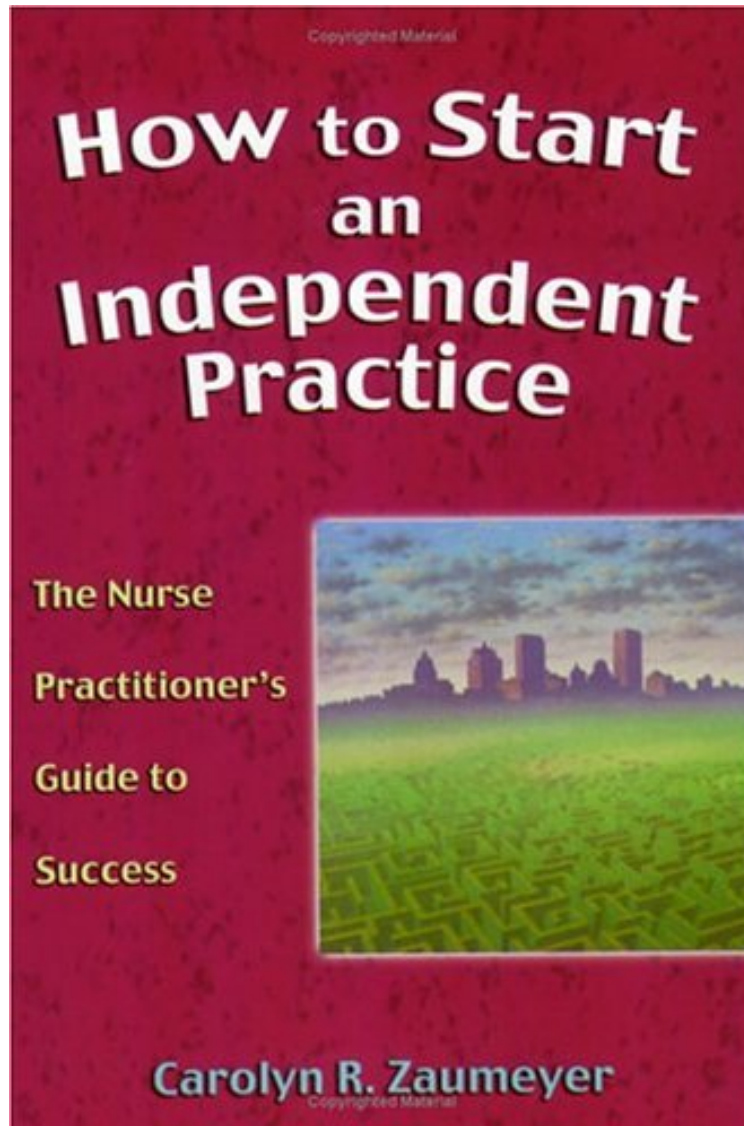


How to Start an Independent Practice: The Nurse Practitioner's Guide to Success

Carolyn Zaumeyer

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Carolyn Zaumeyer : How to Start an Independent Practice: The Nurse Practitioner's Guide to Success before purchasing it in order to gage whether or not it would be worth my time, and all praised How to Start an Independent Practice: The Nurse Practitioner's Guide to Success:

9 of 9 people found the following review helpful. Great resource, comprehensive coverage, a must-have for NP's starting their own practiceBy K. Salinger, Holistic Nurse PractitionerIn my opinion, this book, along with Nurse

Practitioner's Business Practice And Legal Guide are absolute "must-have" references for any nurse practitioner starting a private practice (and good to have for those already in private practice as well). I had originally bought a few general "Starting your own business" type guide books and all fell short and were disappointing. Most were just a survey or very superficial overview more appropriate for folks dreaming about starting a business and wondering what is involved, but just not comprehensive enough for the serious individual actively starting up a new business. I gave up on finding a good reference book and ended up consulting an attorney and a CPA to have the questions answered that I needed regarding business structure, various legal issues and tax concerns. Shortly thereafter I found and bought this book and I really wish I'd found it before spending the money to consult the attorney and CPA as a good portion of my questions to them were covered in this book. Here is a general outline of what the book covers:

Section 1: Before you start your practice

Ch 1 - Personal considerations: should I start an independent practice? assessing the demands/characteristics of business success and failure; the significance of research and planning; creating your niche; establishing a plan of action; the positives and negatives of independent practice

Ch 2 - The professional nurse practitioner: am I really ready? professionalism defined; professional presence; resume vs. CV; scope of practice; continuing education; national certifications; serving as a mentor or preceptor; NP organizations; NP journals

Ch 3 - Analyzing the potential of your business: can I really do this? defining your practice; estimating your start up costs; estimating your income; weighing it all out; financing your venture; preparing a business plan; the form or structure of your business; market analysis; legal and financial considerations

Each chapter is in-depth and well defined as above. It'd be too long to continue to write them all out, so here are just the chapter headings from there forward - just know they are of equal depth and breadth...

Section 2 Designing your practice

Ch 4 - Business strategies and development: how do I start a practice?

Ch 5 - Collaborative relationships: how do I develop this relationship?

Ch 6 - Patient payments: how much do I charge and how do I collect?

Ch 7 - Negligence and liability: defensive medicine?

Ch 8 - Hospital privileges: do I really need them?

Ch 9 - Prescriptive privileges: do I really need them?

Ch 10 - Medical records: how do I set up my charts?

Ch 11 - Marketing yourself and your practice: how do I get the word out?

Ch 12 - Managing the finances: how do I do it?

Ch 13 - Managing employees: who's the boss?

Ch 14 - patient communication: keep them happy

Ch 15 - Increasing the revenues: how can we make more money?

Ch 16 - Technologies used in practice: Do I really need to buy new stuff?

Ch 17 - Selling the practice: How?

Ch 18 - Conclusions and recommendations: Should I really do it?

Index

As you can see this book is pretty comprehensive and covers a good portion of what you need to know to get started. I suggest you pair it with the Buppert book I mentioned above, as that has a much stronger legal perspective and I think you'd be pretty comprehensively informed between the two. I have found them both invaluable during the process of starting up my private practice.

1 of 1 people found the following review helpful. The person I bought this book for was motivated to ...

By lissab68
The person I bought this book for was motivated to start his own practice and this book lays the basic foundation of it. He's now more motivated to pursue his own practice in the near future rather than farther.

2 of 2 people found the following review helpful. Read this book!

By mich75elle
This book is informative and inspiring! As a new FNP opening an independent practice in eastern Montana in the very near future, I would highly recommend this to nurse entrepreneurs.

Teach your students how to do it. This practical, user-friendly, easy-to-read resource manual takes the mystery out of setting up a practice -- from planning through start up, to daily operation. It contains an array of practical topics and basic how to's, and includes forms for completing a self-assessment of personal skills, strengths and weaknesses, and understanding the basics of research. "Excellent book! Fills a niche for the entrepreneurs in our profession." -- D.J. Plonczynski, APN, PhD, Northern Illinois University, DeKalb, Illinois