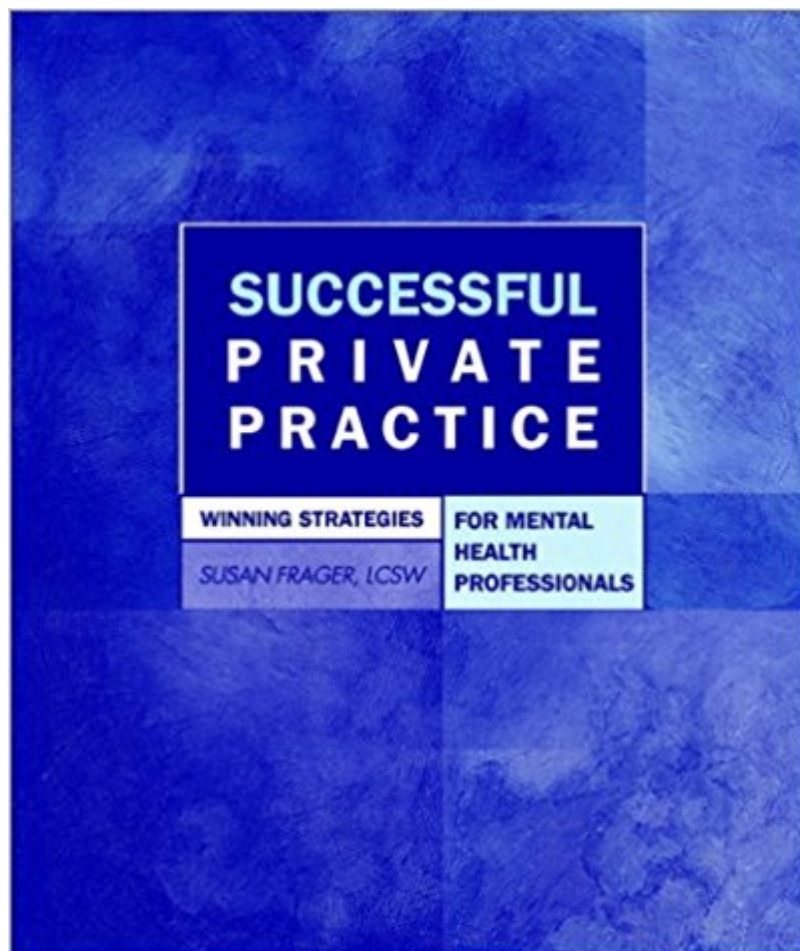




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# Successful Private Practice: Winning Strategies For Mental Health Professionals



## Synopsis

\* 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?

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## Customer Reviews

"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)

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?

Any well written handbook is a plus to any mental health office. The information on what should really go on a treatment plan is useful information for a billing service or office manager to pass on to their therapists. This book teaches the therapist a "cooled-down" approach to dealing with the managed care companies instead of an antagonistic approach. Start-up billing services will also find the billing-specific information helpful. This information is spelled out clearly and is easily understood.

This book is excellent. The author's information is presented clearly, giving us mental health providers reassurance that we have a chance with Managed Care. The book is well organized and the information is helpful. Managed Care is a bureaucracy and we must learn the language and the procedures if we are to use Managed Care. 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.

I 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.

Don't be fooled by the new title and cover, it's the same book inside. Not one word has been changed - I hope! If you want to learn to "manage managed care," this is your book. It is certainly one aspect of private practice, but a truly "Successful Private Practice" is so much more than knowing how to navigate managed care. One of these days, maybe I will write the real "Successful Private Practice."

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