**Osprey RTM Solutions & Consulting, LLC**

**Matt Jurek DPT, CSCS – Owner**

**Build Your Own RTM Program:**

**Empowering the Staff Therapist**

**Course Goals**

Empower staff therapists in creating, owning and growing their own RTM program to service local therapy companies leading to increased personal and career flexibility outside the clinic.

**Course Objectives**

At the completion of this course series, participants will (be able to):

* Intimately understand and comprehend the nuances of an RTM program based on CMS rulings of the RTM family of CPT codes.
* Confidently prepare and present a thorough proposal to therapy owners/leadership as well as choose a platform that will meet the clinic’s unique culture.
* Confidently create an effective clinic workflow and train clinic staff and providers leading to a successful implementation.
* Build a valuable and efficient RTM program that proves fruitful to both the patient and clinic.
* Stay compliant and maximize the billing of RTM codes.

**Course Structure**

This is a five-class course with corresponding resources. Courses are prerecorded videos approximately 50 minutes in length and the resources assist to alleviate the therapist the burden of creating from scratch.

The full course, when combined with personalized coaching meetings, will maximize outcomes. However, you may choose to purchase classes “a-la-carte”. The objectives for each class and optional resources are listed below.

**Objectives by Class**

**Class I – Understanding RTM & The Need for a Detailed Program - FREE**

At the completion of this class, participants will (be able to):

* Understand the definitions per CMS ruling of each RTM CPT code
* Understand the value add of RTM to the patient as well as the clinic
* Gain appreciation for the current nuances based on insurances
* Visualize the importance of a dedicated RTM therapist representing a clinic
* See the potential in leveraging RTM to meet your personal goals

**Class II – Proposal and Support of Leadership**

At the completion of this class, participants will (be able to):

* Identify and clearly explain the Patient, Clinic and Monetary Value of adding an RTM program to a clinic’s offerings
* Calculate the potential revenue generated based on actual clinical numbers
* Discuss the Cost of Overhead and Time involved in an RTM program
* Be prepared to negotiate payment for services rendered as the RTM therapist
* **Resources available:**
  + Revenue Calculator
  + Cost and Return Calculator
  + Proposal Template

**Class III – Implementing an Effective RTM Program**

At the completion of this class, participants will (be able to):

* Identify common hurdles/barriers to success in the clinic
* Design an effective clinic workflow to overcome common hurdles
* Identify staff roles and responsibilities within an effective clinic workflow
* Formulate a plan to train all staff involved in their roles and responsibilities
* **Resources available:**
  + Power Point - Front Desk/Aid Training
  + Power Point - Provider Training
  + Patient Facing Handouts regarding RTM procedures

**Class IV – Maximizing the Efficiency and Value of Your RTM Program**

At the completion of this class, participants will (be able to):

* Understand the importance of and add real value to a patient’s care
* Develop an automatic flow of valuable patient communication and education
* Attain regular and meaningful synchronous conversation with patients
* Capture and include organic clinic provider contributions to RTM
* Utilize and relay data captured by the RTM device
* **Resources available:**
  + E-communication examples
  + Educational resources and examples
  + Scheduling flow staff handout

**Class V – Compliant Billing of RTM CPT Codes**

At the completion of this class, participants will (be able to):

* Put into place all necessary documentation to stay compliant
* Understand the billing nuances of each code to stay compliant
* Understand the importance of code submittal timing for each code and develop a plan to track and monitor
* Formulate a billing workflow around the specific EMR in use
* Understand why charges may be denied and how to avoid denial
* **Resources available:**
  + Documentation examples/templates
  + RTM participation and billing timing tracking – Template
  + Compliant billing reminders list

**Pricing**

**“A-La Carte”**

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| --- | --- |
| **Item** | **Cost** |
| **Individual Class** | **$50** |
| **Individual Class Resources** | **$15** |
| **1-on-1 Live Coaching Session 1hour** | **$80** |
| **Total Individually Purchased** | **$420**  **(\*Based on purchase of 2 live sessions)** |

**Packages**

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| --- | --- | --- | --- |
| **Package** | **Cost** | **Included** | **Savings vs Individual** |
| **Full Course** | **$300** | **\*All 5 Classes**  **\*All Resources**  **\*Two 1-on-1 live Coaching sessions 60min** | **$120** |
| **Classes + Resources** | **$200** | **\*All 5 Classes**  **\*All Resources** | **$60** |
| **Classes** | **$ 170** | **\*All 5 Classes** | **$30** |