



# CARE + PLAN PROGRAM

**DESIGNED FOR ALL CHIROPRACTORS AND CAs**  
INTERACTIVE AND APPLICABLE IMMEDIATELY IN PRACTICE



**TLC 4 SUPERTEAMS**

Phone: 877-TLC-4888 | FAX: 215.657.9695 | [www.tlc4superteams.com](http://www.tlc4superteams.com)

# TLC's CARE + PLAN PROGRAM

READ, LISTEN, CHOOSE AND RESPOND

## WE COVER

- the benefits and objectives of care plans
- the stages of care and the transitions of care
- delivery of care plans to the patients
- the do's and don'ts of delivering finances

## WHAT IT IS

Our Care + Plan program is designed for all chiropractors and CAs. Everyone needs support to provide the best care plans written and delivered.

## HOW WE DO THE PROGRAM

8 hours in a 1 day format or over the course of 2 days, or we can deliver the content in any increment of time you have available. The how to provide these hours is your choice, we are here to serve your organization's best needs.

Our presentation will be in a format that will be interactive and applicable immediately in practice. We provide time during the classes for demonstration and engagement in the how to's – not just the education.

## READ

You cannot deliver a care plan until you have all patient concerns addressed AND you have the Doctor's primary concerns ready to engage with the patient

## LISTEN

to conversations from our Care + Plan and hear how compelling the message is

## CHOOSE

8 hours in any combination of the hours we present (see next page)

## RESPOND

**NOW** to get this essential content for your organization

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# CARE + PLAN PROGRAM

READ, LISTEN, CHOOSE AND RESPOND

## READ

The purpose of a care plan is to establish a doctor's clarity, boldness, and authenticity with their recommendations for care, regardless of third party coverage, age, gender, and a multitude of other variables. Additionally, to define ongoing care plans for extended care as well as for wellness care and to do so with attention to compliance, maximum reimbursement and peace of mind.

The care plans are everything. Your definition of what must happen. Everyone is guided by this plan. Everyone is watching. **So what's your plan?**

## LISTEN

Listen to the following audio tracks by visiting [www.tlc4superteams.com/care-plus-plan](http://www.tlc4superteams.com/care-plus-plan)

Do's and Don'ts on Care Plans ▪ Dr Group Report Delivering Finances ▪ Overview Steps of Delivering Finances  
I Care, I Don't Treat: Your Rationale For Care ▪ Initial Care Objectives

## CHOOSE

**Class 1:** Lifetime Care – the Why and the How

**Class 2:** Filling Your Tool Box for Delivering Care Plans

**Class 3:** STOP Points & Markers for Transitioning Care

**Class 4:** Families and Finances that Work

**Class 5:** Writing Care Plans- Criteria and Objectives

**Class 6:** Squeezing Care Plans for Efficiency & Engagement (A.D.I.S.)

**Class 7:** Care Plans Delivered Using B.O.S.S. and Observe Everything

**Class 8:** Interact & Engage for Optimal Patient Results

## RESPOND

**NOW** to get this essential content for your organization – YOU will NEVER regret providing compliant, congruent content to your chiropractors in a format that will be interactive and applicable immediately in practice.

# CARE PLANS OVERVIEW

## BENEFITS OF CARE PLANS

Less stress, less fear,  
more confidence, more certainty



- Daily documentation is not expected to be as copious if you create care plans.
- Daily documentation needs to point back to initial care plan, period.
- Writing care plans out, you may add more services than you are presently providing.
- Catching services you are rendering yet not charging for – you will increase your collections.
- Not allowing an unlimited number of adjustments for a certain time period – you will be paid for what you provide rather than giving away.
- Not “selling” numbers of adjustments – you will be paid for what you provide and you will be compliant, legal, and have less fear when you follow the guidelines. You can provide your care with confidence.
- Making sure you are not over reducing your fees, you will not lose money but will always be in fair exchange.

<b>By doing these actions:</b>	<b>You will gain these results:</b>
Care plans for each patient.	Daily documentation not as copious.
Care plans detail course of all care to be provided.	Daily documentation points back to care plan.
Detailed written care plans.	You plan for all of the needed services the plan.
Care plans allow you to be paid for what you provide.	Not giving away services.
Complaint, legal, plans.	No fear you are doing anything wrong.

## STAGES OF CARE

Care plans need to be written out to chronicle your recommendations and allow the doctor access to stay on track with what is in the patient's best interest to accomplish their goals.

### Recommendations:

**Time** – You should have four care plans to choose from. For example:

- 3 months
- 6 months
- 9 months
- 12 months

### Writing your care plans based upon:

- Your technique and your needs are what designs the care plan
- What are your technique objectives?
- What are your patient's objectives?

### Stages of care:

- Prove to the 3rd party that the patient is progressing
- Initial passive care: 2-4 weeks



## CHIEF COMPLAINT

A concise statement from the patient describing the symptom, problem, condition, diagnosis, or other factor that identifies the reason for the visit.

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# CARE PLANS OVERVIEW

## Steps in Delivering Care and Finances

1. Totaling care and cost
2. Four green lights:
  - a. Time
  - b. Frequency
  - c. Intensity
  - d. Money
3. Great news first and fifteenth
4. Overview of finances in full value
5. More great news: savings
6. Adjustment and hand off to financial CA
7. Estimate total for each monthly swipe.  
Full cost then with savings or third party prepayments.
8. Confirm yes to first two to three months.  
If yes, the rest is easy.



You cannot deliver a care plan until you have all patient concerns addressed AND you have the Doctor's primary concerns ready to engage with the patient.

## Delivering Truth and Finances

- Not everyone is ready to hear the message.
- Care – But you can't carry.
- People quit too soon.
- It's our job to let them know to stay.
- It's about our conviction to our why.

## Know Your Transition Manners

- Less quantity + intensity of subluxations
- Can be symptom reduction
- Posture changes
- Ranges of motion changes
- Scan or x-rays improvement
- Objective orthopedic testing improvement
- Less taut and tender muscle fibers

*"Our world is at stake –  
every adjustment can  
change the world."*

**Dr. Nathan Sikora**

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## NEXT STEPS

You have read, listened and maybe even chosen the classes you want presented; you are ready to respond. **Here's how:**

- 1** Call TLC (877-852-4888) or send an email to [coach@tlc4superteams.com](mailto:coach@tlc4superteams.com) to say you are interested in Dr Dean or one of our TLC coaches to present the Care + Plan Program.
- 2** When do you want the classes presented? We will check our TLC calendar and find an agreeable date with you.
- 3** TLC provides an interactive class that your attendees will undoubtedly want to refer others to attend.
- 4** Your organization covers only Dr Dean's or a TLC coach's travel expenses; **no honorarium is expected.**



**THAT'S IT!**

The TLC way is **SIMPLE, EASY & FUN!**

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