



Tele-Health-OT

Start-Up!

Presented by
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LEARNING OBJECTIVES

- Understand what telehealth is in pediatric occupational therapy
- Learn steps to open a Telehealth OT business
- Tools to run it successfully
- Develop insight about right Telehealth platforms
- How to plan online pediatric evaluations and treatment sessions.
- Develop confidence in starting telehealth Pediatric Practice

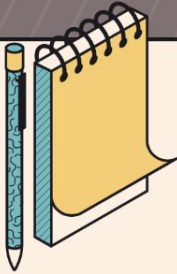


SO WHY TELEHEALTH OT BUSINESS?

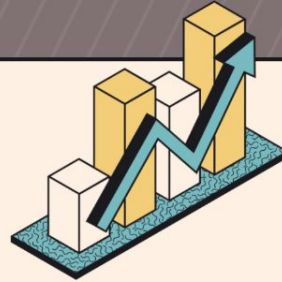
WHAT IS TELEHEALTH?

The use of electronic information and telecommunications technologies to support and promote long distance clinical health care, patient and professional health-related education, public health, and health administration” (Health Resources and Services Administration, n.d., para. 3)

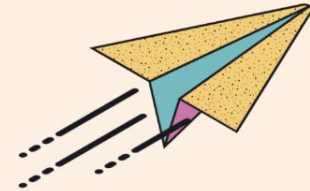
Tele-Health in OT B'coz



Reach to clients who live in remote areas



Prevention of unnecessary delays in receiving care



Collaboration with other practitioners in the client's Team



Telehealth-OT Can..



ASSESS FUNCTIONAL ABILITIES

Guidance and education on adapting home and work environments, assistive devices, and strategies to manage pain and improve function.

PROVIDE INTERVENTIONS REMOTELY

with the use of a variety of online tools OT can provide Gross motor, Fine motor, Visual Motor Interventions



TELE-OT

**FUNCTIONAL
ASSESSMENT ONLINE
REQUIRES CAREFUL
PLANNING AND
CONSIDERATION**

OBTAIN CONSENT

PREPARE THE TECHNOLOGY

GATHER NECESSARY MATERIALS

CONDUCT THE ASSESSMENT

DOCUMENT RESULTS AND PROVIDE FEEDBACK





**STEPS TO OPEN
PEDS
TELE-HEALTH OT**

1. Develop A Business Plan

2. Obtain necessary Licenses and qualifications

3. Identify your TARGET Market - pediatrics here.



4. Establish your services and Pricing

5. Develop Marketing Plan

6. Secure a Location and Equipment

7. Hire Staff if necessary

8. Develop Policies and Procedures

9. Obtain Necessary Insurance

10. Launch your business

Steps to Open the OT Telehealth (Very Basics)

1. Determine the Practice name
2. Register your company with the state government
3. Determine your practice's logo and branding for emails, phone number, and other business related services,
4. Create website
5. Determine online platform for client intake
6. [Apply for EIN \(Employer Identification Number\)](#)
7. Determine if you are going to take insurance or not.
8. [Get your NPI 1 and NPI 2](#)
9. Open business Bank account



MARKETING

WEBSITE

Website should be user-friendly, mobile-friendly, and optimized for search engines

NETWORK

Network with healthcare providers, schools etc.

SOCIAL MEDIA

Facebook, Twitter, and LinkedIn, etc.

OFFER DISCOUNTS

Offer promotions and discounts and Participate in online directories

LOCAL EVENTS

health fairs and community events, etc.

REFERRAL PROGRAM

Develop a referral program that incentivizes your current clients to refer new clients



ONLINE TOOLS



The logo for simplepractice, featuring a blue leaf-like icon to the left of the text "simplepractice" in a blue, lowercase, sans-serif font.The logo for fusion, featuring a green checkmark icon inside a document outline to the left of the text "fusion" in a black, lowercase, sans-serif font.

EMR TOOLS

The logo for THERAPlatform, featuring a green square icon with a white arrow pointing right, followed by the text "THERAPlatform" in a white, uppercase, sans-serif font.The logo for TherapyNotes, featuring a small icon of a clipboard with a checklist and a mouse cursor pointing at it, followed by the text "TherapyNotes" in a white, uppercase, sans-serif font.

Starter

Begin with the basics for your private practice.

STARTING AT

\$29/mo

Start for free

Starter features:

- ⓘ Unlimited clients ✓
- ⓘ Paperless intakes ✓
- ⓘ Client portal ✓
- ⓘ Progress notes ✓
- ⓘ Diagnosis and treatment plans ✓
- ⓘ Automated invoicing and billing ✓
- ⓘ Credit card processing ✓
- ⓘ Live customer support ✓
- ⓘ Mobile app ✓

ⓘ Telehealth **Add for \$15/mo**

Select plan options

Most Popular

Essential

Simplify your practice with all of the essentials.

STARTING AT

\$69/mo

Start for free

Everything in Starter, plus:

- ⓘ Customizable notes and assessments ✓
- ⓘ Appointment reminders ✓
- ⓘ Online appointment requests ✓
- ⓘ Secure client messaging ✓
- ⓘ Monarch directory ✓
- ⓘ Professional website ✓
- ⓘ Analytics dashboard ✓

ⓘ Insurance claim filing (starting at \$.25/claim) **10 claims included/mo**

ⓘ Wiley Treatment Planner **Add for \$15/mo**

ⓘ Telehealth **Included**

Select plan options

Plus

Expand your practice with every feature available.

