



Establishing A Successful OUTPATIENT MNT CLINIC in ANY Practice Setting: THE COMPLETE GUIDE

BY: MARY ANN HODOROWICZ, RD, LD, MBA, CDE

START-UP AND PLANNING PHASE

- Goals, Objectives, Action Steps
- Marketing Research
- Business & Marketing Plan
- Mission Statement
- Target Markets
- Building Support, Power Base
- Writing Formal Clinic Proposal
- MNT Clinic Task Force
- Financial Performa
- Dietitian – MNT Referral Form

OPERATIONAL, FINANCIAL, CLINICAL NUTRITION & ADVERTISING POLICIES & PROCEDURES

- Systems, Forms & Procedures
- Types of Advertising, Promotions
- MNT Outcomes Management
- MNT Documentation
- Budget, Expense-Revenue Reports
- Insurance Reimbursement
- Medicare MNT Benefit Requirements
- Expense-Revenue Form

COPY READY FORMS AND ATTACHMENTS

- Initial Intake-Apptmnt Form
- Operations Flow Chart
- Charge Description Master
- Level of Clinic Visit Form
- Progress Note-Diabetes MNT
- Progress Note (Any MNT)
- Patient Initial Intake Form
- Outcome Tracking Form
- Letter of Medical Necessity
- Cancelled Visit Notice to MD

**Establishing a Successful Outpatient MNT Clinic in Any Practice Setting,
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___ Please contact me if would like presentations on these subjects.

___ Please send information on manual: *"Money Matters in MNT / DSMT: Increasing Reimbursement Success in All Practice Settings, The Complete Guide"*, 3rd Edition AND *"EZ Forms for Busy RD"* (69 total electronic, modifiable on CD-rw)

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