

Managed Care Readiness Assessment

Managed care is a complex and specialized marketplace. You can save you a lot of time considering it as a market niche by taking the following self-assessment. Record your readiness in each of the following areas. Score on a scale from 1-5, 1 = not ready, 5 = ready, 2,3,4, being degrees in between.

- ____ I return telephone calls promptly
- ____ I am a team player
- ____ I have coverage for my practice when I am not available, i.e., vacation, emergencies or business travel
- ____ My emergency backups have access to my records when I am away
- ____ I have psychopharm consultants I can refer to
- ____ I manage my tasks well and can get reports in on time
- ____ I keep good clinical records
- ____ I do my billing promptly and accurately
- ____ I write goal oriented treatment plans
- ____ I track my clients progress with clear and measurable progress steps
- ____ I can verbally conceptualize a case and discuss it with colleagues
- ____ I use informed consent and information release forms regularly
- ____ I carry maximum malpractice insurance
- ____ I manage my cases to include community and other self help resources in the overall treatment plan
- ____ I understand and can use the DSM IV
- ____ I have short-term treatment skills
- ____ I have formal training in my specialty areas
- ____ My office is client friendly
- ____ I have a practice management system that tracks treatment authorizations and billings
- ____ I keep accurate and timely financial records
- ____ I have at least three years of post master's experience
- ____ I can clearly and concisely describe my treatment philosophy
- ____ I obtain a consent for treatment from every client
- ____ I have access to and use the internet

Total _____

If you scored less than 120, you are not ready to work with managed care. We highly recommend getting these things in place before taking on this niche market.

(Adapted from *How to Get Referrals*, Lawless & Wright. J. Wiley & Sons. 2000)