STARTING AT

\$99/mo

Start for free

Everything in Essential, plus:

- ⓘ Calendar sync ✓
- ⓘ Appointment request widget ✓
- ⓘ Advanced calendar filters ✓
- ⓘ Add team members ✓
- ⓘ Add practice managers (\$39/mo per person) ✓
- ⓘ Add clinicians (\$59/mo per person) ✓

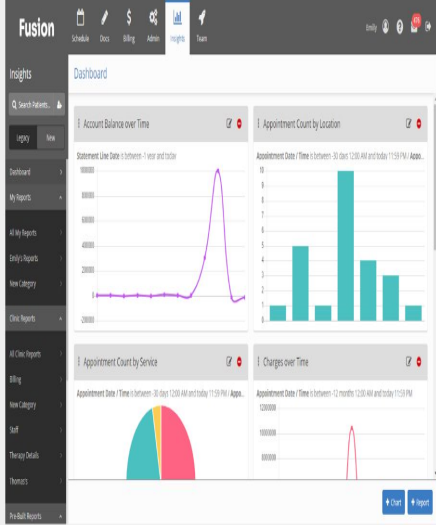
ⓘ Insurance claim filing (starting at \$.25/claim) **35 claims included/mo**

ⓘ Wiley Treatment Planner **Included**

ⓘ Telehealth **Included**

Select plan options





Insights

Optimize performance with real-time insights and easy-to-use reporting

Fully-Integrated Insights

Stay in control with real-time clinic performance dashboards. Give yourself decision-making super powers with a snapshot view of what's going on and where to focus your time.

Monitor, Track, and Analyze

Quickly view and track the who, what, where, when, why and how much of every part of your clinic. Run and measure your reports over specific time periods to get a detailed look at what's working and what's not.

Custom Report Builder

Easily build, review and export the data you need to stay on top of the details that matter most to you and your business.

[LEARN MORE](#)

Multi-User Single User

Basic EMR

\$29

/ user / month
*minimum 5 users
** Plus applicable taxes.

All the essentials needed to run your pediatric practice.

- Scheduling
- Pediatric Documentation
- Task Manager
- Patient Goal Tracking
- Set up and Data import
- Unlimited Support
- ICD-10 & HIPAA Compliant

[REQUEST DEMO](#)

Enhanced EMR

\$39

/ user / month
*minimum 5 users
** Plus applicable taxes.

Additional management tools to optimize your practice.

Everything in Basic, plus:

- Administrative Reporting
- Patient Appt Reminders
- Electronic Faxing
- Secure Staff messaging
- Advanced goal mastery tools
- Document Uploads

[REQUEST DEMO](#)

Billing EMR

\$49

/ user / month
*minimum 5 users
** Plus applicable taxes.

An all-in-one clinic management solution from scheduling to billing.

Everything in Enhanced, plus:

- Automatic Claim Creation
- One-Click Claim Submission
- Electronic Remits (ERA)
- Integrated Clearing House
- Patient Accounts and Invoices
- Automated Group Billing

[REQUEST DEMO](#)

Basic

\$39

can not add additional providers

Unlimited Clients

Scheduling

Documentation

Billing

Automated Billing

Insurance Billing

Unlimited Telehealth

Telehealth Tools

Interactive Therapy Apps

[Start Free Trial](#)

* no credit card required; no setup fee, cancel anytime

Pro

Popular

\$49

\$39 each additional provider

Unlimited Clients

Scheduling

Documentation

Billing

Automated Billing

Insurance Billing

Unlimited Telehealth

Telehealth Tools

Interactive Therapy Apps

[Start Free Trial](#)

* no credit card required; no setup fee, cancel anytime

Pro Plus

\$59

\$49 each additional provider

Unlimited Clients

Scheduling

Documentation

Billing

Automated Billing

Insurance Billing

Unlimited Telehealth

Telehealth Tools

Interactive Therapy Apps

[Start Free Trial](#)

* no credit card required; no setup fee, cancel anytime



TherapyNotes™ Pricing

No matter how you use TherapyNotes™, every plan starts with a free 30-day trial. No signup fee. No long-term contract. No credit card required. Only the most robust practice management system for behavioral health.

Solo

\$49 /mo

FOR ONE USER

Great for solo practitioners or new providers who are just getting started.

Group

\$59 /mo

FOR THE FIRST CLINICIAN

+ \$30/mo per additional clinician
Unlimited non-clinical staff

Enterprise (30+ Users)

\$59 /mo

FOR THE FIRST CLINICIAN

+ \$30/mo per additional clinician
Unlimited non-clinical staff

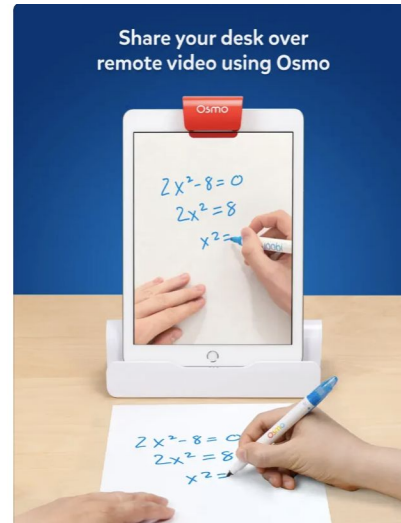
✓ Includes a **designated account manager**



Equipments



Roll over image to zoom in





ONLINE OT PROCESS



Discovery call



TELE-OT

INTAKE PACKET

CLIENT INFORMATION FORM/BACKGROUND INFO

MEDICAL HISTORY FORM & INSURANCE RELATED INFO

CONSENT FOR TREATMENT FORM

VIDEO CONCENT/COVID POLICY/ETC.

