

Getting Started In Your OWN Practice  
Sunday May 25, 2010 5pm Pacific



Thanks for joining me on this no-charge teleseminar. The goal is to pass on information that will help you get on the road to starting your OWN business and practice.

In addition to using this document for note-taking, I've included some links that should help you find more information, tools and resources.

To learn more about NPBO™ or me, I invite you to visit us at the links provided below.

To your success!

*Barbara C. Phillips, NP*

[www.barbaracphillips.com](http://www.barbaracphillips.com)

[www.facebook.com/nursepractitionerbusiness](http://www.facebook.com/nursepractitionerbusiness)

[www.NursePractitionerBusinessOwner.com](http://www.NursePractitionerBusinessOwner.com)

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Getting Started In Your OWN Practice

List types of independent practices clinicians. Which ones appeal to you?

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## Step One: PPFM Analysis™

The following are the 4 areas of the PPFM Analysis™

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List 4 potential resources for funding.

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List 5 potential “sources” for a Collaborating Physician (CP).

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For more information on CPs, search the ProgressNotes archive where there are several articles.

<http://www.nursepractitionerbusinessowner.com/public/department27.cfm>

## Step Two: Creating the Business

List some items you need to consider:

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## Step Three: Getting Paid

The mantra: \_\_\_\_\_

Credentialing: This document will show you what you will need for credentialing with almost any insurance company other than government entities.

<http://www.wamss.org/WPA.pdf>

Medicare Information for Advance Practice Nurses and Physicians Assistants.

[http://www.cms.hhs.gov/MLNProducts/70\\_APNPA.asp](http://www.cms.hhs.gov/MLNProducts/70_APNPA.asp)

List three ways to get billing done.

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ProgressNotes, Issue 54: Outsourcing your Billing

[http://www.nursepractitionerbusinessowner.com/public/Progress\\_Notes\\_Issue\\_54\\_Outsourcing\\_your\\_Billing.cfm](http://www.nursepractitionerbusinessowner.com/public/Progress_Notes_Issue_54_Outsourcing_your_Billing.cfm) or: <http://is.gd/bHenT>

Other thoughts on Getting Paid:

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## Step 4: Behind Closed Doors

Things to consider with technology:

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Open Office: <http://www.OpenOffice.org>

Amazing Charts: <http://www.AmazingCharts.com>

Practice Fusion: <http://www.practicefusion.com>

Office Ally: <http://www.OfficeAlly.com>

Office and Clinic Supplies:

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## Step 5 – Clinical Practice Management

List some of the policies and procedures you will need in your practice:

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Other thoughts on PM:

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## **Step 6 – Operations or Business Practice Management**

List some of the policies and procedures you will need in your practice:

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Thoughts on financial management:

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QuickBooks – best pricing I found was at Costco. Watch for specials.

## **Step 7: Marketing**

Marketing is what?

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What must you know before you market?

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List some marketing vehicles?

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List yourself here: <http://www.local.google.com>