

**Occupational Health:  
Building a Successful Practice the Right Way!**

*presented by:*

Occupational Health Special Interest Group (OHSIG), Orthopaedic Section, APTA  
Friday, October 14, 2016

**Club Quarters Hotel**

75 East Wacker Drive, Chicago, IL

**Course/session description:**

This eight hour course is an interactive session that will focus on providing a comprehensive understanding of ways to develop a multi-source revenue flow through development of an occupational health component specific to each participant's available resources, practice demographics, and existing skill set. Each participant will leave the session with an implementation plan developed with the assistance of instructors who have demonstrated the ability to build comprehensive occupational-health practices.

I. Course/session learning objectives

A. Learning objectives:

1. At the conclusion of this course, participants will:
  - a. Demonstrate a knowledge of the physical therapist's role in occupational health
  - b. Understand the basic tools to build and sustain a successful occupational health practice
  - c. Have developed a individualized plan to increase/maximize occupational health service referrals and revenues specific to their practice and available resources
  - d. Be cognizant of how successful occupational health programs serve as a springboard to non-occupational health referrals and revenues

II. Timed outline of content (including breaks):

- A. 8:00-8:15: Introduction
- B. 8:15-10:15: Occupational health specifics (scope, stakeholders, potential revenue stream, the role of the physical therapist in preventing, evaluating, and treating injuries/illnesses in worker-related and non-work related injuries or illnesses that impact work ability, chronic illnesses and the impact on workplace productivity, the aging worker and workplace productivity)
- C. 10:15-10:30: Break
- D. 10:30-12:00: Specific interventions, successful documentation and communication, overcoming barriers to recovery, question & answers to date
- E. 12:00-1:00: Lunch

- F. 1:00-2:00: How collection and use of select data can grow and sustain an occupational health program, building upon initial successes
  - G. 2:00-3:15: Workshop-participant development of an occupational health plan
  - H. 3:15-3:30: Break
  - I. 3:30-4:30: Continue workshop
  - J. 4:30-5:00: Conclusion, questions and answers
- III. Teaching and learning assessment methods
- A. Teaching: 75% lecture, 25% lab
  - B. Assessment: Each participant will develop an occupational health clinical and business development plan tailored to the specifics of their practice.