



# In Home Rehab Ownership Success Readiness

## Self – Assessment

Rate Your Readiness In These Key Indicators Of In Home Rehab Practice Ownership

**Instructions:**

Score yourself on each of the following indicators listed in the first column. Indicate the extent that your typical current practices and your future ideal practices match the indicator in the columns to the right. If you indicate that you need help in an area – you may want to indicate where you will get that help.

Key Issues	By Myself	Need Help from IHR	Action
<b>Start Up</b>			
I am comfortable working with financial advisors and raising capital.			
I am comfortable in negotiations such as for insurances and employees.			
I have an adequate number of referral sources that have indicated that they are supportive of my new practice and are willing to send patients to it.			
I have a clear and objective vision of the success that I want in my practice and life.			

<b>Clinical</b>	<i>“Financial success in rehabilitation begins at, or even before the first contact the patient makes with your clinic. This includes both the reception personnel and especially the clinical staff.”</i>		
As a clinician, I understand the importance of and value our business systems.			
I know where to go for help with financial/business issues.			
I understand the importance of a cooperative, appreciative & paying patient.			
I have systems to reinforce the importance of and interrelatedness of clinical & business activity for our long-term success.			
I am comfortable routinely utilizing data from Patient Satisfaction surveys to improve operations.			

Documentation	<i>“Patient care that is inadequately documented will be considered patient care that was never provided. Long-term success requires ongoing diligence to clearly explain why rehabilitation therapy was required for the patient to succeed.”</i>		
	By Myself	Need Help from IHR	Action
I can create and implement a documentation system that is timely, legible and complete.			
My documentation system clearly articulates the skill and medical necessity of the services I provide.			
I can create and implement standards for documentation and systems to assure that those standards are met.			
When I treat patients, I feel that it is important that all interventions are documented for each treatment session.			
My documentation system complies with accreditation and regulatory agency requirements.			
When necessary, my documentation system provides a solid base upon which to form an appeal.			

Coding	<i>“Coding the care appropriately is the obvious next step in describing your services in a manner that is likely to be reimbursed. Describe you care inappropriately and it is likely that you will not be reimbursed correctly.”</i>		
	By Myself	Need Help from IHR	Action
I can create and implement systems so that in all cases our notes and billing match.			
I have current knowledge of coding practices.			
I understand the coding requirements of different payers.			
I am comfortable creating and implementing systems that routinely verify that our coding practice is current and appropriate.			
I am comfortable creating and implementing systems to train staff about appropriate coding practices.			
I am comfortable creating and implementing systems to assure that our clinicians understand the importance of coding practices to the overall financial success of our practice.			

Billing	<i>"It is not very likely that any payer will reimburse for services until a bill is correctly submitted. Even then, you will need to be vigilant to get the reimbursement that is properly due you."</i>		
	By Myself	Need Help from IHR	Action
I am comfortable creating and implementing systems so that every clinician understands the billing requirements of each payer.			
I am comfortable creating and implementing systems to assure that insurance coverage is verified and that proper authorizations are obtained before treatment is initiated.			
I can make sure that complete and accurate bills are submitted for payment on a timely basis.			
I know when and how to apply modifiers and edits (including CCI) and how to train staff to be able to do this.			
I can create and implement systems so that the data-entry error rate is low.			
I am comfortable creating and implementing systems to train the entire staff on appropriate billing practices.			

Accounts Receivable Management	<i>"I shall pay no claim before it's time " Attributable to just about any third party payer</i>		
I can create and implement systems to track each claim through the payment process.			
I have a successful track record in appealing payment rejections.			
I am comfortable creating and implementing systems that assure that every patient and clinician understands that we collect co-pays, co-insurances and deductibles.			
I can be sure that our clinicians know their roles in the collection process.			
I have strong working relationships with the insurance and payer community.			
I know the terms and conditions of every managed care and third party insurance contracts.			

Compliance	<i>"It is not sufficient to just do the right thing well. You will also have to prove that you are not doing the wrong thing just as well."</i>		
	By Myself	Need Help from IHR	Action
I am comfortable creating and implementing formal systems to ensure each employee complies with all regulations and accreditation requirements that affect our company.			
I can develop and implement a formal, written compliance program.			
I am comfortable creating and implementing systems that assure that every employee knows what to do when/if issues of non-compliance occur.			
I know how to actively audit and monitor compliance.			
I am comfortable creating and implementing systems for ongoing education on compliance issues.			

## Benefits of In Home Rehab Ownership

**Owners of In Home Rehab businesses recognize the following benefits:**

- 100% Ownership of Their Own Business
- Low Initial Start-Up Costs
- Low Ongoing Overhead Costs
- Ability to Focus on Patient-Care as Professionals
- Ability to Structure a Gradual Transition from Employment to Ownership
- Little Competition in Most Markets from MDs, Hospitals, Home Health Agencies or Rehab Chains
- Ability to Focus on Clinical End of Business While IHR Focus is on the Business End
- Ability to Lean on IHR Experience during the Startup Period

Call us now to discuss your self-assessment and learn how we can help you realize the success in your practice that you've only dreamed of.



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