

# What You Need to Know to Start a Professional Care Management Practice



If you are thinking about opening your own professional Care Management practice, many decisions must be made about starting, running, and growing a business. Working with a trusted consultant will help you avoid costly mistakes.

**Pivotal Liaisons offers one-on-one consulting based on your specific business goals.**



Amy Hane, MSW, LMSW, C-ASWCM, started her own practice, Long Term Liaisons, in 2011, because she saw the need in her community. She was encouraged by a colleague to open her practice, but she found herself building it from scratch, without a mentor. Today, there is an ongoing need for new care managers, and Amy wants you to have the support that helps you open your practice efficiently and effectively.



**Your journey is unique and Amy will consult with you on your path, where you are now, and where you want to go. She has walked the steps ahead of you, so you benefit directly from her informed guidance.**

Amy's passion is sharing valuable information that will help you grow and manage your practice. This type of one-on-one consulting is powerful because it quickly answers your pivotal questions for faster success.

*Here are some sample topics:*

- Qualifications to become a care manager
- The value of joining professional associations
- Financing your business
- Documentation, software, and other business operations solutions
- Services to provide & how to make a profit
- Agreements and legal considerations
- Insurance requirements
- Marketing both local & digital
- Getting paid
- High Yield clients
- Growing your business
- Staffing, hiring, and human resources
- What to do when you hit a rut



**Reach out to schedule a free  
30-minute consultation:**

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