OCCUPATIONAL THERAPY EVALUATION FORM



Online Evaluation



Q-global™

Better Insights. Anytime. Anywhere.

zoom



HIPAA
COMPLIANT

Pediatric Evaluations

- [Sensory Processing Measure](#)
- [Pedi-CAT](#)
- [Beery VMI](#)
- [Bayley-4](#)
- [Developmental Profile 4](#)
- [Sensory Profile 2](#)
- [Roll Evaluation of Activities of Life](#)
- [Vineland 3](#)
- [Quick Neurological Screening Test](#) presence of neurological soft signs - ages: 4 to 80+
- [Developmental Assessment of Young Children](#)
- (P) - identify children with possible delays in 5 domains: Cognition, Communication, Social-Emotional Development, Physical Development, and Adaptive Behavior - Ages: birth to 5

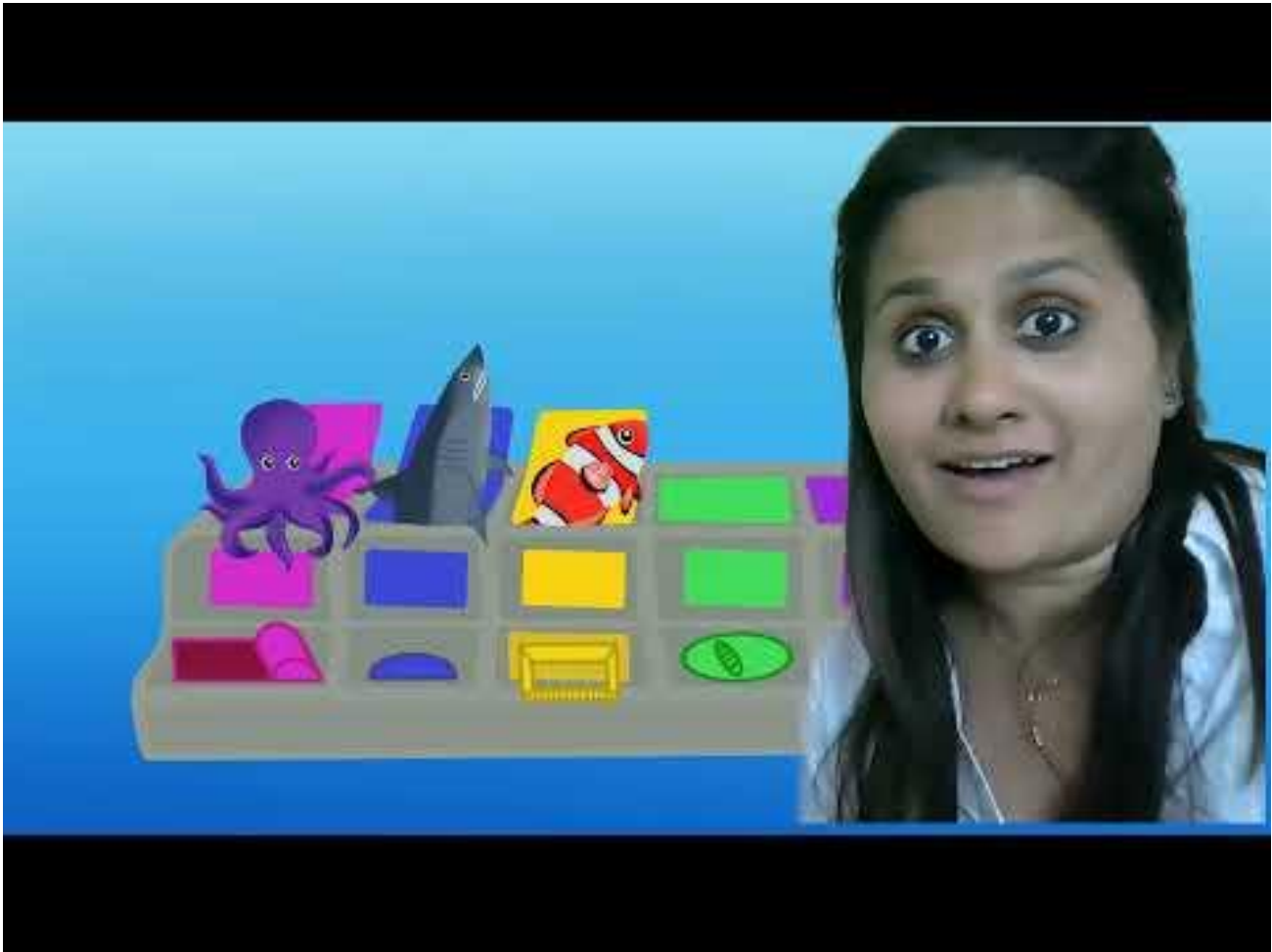
- [Hawaii Early Learning Profile](#)
- [Adaptive Behavior Assessment System](#)
adaptive skills across the life span
- [BRIEF 2](#)
- [Schoodles](#)
- [Motor Free Visual Perceptual Test](#)
non-motor visual perception - ages: 4 to 80
- Executive Functioning Questionnaire (F)
- there is a downloadable PDF at the top of the screen under "Downloads". This questionnaire is for elementary, middle, and high school students for both the parents and a self-assessment for the student (not available on Q-global)
- BOT 2
- Handwriting wit

