

PHYSICAL THERAPY PRIVATE PRACTICE

16 REFERRAL SOURCES
YOU NEED TO KNOW!





16 Referral Sources for PTs



Clinics who provide comprehensive balance and vestibular therapy open up a wealth of referral opportunities from the following specialists:

- | | |
|--------------------------|-----------------|
| Neurologist | Podiatrists |
| Neurologist | Cardiologists |
| Otolaryngologist | Endocrinologist |
| Audiologist | Ophthalmologist |
| Gerontologist | Optometrist |
| Internist | Podiatrist |
| Physiatrist | Psychiatrist |
| Family Physician | |
| Dentists & Oral Surgeons | |

Acquiring new patients is the lifeblood of any clinic. It's essential to the survival of your physical therapy practice. By now, you already understand the importance of networking, and consistent engagement with referral sources to maintain a steady stream of referrals. One way to generate more referrals is by offering differentiated treatment services from other practices in your surrounding area.

Diversifying your referral sources increases the stability of your practice by preventing your business from being over reliant on a single referral source. Expanding the services your clinic offers creates an opportunity for you to further differentiate your practice from the other practices in your area. Ultimately, this allows you to bill for more ICD-10's and add a level of collections security to your private practice that you wouldn't have otherwise had. ■

Learn more about how our members are diversifying their practices and growing their revenues by 40%*

[Click Here for More Information](#)

*FYZICAL conversion model saw the following revenue growth; average 40%, median 37.7%, 51% (44/87) who joined FYZICAL met or exceeded the average 40% revenue growth. p.48 F.D.D.

