

INTRODUCTION

Since 1956, the **Private Practice Section** has fostered business development for private practitioners and currently represents over 4,300 individual members from across the country. Pursuant to the Section's mission to "champion the success of physical therapist-owned businesses," this book is written to be a primer on private practice physical therapy. It is the goal of this manual to embody both the mission and vision of the section while assisting physical therapists in the development, management, and administration of burgeoning private practices across a wide variety of practice environments.

This version of *The How-To Manual* is an effort to update the original version published in 2002. It is intended to function, as its predecessor did, as a concise guide that offers practical advice to physical therapists who are venturing into the world of private practice. It should be noted that the ideas and concepts within this manual are the product of each individual author's personal experience and opinions. These opinions are not necessarily those of the Private Practice Section or the American Physical Therapy Association. Additionally, this manual is not intended to be a comprehensive textbook on the business and law of physical therapy, but rather a strong starting point based on the experience of knowledgeable and highly regarded peers in each subject area. As such, it is strongly recommended that consultation with pertinent experts, specifically in the areas of legal and finance, be undertaken prior to implementing your business plans.

I would like to take a moment to thank those responsible for bringing this project to fruition. First and foremost thank you to each of the authors for your time, patience, and willingness to share your knowledge in an effort to assist the future leaders of our profession. To Peter McMenamin and Kelly Sanders, thank you for your countless hours of reading, editing, and re-reading; and to the PPS staff for your constant support and guidance throughout this entire process.

Finally, to you, the reader, I wish you the best of luck on your journey into private practice. Know that on your path there will be many questions and bumps in the road. As you encounter those bumps do not be afraid to ask for help or guidance from experts or mentors. This manual is a testament to the fact that there are individuals who are willing to help you on your journey. I sincerely hope that you find this manual to be a valuable guide for the initial phase of your journey and that it makes your transition into the world of private practice a bit less bumpy. ❖

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