

SUCCESSFUL CHIROPRACTIC PRACTICES

WELCOME TO PMM!

This is a tentative course outline subject to change. This course outline will be reviewed during the first class and tracked each week. It is the student's responsibility to attend class and note and accommodate any changes as they are announced.

WEEK	TOPIC	
1	Tuesday	Step 1: Defining Your Practice
	Friday	No Lecture – National Boards
2	Wednesday	Step 1: Defining Your Practice
	Friday	Step 2: Identifying and Analyzing Your Types of Patients
3	Wednesday	Step 2: Identifying and Analyzing Your Types of Patients
	Friday	Step 3: Financial Analysis for the New Practice
4	Wednesday	Step 3: Financial Analysis for the New Practice
	Friday	Step 4: Location Analysis, Space Layout and Design
5	Wednesday	Step 4: Location Analysis, Space Layout and Design
	Friday	Step 4: Location Analysis, Space Layout and Design
6	Wednesday	No Lecture - Tri VI Clinical Competency
	Friday	Step 5: Choosing Your Business Model
7	Wednesday	Step 6: SWOT Analysis / Step 7: Connecting with Your Market
	Friday	Step 7: Connecting with Your Market
8	Wednesday	Step 7: Connecting with Your Market
	Friday	Step 8: New Practice Checklist
9	Wednesday	Introduction to Medicare
	Friday	EXAM 1
10	Wednesday	Introduction to Medicare
	Friday	Setting Your Fee Schedule
11	Wednesday	CMS 1500 / Claims Commerce/ Pt Billing
	Friday	Exam Record Keeping: Documenting Necessity
12	Wednesday	Exam Record Keeping: Documenting Necessity
	Friday	Components of Thorough Record Keeping
13	Wednesday	Components of Thorough Record Keeping
	Friday	Dr. Manicini
14	Wednesday	Review
	Friday	EXAM 2
15	FINAL EXAM	