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# Miche) Marketing FOR COACHES

Essential reading for anyone who's serious about running a life coaching, executive coaching or business coaching practice

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> > Hannah McNamara

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move beyond the myth Each chapter concludes with recommended resources and readings Blending decades of clinical experience with practical no nonsense advice about running a practice If You Build It They Will Come helps fill the gaps in practice development training Trainees and recent graduates of programs in clinical psychology social work and counseling will benefit from this book s personal candid and optimistic approach The Preferred Provider's Handbook William L. Poynter, 2013-10-28 First published in 1994 A revolution has been taking place in behavioral health financing and only those practitioners who know how to successfully market themselves to managed care organizations are likely to maintain their hold in this rapidly changing system Realistic clear insightful and highly practical The Preferred Provider's Handbook will help therapists to understand the managed care marketplace and to develop the strategies necessary to meet its many challenges You will learn how to Get accepted on preferred provider lists of managed care organizations M C O s Generate patient referrals once you are accepted onto a panel of preferred providers Retain active referral status over the long term Zero in on the higher quality networks that produce higher income and have minimal legal risk Break into closed provider lists one of the most difficult but important tasks The Handbook clearly sets forth the basics of managed care with the aim of helping psycho therapists gain an understanding and acceptance of this new system The volume addresses strategic marketing whereby therapists can select and pursue those managed care organizations best suited to their needs provides tools for designing and implementing a marketing plan and gives a framework for understanding and making profitable use of future trends in a profes sional and ethical manner Of particular value is a chapter discussing marketing implications for behavioral health arising from the Clinton administration's new managed competition plans Armed with specific information on how to fill out an M C O application how to analyze a contract which specialties are most desirable and which should be avoided how to network and much more you will be well on your way to professional success This is an essential resource for all practitioners in the managed care marketplace The Preferred Provider's Handbook Rachelle A. Dorfman, William L. Poynter, 1994 First Published in 1994 Routledge is an imprint of Taylor Francis an informa company

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