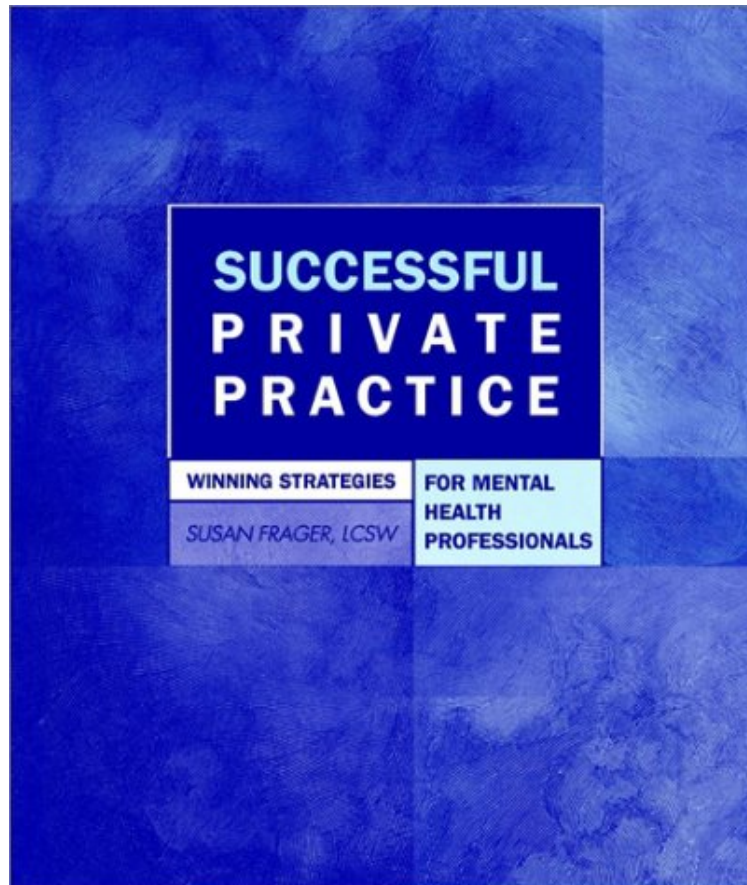


# Successful Private Practice: Winning Strategies for Mental Health Professionals

*Susan Frager*

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This book will help you do that. If you are new to the field and considering Managed Care as a referral source, this is an excellent tool. If you have been struggling with Managed Care for some time, do not hesitate. This book will help you manage your managed care referrals so that you can be a more effective therapist. If you are a mental health provider and are debating about becoming a managed care panelist, you owe it to yourself to read this book before you take the plunge. 9 of 9 people found the following review helpful. Should be required reading for anyone in private practice. By Jean TI highly recommend this book to all the clients of my billing service; in fact, I gave copies for Christmas one year! Therapists are launched into private practice with no clue about how to deal with insurance companies or managed care. Suddenly they have to learn (usually the hard way) how to fill out treatment plans and work with case managers. Susan Frager maps out this new world in a clear fashion, and in language familiar to the clinician.

\* File claims that get paid \* Get more sessions for your clients \* Take the stress out of communicating with managed-care companies \* Promote your clients' Confidentiality Learn to take charge of managed care A "how-to" guide for dealing with the everyday practice issues related to working with managed care. Written by an industry insider, Managing Managed Care offers a candid and unprecedented behind-the-scenes view, with focus on issues of vital importance to today's practitioner: \* Understanding the "participating-provider" contract \* Challenging fee reductions \* Writing treatment reports in "managed-care- friendly" language to enhance the likelihood of obtaining continued authorization \* The nuts and bolts of "medical necessity" \* Effectively fighting denials of care \* Getting claims paid Managing Managed Care features insights from case managers, other managed-care employees in critical areas such as network, quality, consumer service, and managed- behavioral care company executives. Learn why they close the panels. Who gets the referrals, and why? How are managed-care and insurance companies shifting financial risk to practitioners? How is managed care itself changing as a result of market pressures? What effect does NCQA have on managed-care companies? How does all this affect you and your clients, and what can you do about it?

"The Author provides material that will help both new and experienced clinicians gain insight in working creatively with the managed care community. This volume is a "must read" for all that hope to unravel the complex area called "Managed Care". --Roger Q. Harmon (American Journal of Pastoral Counseling, Dec 01) From the Back Cover File claims that get paid Get more sessions for your clients Take the stress out of communicating with managed-care companies Promote your clients' Confidentiality Learn to take charge of managed care A "how-to" guide for dealing with the everyday practice issues related to working with managed care. Written by an industry insider, Managing Managed Care offers a candid and unprecedented behind-the-scenes view, with focus on issues of vital importance to today's practitioner: Understanding the "participating-provider" contract Challenging fee reductions Writing treatment reports in "managed-care- friendly" language to enhance the likelihood of obtaining continued authorization The nuts and bolts of "medical necessity" Effectively fighting denials of care Getting claims paid Managing Managed Care features insights from case managers, other managed-care employees in critical areas such as network, quality, consumer service, and managed- behavioral care company executives. Learn why they close the panels. Who gets the referrals, and why? How are managed-care and insurance companies shifting financial risk to practitioners? How is managed care itself changing as a result of market pressures? What effect does NCQA have on managed-care companies? How does all this affect you and your clients, and what can you do about it? About the Author Susan Frager, LCSW, is a clinical social worker and psychotherapist who spent several years as an employee-assistance counselor for Personal Performance Consultants, Inc. Following PPC's acquisition by Merit Behavioral Care, Frager became a case manager, where she performed a variety of functions including inpatient and outpatient utilization review, intake, and after-hours crisis counseling. She now serves as coach to private practitioners, offering practice management services through her consulting company, OTR Therapy Associates, Ltd.