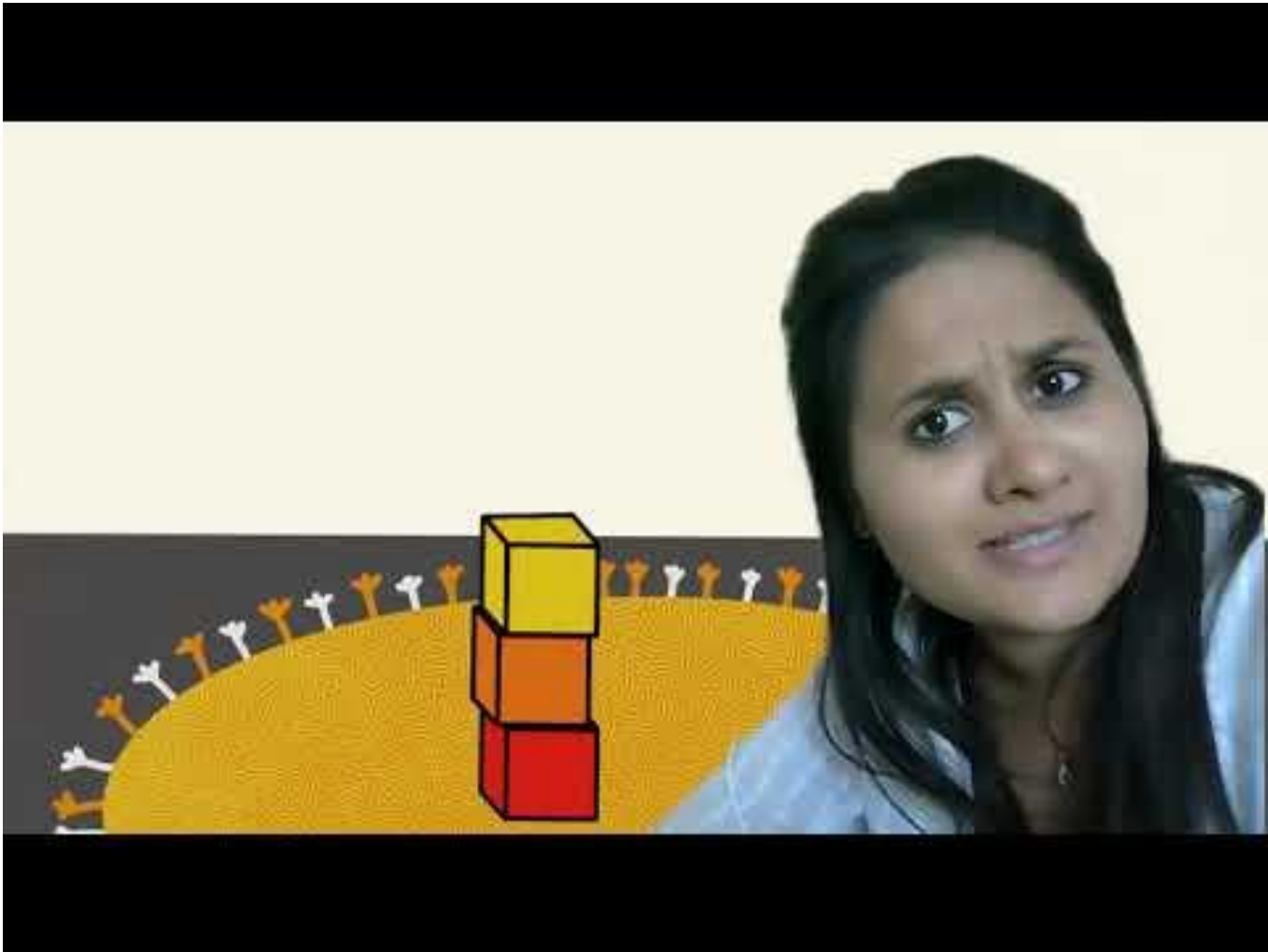
Intervention / OT services



GREEN SCREEN











GROSS MOTOR

tools



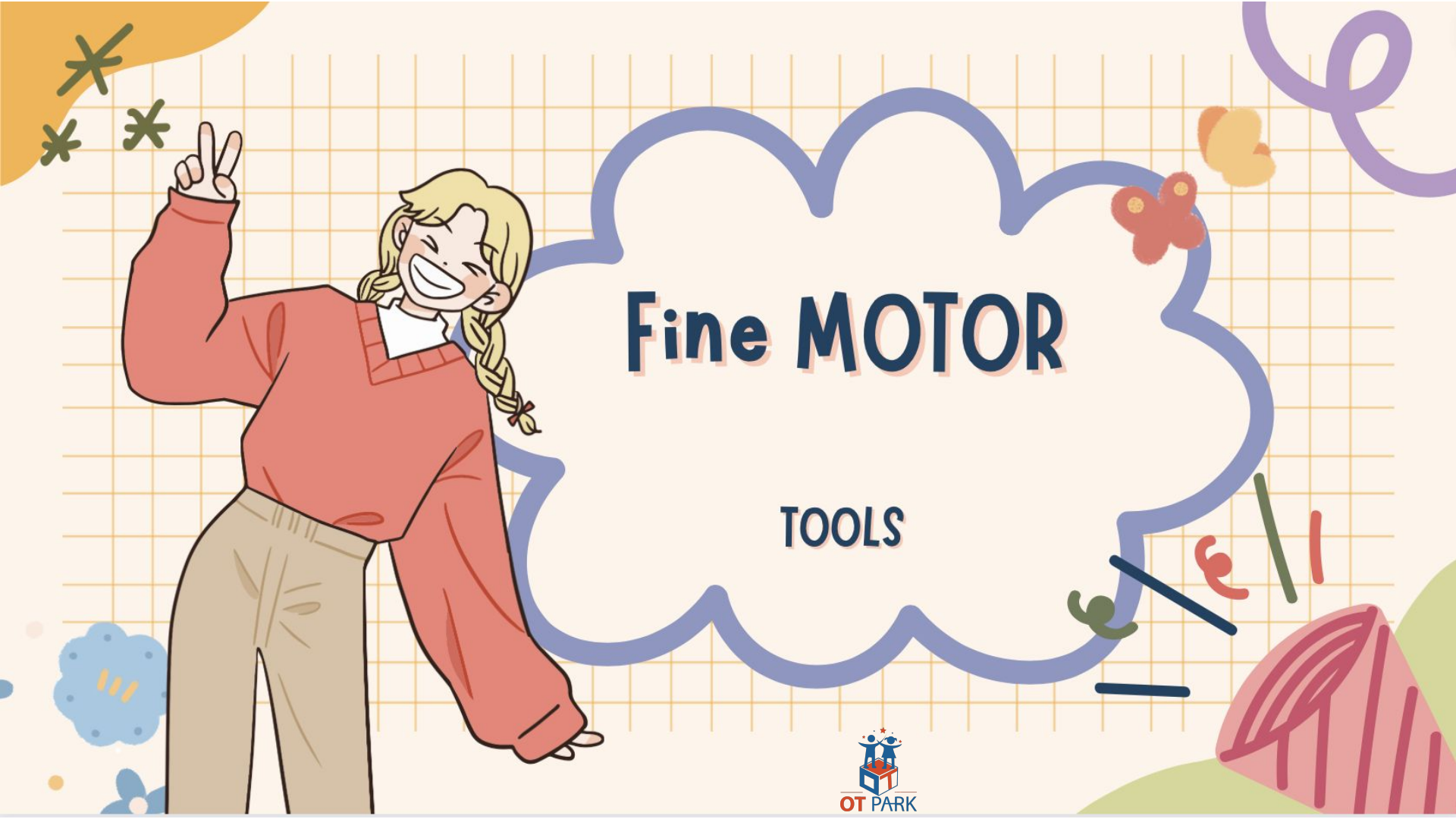
SUPER MARIO™



**WINTER
RUN!**

BRAIN BREAK





Fine MOTOR

TOOLS



30 min play for KIDS



Strengthening
SMALL
Hand Muscles



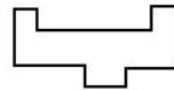
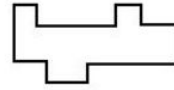
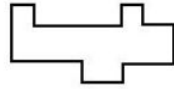
Visual MOTOR

TOOLS

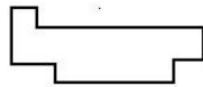
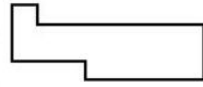
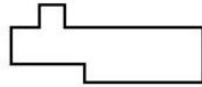
 **Word Shapes**

Which box will the word fit into?

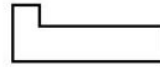
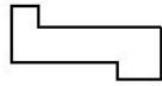
bagle



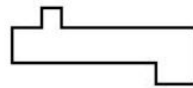
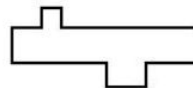
