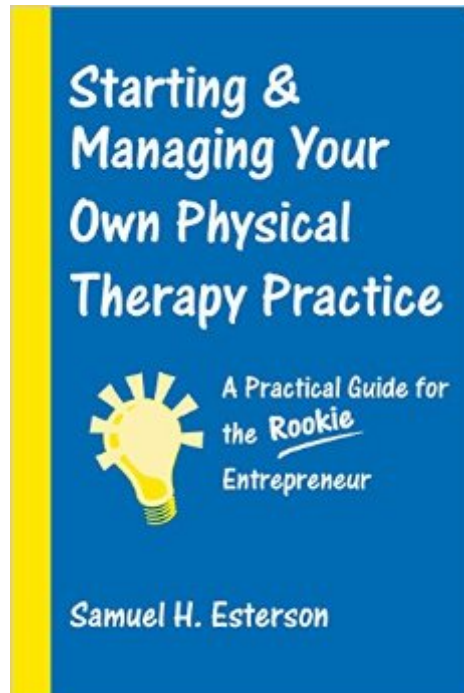


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# Starting And Managing Your Own Physical Therapy Practice



## Synopsis

This basic handbook on how to start up a private physical therapy practice is a hands-on guide for any physical therapist who is contemplating or preparing to go out on his/her own. *Starting & Managing Your Own Physical Therapy Practice* is a one-of-a-kind guide that offers insight into the howâ€™s, whatâ€™s, and whereâ€™s of private business and gives the practitioner enough information and insight to veer him/her in the proper direction. This book is a guide map, a tool developed to open your eyes to what is necessary to open and run your own, successful practice.

## Book Information

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Average Customer Review: 4.3 out of 5 stars [See all reviews](#) (10 customer reviews)

Best Sellers Rank: #261,471 in Books (See Top 100 in Books) #71 in [Books > Textbooks > Medicine & Health Sciences > Administration & Policy > Practice Management & Reimbursement](#) #103 in [Books > Medical Books > Administration & Medicine Economics > Practice Management & Reimbursement](#) #297 in [Books > Textbooks > Medicine & Health Sciences > Allied Health Services > Physical Therapy](#)

## Customer Reviews

Don't read this book if your physical therapy practice is already profitable and is steadily growing or if you can allocate over fifty thousand hours to gain practical experience and earn both a doctorate in physical therapy and an MBA. Esterson's combined experience and education position him as an ideal mentor for any physical therapy entrepreneur. The book's 15 chapters cover everything you need to know to start and grow your own practice, from testing your motivation and personal attitude, to selection of name and corporate type, to budget analysis, to managing business bank account, to writing a winning business plan, to building your management team, to selecting the best location, space, and equipment, to medical billing, to marketing your practice to patients and doctors, to working with managed care payers, to compliant and audit-safe coding, to hiring and managing employees, and measuring your success. Over 40 pages of various forms make a useful

addition to this most reliable road map for physical therapy entrepreneurs. Yuval Lirov, *Practicing Profitability - Billing Network Effect for Revenue Cycle Control in Healthcare Clinics and Chiropractic Offices: Collections, Audit Risk, SOAP Notes, Scheduling, Care Plans, and Coding*

Excellent book, great to start out with but I don't fully agree with all of the author's business approaches. Especially if you want to open up multiple offices. I do suggest the read, it is straight forward and has the essentials you need to know. Well worth it.

I am in the midst of starting my own PT practice. I had a few questions about insurance, and a few other particulars about starting this type of company. This book was very helpful, very informative, and gave a lot of references of where to go to get information. I read other reviews saying it wasn't a good "marketing" book, or the book seemed like the author was trying to talk you out of opening your own PT practice, but its not a marketing book and the author is just preparing you for possible pit-falls of the business. Excellent book if you are thinking of starting your own PT practice, I got a lot of valuable info out of it!!

This is an excellent resource in starting your own practice. I am using it for a project, but I would highly recommend it. It has some great practical ideas and suggestions.

I purchased this book for the intent of helping me write a business plan. The book is quite useful for the purpose of starting a physical therapy business. It contains helpful service benchmarks and loads of patient forms and examples of important documents needed in preparing your business plan. I would not recommend the book if you're interested in management tips; it is geared primarily for start-ups or new businesses. Very well written and easy to understand.

Since I had recently opened my own practice, I thought the book would give insight on where to market and some tools needed for marketing and just tips on how to efficiently run an outpatient clinic. I found this book to be not so helpful, it seemed as if the author wanted to steer anyone away from having their own practice and a lot of the reading was very vague, so... purchase at your own risk

As a physician considering offering PT services, I found this book excellent. Everything from ICD-9 to CPT crosswalks, to negotiating with managed care, to courting a referring doctor is covered here.

Good general primer on running any type of healthcare practice.

I have thoroughly enjoyed and read this wonderful masterpiece of a how-to-book! A great buy for anyone interested in starting and managing their own physical therapy practice.

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