

Developing an Allied Health Occupational Health Practice



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So you want to have an Occ Health Practice...

WHY?



Pros and Cons of Structure

Business Owner

- Autonomy
- 24/7 on call
- More risk
- Varying income
- Hard to get leave

Employee/Contractor

- Less choices
- Go home & switch off
- Less risk
- Regular income
- Easy to take leave



What Services Will You Provide?

- Work Rehab
- Early discomfort
- Pre-employment testing
- Aged/ill workers
- Preventative WSAs
- Manual Handling training
- Ergonomic consultancy
- Occ Health Testing & Monitoring
- Health Promotion
- Occ Hygienist



What Business Model Will You Use?

- Sole trader
- Partnership
- Limited Liability Company
- Trading Trust
- Network of Providers



Accountant & Lawyer important to advise you



Things To Consider

- Premises
- Public profile
- Partnership agreement
- Who owns IP
- Roles within business
- Insurances
- Financial structures



Business Systems

- Business Planning
- Access to data?
- Hardware & Software-cost & compatibility
- Accounting & Databases
- Client Management System
- E-directories & set up
- Policies, Processes & Procedures
 - ❖ Eg Naming of Documents



Brand & Marketing

- Name & Logo
- Point of difference
- Is there a need for you?
- Get your pricing right
- Where to put your advertising \$\$?
- Linkages



Quality, Risk and Compliance

- We work under Key Legislations:
 - Privacy Act 1993
 - ❖ Information management (collect, store, archive, destroy)
 - Health & Disability legislation
 - ❖ Code of H& D Services Consumers Rights 1996
 - ❖ Complaints Process
 - Health Practitioners Competency Assurance Act 2004
 - ❖ Scope of practice or vocational registration
 - ❖ Competency to practice
 - Employment Relations Act 2000
 - Health & Safety At Work Act 2015
 - ❖ How do you demonstrate commitment to quality & compliance



Finally...

- Keeping reviewing and morphing the business to stay afloat and thrive