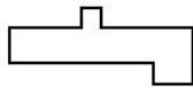
happy



lamp



chimp




Spot The Difference

Can you spot the differences between these two pictures?

Let's play!

AfreeGame.net
Play Now



[OPEN](#)

- [Home](#)
- [Explorer Game](#)
- [Photo Game](#)
- [Practice Puzzles](#)
- [Help](#)
- [Links ▾](#)



TANGRAMS





PowerPoint No Print!

Spot it! Dobble! Spy! Spy! Summer Fun ...
\$3.90



Powerpoint No Print!

Spot it! Dobble! Spy! Space, Universe, ...
\$4.45



PowerPoint No Print!

Crocodile Dentist Interactive Powerpoi...
\$5.01



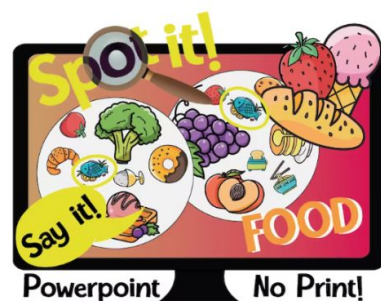
Summer Spy, Counting and Coloring pr...
\$1.11

All Items



Powerpoint No Print!

Spot it! Dobble! Spy! Seek it! Spy! Sum...
\$3.90



Powerpoint No Print!

Spot it! Dobble! Spy! Seek it! No Print, F...
\$3.90




Powerpoint No Print!

