

# FAST FORWARD 2017 OPENING SESSION

Clinical and Forensic Innovations for a Thriving Practice

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# Threats to Traditional Mental Health Practice in Psychology

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# Externalities Triggered by Systemic Change

- In economics, an externality is the cost or benefit that affects a party who did not choose to incur that cost or benefit.
  - People with health insurance must often select from limited options.
  - Providers must often swim in a pool designed (or polluted) by others.
- Economists often urge governments to adopt policies that "internalize" an externality, so that costs and benefits will affect mainly parties who choose to incur them.
- Independent practitioners faces increasing challenges as consumers face increasing economic pressures in a system with rapidly changing regulations.
  - What will be covered?
  - How much will co-insurance cost?
  - How will lower cost providers affect the marketplace?

# Will Integrated Care and Quality Demands Doom Fee-for-Service Private Practice?

Is independent practice in integrated care an oxymoron?

How can independent practitioners optimize participation in integrated care systems?

Are you prepared for ACOs and PCMHs?  
(Accountable Care Organizations and  
Patient Centered Medical Homes)

- Organizational models for primary care that will improve our health care system (?)

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# Integrated Inter-professional Care

- Understanding the culture of interprofessional health care practice and functioning as a team player.
- Working with patients who have medical, mental health, behavioral health, and co-morbid problems in a fast-paced primary care context.
- Working with a more diverse (ethnically, socially, and economically) population than ever before.
- Ability to document the value added by psychologists' engagement.

# Shifting Administrative and Financial Accountability and Autonomy

- Are you prepare to:
  - Seek additional credentials?
    - Board certification
  - Integrate your practice?
  - Co-locate?
  - Contract?
  - Become an employee?

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# How will reimbursement systems change?

- Medicare
- Medicaid
- Insurance exchanges
- Global payment systems
  - Who takes the risks?
  - Who makes “medical necessity” decisions?
- New billing and diagnostic codes
  - Who’s codes rule?

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# Can Independent Practitioners Demonstrate Quality Outcomes

- Integrating outcome assessment in independent practice
  - Keep great records
  - Integrate assessment tools
- Is CBT the “gold standard?” (No, but you’d better be ready.)  
Leichsenring & Steinert (*JAMA*, September 21, 2017)
  - Variable study quality
  - Weak empirical tests
  - Uncontrolled investigator alliance
  - Central mechanisms of change not corroborated
  - Limited efficacy
  - No clear evidence of superior efficacy

# Will Master's – Level Clinicians Own the Marketplace?

- APA and the “master’s issue”
- CACREP (Council for Accreditation of Counseling & Related Educational Programs) as a paradigm.
- What’s the value added of the doctoral credential?
  - Everybody want’s one (DPT, DNP, OTD, DMS – medical science for physician assistants).
  - Physical therapy is the winner, for now

# FINDING A NICHE FOR YOUR PRACTICE

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# What is a “Niche”

- “A niche in the market is a specific area of marketing which has its own particular requirements, customers, & products.”
  - *Collins English Dictionary*
- “A job or position that is very suitable for someone, especially one that they like.”
  - *Cambridge English Dictionary*
- “A position or activity that particularly suits somebody’s talents or personality or that someone can make their own.”
- “An area of the market specializing in one type of product or service”
  - *Urban Dictionary*

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# Why Choose a Niche Area?

- You feel competent to do this work.
- It is an area you like to work in.
- You like to read & gain knowledge about this area.
- There are new challenges in this area.
- You know referral sources in this area.
- No one else in your community is doing it.
- You can get consultation or supervision when needed.

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# How to Select a Niche for You?

- Think about what you liked doing the most?
  - Population, type of intervention, assessment, etc.
- What areas of psychotherapy practice do you feel most competent in?
- How do you feel after each of your clients & why?
- Who do you know in your community for referrals?
- What are the hot topics in your area?
- Take advantage of an incident i.e. school shooting.
- Look at the ABPP list of specialties

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# Popular Niche Areas Today

- Integrated Health Care & Telehealth
- Couples & Family Therapy
- Sex Therapy
- Trauma Victims
- Gerontology
- Child & Adolescent Psychotherapy
- EMDR or other Special Techniques
- Collaborative Divorce & Mediation
- Organization Consultation

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# New Directions in Forensic Practice

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# Validity of Traditional Psychological Tests in Forensic Settings

- Different Standardization and Norm Groups
- Over generalization of Concepts
- Ethics Codes and Specialty Guidelines Have Cautionary Statements
- Examples : MCMI, MMPI
- Value to Trier of Fact: Admissibility Standards

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# Consultation Regarding Proper Assessments

- Forensic Assessment Instruments
- Use in Conjunction with Traditional Psychological Tests
- Proper Ways to Phrase Responses to legal Questions

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# Consultation regarding Standard of Care

- Definition of Standard of Care
- Misuse of the Concept by Many Professionals
- Proper use is Combination of Ethics Codes, Specialty Guidelines, and Current Research and Professional Data

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