



RJF Consulting
EXPERIENCE ♦ INTEGRITY ♦ RESULTS
A DIFFERENT APPROACH TO PRACTICE MANAGEMENT

CASE STUDY

Clinical Competence: Good To Great

Client Challenge: Dr. Steve had been in practice eleven years and had a post-graduate certification. He wanted to practice according to the most current evidence, but was not trained to assess research. He wanted to use the most accurate outcome measures, the most precise tests for the spine and extremities, and the most effective therapies. He was eager for all of his clinical protocols to be evidence-based and current.

Methods: RJF Consulting's approach was to teach Dr. Steve and his team the basics of research (in less than 5 hours) so they could spot the key issues in published studies without becoming research nerds. We also provided an entire evidence-based clinical system: the most accurate tests for the spine and all extremities, the most precise outcome measures, prognostic risk factors for chronicity, and direction on therapeutic interventions. Additionally, we provided ongoing evidence-based research summaries to keep Dr. Steve and his team abreast of cutting edge research.

Results: Armed with evidence-based protocols, Dr. Steve and his team felt extremely confident in all their clinical procedures. It is interesting to note that a comparison analysis found better patient outcomes, more patient referrals and an increase in income after implementing these evidence-based protocols.

Conclusions: The right clinical systems can turbo-charge the efficiency of your practice. Improving clinical competence instills practitioner confidence, improves patient results and increases the bottom line. Additionally, sharing evidence-based knowledge with patients improves your credibility and often results in more patient referrals.