findings It will be useful to all mental health professionals who have felt the strain of their practice Independent Practice for the Mental Health

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trend toward medication This resource will teach not just the history of psychology but what lies ahead Resources in Education ,1992 New York Magazine ,1993-02-15 New York magazine was born in 1968 after a run as an insert of the New York Herald Tribune and guickly made a place for itself as the trusted resource for readers across the country With award winning writing and photography covering everything from politics and food to theater and fashion the magazine s consistent mission has been to reflect back to its audience the energy and excitement of the city itself while celebrating New York as both a place and an idea New York Magazine ,1981-02-16 New York magazine was born in 1968 after a run as an insert of the New York Herald Tribune and quickly made a place for itself as the trusted resource for readers across the country With award winning writing and photography covering everything from politics and food to theater and fashion the magazine s consistent mission has been to reflect back to its audience the energy and excitement of the city itself while celebrating New York as both a place and an idea **Hospital Literature Index** ,1975 New York Magazine ,1981-02-16 New York magazine was born in 1968 after a run as an insert of the New York Herald Tribune and guickly made a place for itself as the trusted resource for readers across the country With award winning writing and photography covering everything from politics and food to theater and fashion the magazine's consistent mission has been to reflect back to its audience the energy and excitement of the city itself while celebrating New York as both a place and an idea Free of Managed Care Dana C. Ackley, 1999-08-01 Providing therapists practical solutions to managed care s erosion of their freedom to practice this book presents a working blueprint for a private pay psychotherapy practice Dana C Ackley casts out the distortions that have crept into many clinicians thinking as a result of reliance on third party reimbursement Based on his own experience he shows how you can serve clients and yourself better by developing real alternatives to the pressures and bureaucracy of managed care In clear step by step detail including practical exercises and checklists sample marketing materials and payment plans the volume shows you how to Rediscover the economic and clinical value of your work Discard assumptions that might block your progress Educate yourself about the needs of potential clients Market and sell your services effectively Learn ethical reasonable business of practice skills Diversify into the rewarding area of psychological consultation to businesses No matter what your clinical style theoretical orientation or practice history you will benefit from the hard won lessons Dr Ackley shares in this book Los Angeles Magazine ,2003-11 Los Angeles magazine is a regional magazine of national stature Our combination of award winning feature writing investigative reporting service journalism and design covers the people lifestyle culture entertainment fashion art and architecture and news that define Southern California Started in the spring of 1961 Los Angeles magazine has been addressing the needs and interests of our region for 48 years The magazine continues to be the definitive resource for an affluent population that is intensely interested in a lifestyle that is uniquely Southern Californian BMI,2006 Atlanta ,2006-08 Resources in Education ,1992 Current Index to Journals in Education ,1999 **Business Periodicals Index** ,2008

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