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How to Build a Thriving Fee-for-service Practice: Integrating the Healing Side with the Business Side of Psychotherapy

By Laurie Kolt, Kolt

Elsevier Science Publishing Co Inc, United States, 1999.
 Paperback. Book Condition: New. New.. 226 x 152 mm.
 Language: English . Brand New Book. Twenty years ago, a therapist could hang up a shingle, make some networking calls, and begin to create a steady stream of referrals. Since then, private practice has changed dramatically. Now therapists everywhere are struggling just to keep their practices going. The need has never been greater for sound business tools for building and marketing a therapy practice. How to Build a Thriving Fee-for-Service Practice is essential reading for newly licensed therapists, seasoned professionals, and others wanting to prepare practitioners for success. How to Build a Thriving Fee-for-Service Practice guides you from your ideal practice vision through the how-to steps to succeed. You will learn that a private practice is, in effect, a small business. Its chapters contain solid training to help you not only to survive, but also to thrive in a highly competitive market place. Examples, worksheets, business forms, flow charts, paper and pen exercises, and even assignments in the real world , expose you to essential materials and ideas. Coverage includes surveying the needs of one s community, capitalizing on unusual market niches, marketing...



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