Spot it! Dobble! Spy! Seek it! Spy! Num...
\$3.34



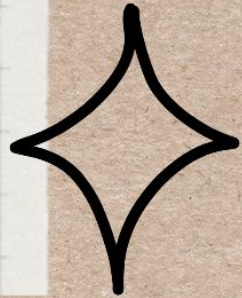

Print & play!

Spot it! Dobble! Spy! Seek it! Spy! TRA...
\$3.90



EMOTIONAL REGULATION

tools



COGNITION

Tools



CREATE YOUR OWN WORKSHEETS!

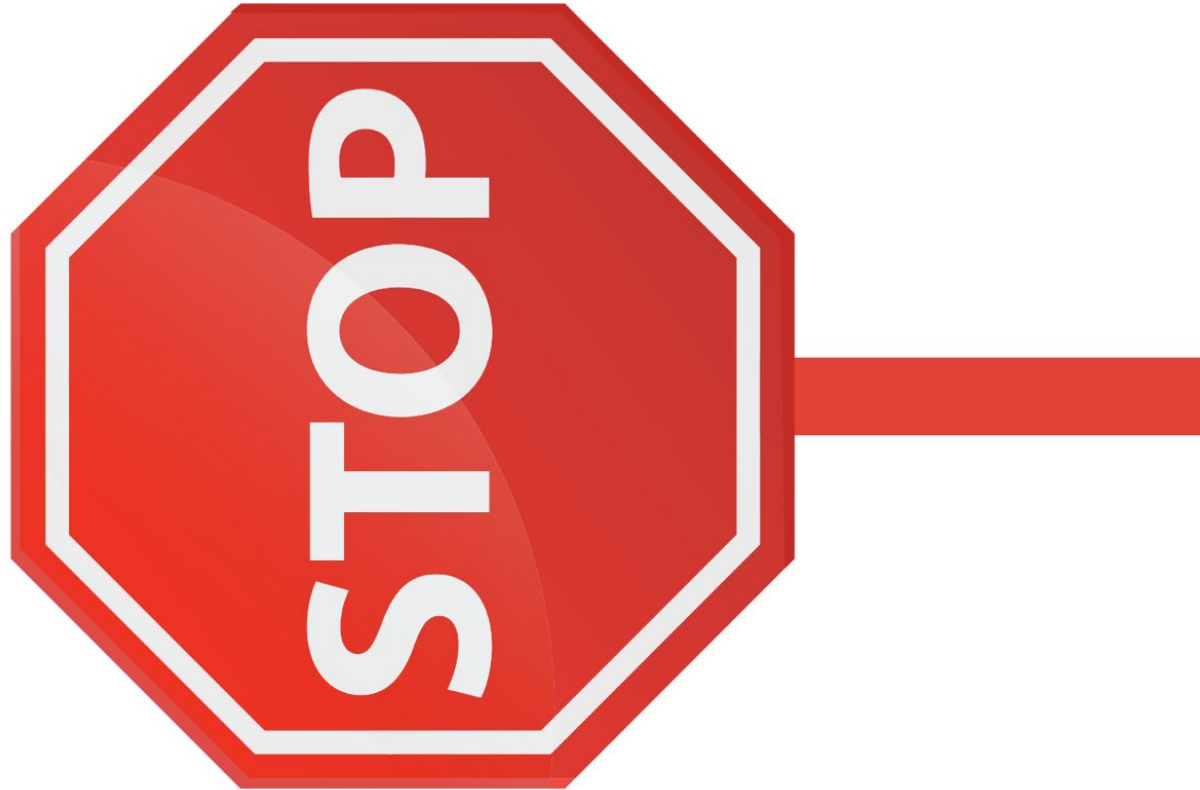
We all have great IDEAS!



