

Top Ten Questions

Through our discussions with physical therapists across the country, we've developed a list of their key questions. Perhaps your questions are the same or similar. Here, then, is Concentra Physical Therapy's 'Top Ten':

10. What makes Concentra PT unique?

For decades, Concentra has utilized its dynamic early intervention model to deliver dramatic positive results for our patients. In this model, the referring physician, the therapist, and the patient create a synergy and together focus on one goal: quality care that results in a fast recovery from a musculoskeletal injury.

9. How will I get patients?

We operate more than 300 Medical Centers, and the vast majority of these include a physical/occupational therapy department as part of our standard suite of services. This allows an injured patient referred by a Concentra physician to receive immediate rehabilitative therapy. Concentra employs sales representatives who are responsible for securing patient referrals from private physicians.

Plus, as an industry leader, Concentra is actively involved in promoting rehabilitative therapy services in local, regional, and national arenas including conferences, media, and research publications. This exposure means that employers are consistently choosing Concentra Physical Therapy for their employee-patients.

8. Will I only see workers' compensation injuries?

No. Patients will also be referred by non-Concentra physicians, and some of these will be traditional insurance patients.

7. How much administration will I be responsible for?

At Concentra, we know that our physical therapists enjoy spending the majority of their time working with patients. We therefore have a team of administrators who are solely responsible for scheduling patients through an 800 number. Plus, the administrative staff at our Medical Centers support our physical therapists as needed.

6. What will be my quality of life?

We realize the only way to be content at both job and home is through a balance of work and play. PTs' clinical skills can suffer when they're working nights and weekends and are overburdened with administrative responsibilities. At Concentra, we provide a stable Monday through Friday schedule, regular hours, and a reduced administrative burden.

5. How many patients will I see a day?

Obviously, the specific numbers will vary, but we try to manage our therapists' workload so that they see 12-15 patients a day. We believe this range allows the therapists to perform the most effective one-on-one work with our patients.

4. What kind of injuries will I be working on?

Because we deal with occupational, sports, and general injuries, you will see a variety of cases. We've found that Concentra PTs enjoy this variety and that it keeps them engaged in their work.

3. Can Concentra help me improve my skills?

We can help in three ways. First, we sponsor an APTA-credentialed, post-professional manual therapy program through the Manual Therapy Institute that's conducted on weekends over a 2.5-year period. We also provide tuition reimbursement for approved transitional DPT programs. Finally, we offer annual continuing-education assistance.

2. Where can I work?

Where do you *want* to work? With our nationwide medical center 'footprint' and multiple locations, there's a good chance we have a place for you wherever you want to work and live, both now and in the future.

1. What are my career options?

Concentra provides two distinct career paths for therapists: clinical and management. These career tracks allow for the professional growth of therapists who are already part of the Concentra family as well as the appropriate placement of therapists joining the Concentra team. Career tracks are determined by the individual therapist and supported by the therapy leadership. Here are the career options available to Concentra PTs:

- **The Clinical Track** – The clinical track designates therapist positions at the center level based on skill sets and specializations. Clinical specialists are skilled therapists who have met Concentra's standards for clinical specialist status and are approved by the Concentra selection committee.
- **The Management Track** – Concentra's philosophy is to promote from within. Management opportunities range from being the therapy director at a Concentra Medical Center to positions at the national level as a member of the Concentra senior leadership team. All Concentra therapy managers maintain an active clinical practice involvement. Positions include:
 - Center director
 - Area therapy director
 - Assistant regional therapy director
 - Regional therapy director
 - Assistant regional vice president
 - Regional vice president
 - Senior vice president