MATCH THE COLORS



STOP SIGN



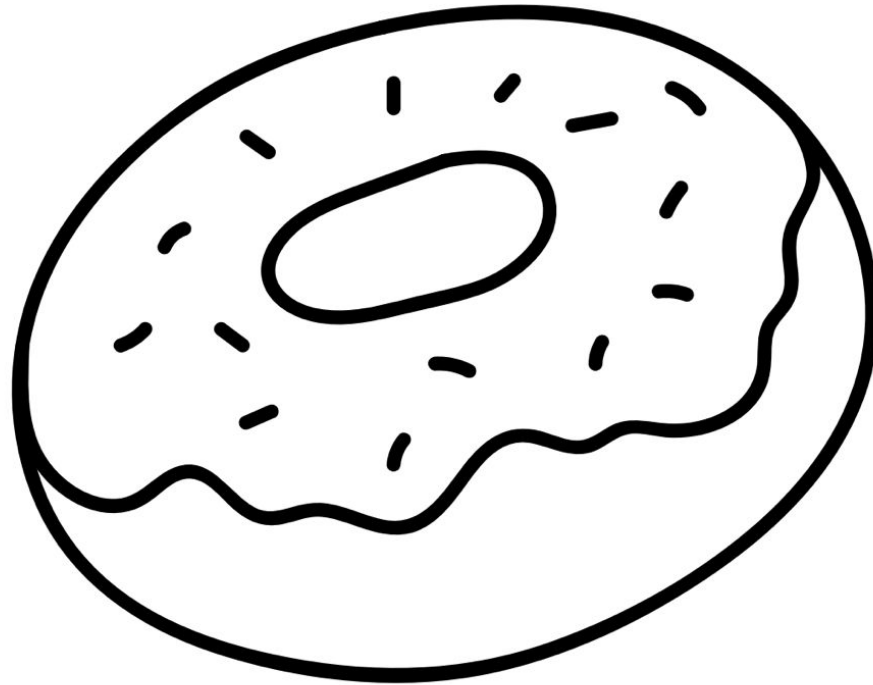
BREATHING



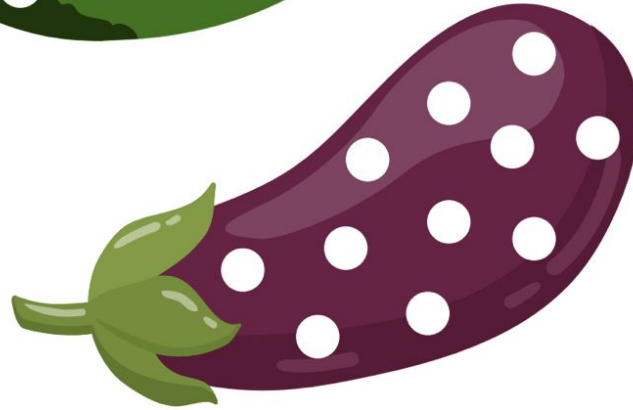
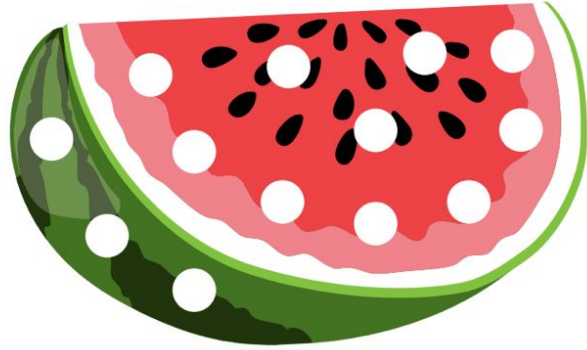
BREATHE IN.....



BREATHE OUT.....



Q-TIP PAINTING



Discharge/Re-Ev aluation



Scan me!



SAMPLE PLAN

by Dr Hiral Khatri



SAMPLE DOCUMENT FOR THE FAMILY BEFORE THE SESSION

by Dr Hiral Khatri



A stylized window frame with a teal header bar containing a close button (X). The main content area is white and contains the title text in three colored boxes: a yellow box for 'TELEHEALTH', a pink box for 'DECISION GUIDE', and a white box for 'BY AOTA'. To the right of the window is a search bar with a magnifying glass icon and the word 'search' written on it.

TELEHEALTH

DECISION GUIDE

BY AOTA

search

AOTA Resources

[Occupational Therapy Decision Guide](#)

[Advisory Opinion for the Ethics Commission on Telehealth](#)

[State Statutes, Regulations and Regulatory Board Statements](#) (updated June 24, 2020)

[Telehealth Position Paper](#)

[State Actions Affecting Occupational Therapy in Response to COVID-19](#)—Updated as of June 30, 2020

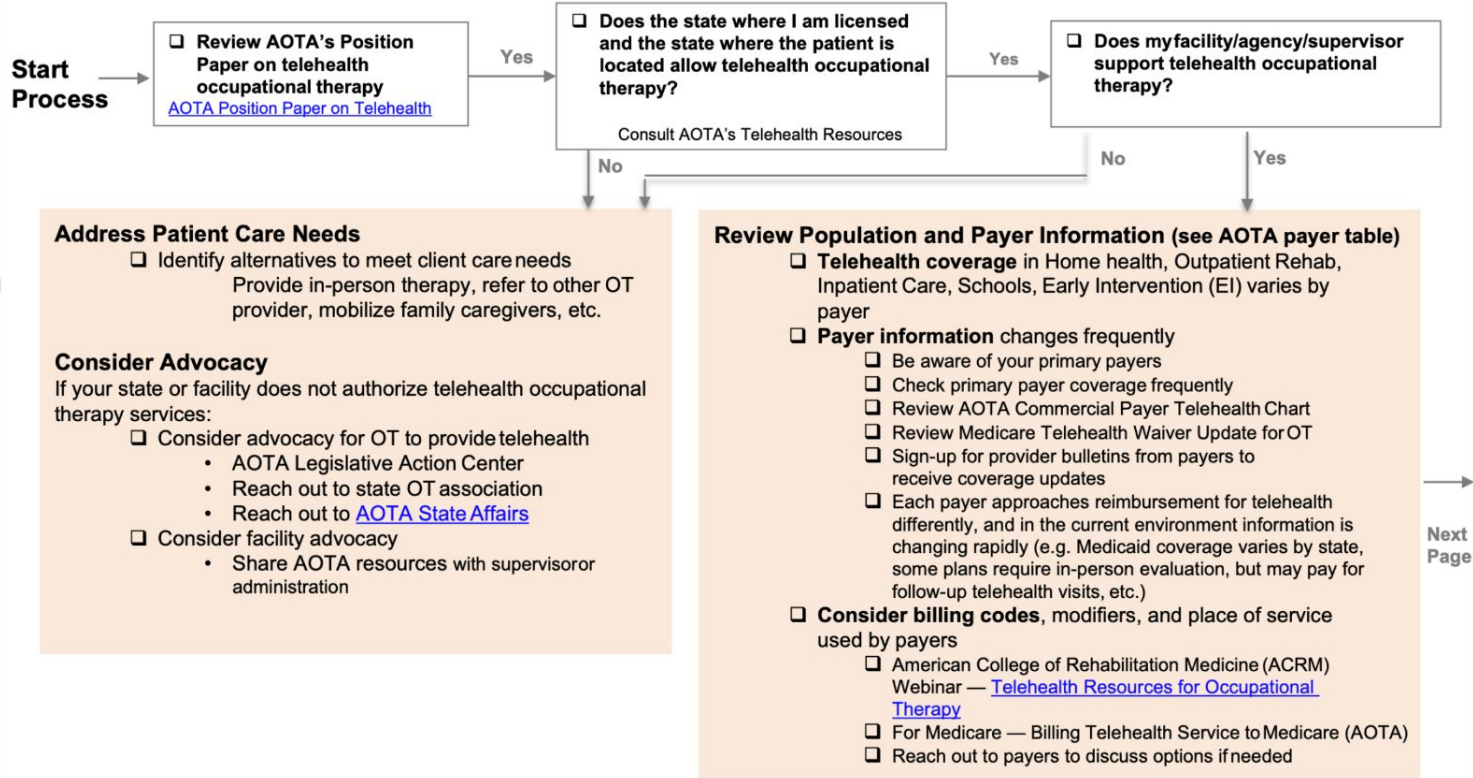
Other

[State Telehealth Laws and Reimbursement Policies \(Spring 2020\)](#)

[HIPAA Fact Sheet](#)



Occupational Therapy Telehealth Decision Guide



Occupational Therapy Telehealth Decision Guide

Implementing Telehealth

Regulatory Considerations

- [Consent requirements](#), which may vary by state and payer
- HIPAA Compliance [during COVID-19 Pandemic](#) and [enforcement discretion](#)
- [Business Associate Agreements](#)
- Facility HIPAA Privacy Statement
- [FERPA](#) Compliance (for educational environments)
- State Licensure
 - Location of both practitioner and client affects telehealth regulation (confirm location of client during each visit)
 - OTA ability to provide telehealth varies by state and payer
- Confirm coverage for telehealth with professional liability carrier

Technical Considerations

- Equipment/Modality, including Video Cameras
- Hardware and Software
 - [HHS HIPAA Compliant Platforms](#)
- Internet Bandwidth
- Technical Support
 - [Health IT Playbook — Learn More About Telehealth](#)
 - [National Telehealth Technology Assessment Resource Center](#)

Clinical Decision Making

- Risk/Benefit Analysis
 - Specific patient ability to benefit from telehealth
- Treatment Must be Client Centered
 - Continue to rely on the AOTA OT Practice Framework and the Occupational Therapy Code of Ethics
- Timing Considerations—benefits of synchronous vs. asynchronous sessions
- Ethical Considerations
 - Practitioner competency with telehealth- consider competency checklist
 - AOTA Advisory Opinion for the Ethics Commission
- Documentation of Services per AOTA Guidelines
 - Consider telehealth specific documentation requirements with [AHIMA Telemedicine Toolkit](#)
- Track Outcomes
- Patient Satisfaction Survey—Continue to Gather Feedback

Additional Telehealth Resources

- [AHRQ Sample Telehealth Consent Form](#)
- AOTA Telehealth Resources
- [American Telemedicine Organization](#)
- [FERPA and Virtual Learning](#)
- [gpTRAC Checklist for Initiating Telehealth Services](#)
- [HHS Telehealth Information](#)
- [National Consortium of Telehealth Resource Centers](#)
 - [COVID-19 Telehealth Toolkit](#)
- [Telehealth Etiquette](#)
- [TelehealthShare](#)



Research Support:

Gately ME, Trudeau SA, Moo LR. Feasibility of Telehealth-Delivered Home Safety Evaluations for Caregivers of Clients With Dementia. *OTJR: Occupational Therapy Journal of Research*. 2020;40(1):42-49. doi:10.1177/1539449219859935

Lauren M. Little, Ellen Pope, Anna Wallisch, Winnie Dunn; Occupation-Based Coaching by Means of Telehealth for Families of Young Children With Autism Spectrum Disorder. *Am J Occup Ther* March/April 2018, Vol. 72(2), 7202205020p1–7202205020p7. doi: <https://doi.org/10.5014/ajot.2018.024786>

Nissen, R. M. (n.d.). *Persons with dementia and their caregivers' perceptions... : Home Healthcare now*. LWW. Retrieved March 2, 2023, from https://journals.lww.com/homehealthcarenurseonline/Abstract/2018/11000/Persons_With_Dementia_and_Their_Caregivers_.5.aspx

Rortvedt, D., & Jacobs, K. (2019, January 1). *Perspectives on the use of a telehealth service-delivery model as a component of school-based Occupational Therapy Practice: Designing a user-experience*. Work. Retrieved March 2, 2023, from <https://content.iospress.com/articles/work/wor182847>

Wallisch, A., Little, L., Pope, E., & Dunn, W. (n.d.). *Parent perspectives of an occupational therapy telehealth intervention*. *International Journal of Telerehabilitation*. Retrieved March 2, 2023, from <http://telerehab.pitt.edu/ojs/index.php/Telerehab/article/view/6274>

Worboys T, Brassington M, Ward EC, Cornwell PL. Delivering occupational therapy hand assessment and treatment sessions via telehealth. *Journal of Telemedicine and Telecare*. 2018;24(3):185-192. doi:10.1177/1357633X17691861



