

Onsite Services: Practical Strategies for Implementation (Part 2)

About this course

Faculty: Cederlind, Daley, Paddock, Peterson, Yeager

[Faculty Bios](#)

Intended Audience: Physical and Occupational Therapists, Physical and Occupational Therapist Assistants.

[Additional course information](#)

Prerequisite: Successful completion of *Onsite Services: Fundamentals of Value & Scope (part 1)*, online course

Program Level (AOTA): Intermediate

AOTA Classification Categories: 2- Occupational Therapy Process, 3- Professional Issues

Delivery: Live, In-Person

Student Ratio: 15 to 20:1

General Teaching Method Overview: Lecture, Group Activities, Interactive Case Scenarios

Informed Consent: No

Duration: 1 day, 7.25 contact hours

Completion Requirements: Attend all course sessions, class participation/engagement in learning activities, including group activities, and completion of course evaluation.

CEU Credit: 6 Continuing Competency Units (CCUs) are available through FSBPT.

Employers are seeing the value of offering onsite services for occupational health, prevention services, post-injury treatment, and disability management. Onsite Services: Practical Strategies for Implementation (Part 2) is a full day in-person course focusing on the knowledge and skills necessary to deliver prevention, wellness and treatment services in the workplace. Several group activities and discussions help participants integrate the information from the training including data review for prioritizing onsite opportunities, proposal development/planning, service implementation, communication and regulatory considerations.

Primary audience is Physical and Occupational Therapists, Physical and Occupational Therapy Assistants, although content may be relevant to other licensed healthcare professionals who may also work in onsite settings where they work directly with employers/employees. Occupational Health Nurses, Physician's Assistants, Registered/certified KINs-Canada, Athletic Trainers, Case Managers can receive a certificate of completion if they complete the program requirements. Other attendees such as non-licensed health and wellness providers, sales and marketing or administrative professionals may attend (if they accompany licensed health providers) and receive a letter of attendance.



WWPC is an AOTA Approved Provider and is authorized to offer .7 AOTA CEUs



Learning Objectives

At the end of the training, participants will be able to-

1. Develop an onsite service proposal, using examples of case information.
2. Discuss onsite provider service delivery in the context of regulatory, practical, liability (and ethical) provider considerations.
3. Deliver a concise "elevator pitch" based on case specific workplace stakeholder needs.
4. Discuss implementation logistics of onsite services related to site set-up, processes and personnel.
5. Outline 3 ways to establish working relationships with workers and key workplace stakeholders.
6. Explain how employer needs can be met with onsite health and wellness activities oriented toward "total worker" health
7. Interpret 3 employer relevant key performance indicators as part of program review and reporting.
8. Describe 3 components of business models that are relevant to developing onsite services opportunities, including scalability, scope of services and partnerships.

Onsite Services: Practical Strategies for Implementation (Part 2)	
In-Person	
Prerequisite: Onsite Services: Fundamentals of Value and Scope (Part 1)	
8:00am-9:45am	
(15 min)	Introductions (class members and speakers), Logistics and Learning Objectives
60 min.	1. Key Employer Elements Critical to Developing Onsite Service Proposals <ol style="list-style-type: none"> a. Employer Size b. Industry & job type c. Shifts d. Organizational trust e. Documented and perceived challenges f. Previous and current initiatives g. Unions h. Injury, recordable and near miss data
30 min.	Group Activity/Assessment – Prioritizing opportunities based on claims data
9:45am – 9:55am – Break	
9:55 - 11:50am	
55 min.	2. Matching Employer needs with Provider Capability <ol style="list-style-type: none"> a. Coverage requests and/or requirements? b. Proximity/accessibility c. Staffing resources

	<ul style="list-style-type: none"> d. Payment/pricing e. Proposed goals of onsite program f. Key messaging g. Defining employer and provider responsibilities
30 min.	Small Group Activity/Assessment – Review employer scenarios and develop recommended onsite program offerings
30 Min	<ul style="list-style-type: none"> 3. Considerations for Service Provision <ul style="list-style-type: none"> a. State regulatory guidance <ul style="list-style-type: none"> i. Scope ii. Delegation and supervision iii. Multi-professional teams iv. Non-patient related tasks b. Malpractice, Ethical and Practical Considerations
11:50am – 1:00pm – Lunch	
1:00pm-2:50pm	
20 min.	<ul style="list-style-type: none"> 4. Knowing how to sell the service and yourself <ul style="list-style-type: none"> a. “Elevator pitch” b. Printed materials c. Presentation
25 min.	Small Group Activity/Assessment – Elevator Pitch
45 min.	<ul style="list-style-type: none"> 5. Service Implementation/Planning <ul style="list-style-type: none"> a. Preparation <ul style="list-style-type: none"> i. Resources and equipment ii. Safety training/PPE requirements iii. Contact information b. Policies and procedures <ul style="list-style-type: none"> i. Program scope ii. Referral process iii. Scheduling process c. Information Management <ul style="list-style-type: none"> i. Documentation ii. Data storage iii. Role of record custodian
2:45pm-2:55pm – Break	
2:55pm – 5:00pm	
60 min.	<ul style="list-style-type: none"> 6. Program Launch <ul style="list-style-type: none"> a. Implementing working relationships with management, stakeholders and employees b. Visibility and relationship building 7. Building and expanding offerings <ul style="list-style-type: none"> a. Wellness, fitness and conditioning or other programs focused on employee engagement b. Integration of health safety and wellness perspectives into corporate culture

	<p>8. Ongoing communication and management</p> <ul style="list-style-type: none"> a. Key metrics and outcomes b. Demonstrating financial value to employer c. Program feedback
15 min.	<p>9. Business models and partnerships</p> <ul style="list-style-type: none"> a. Balancing scope of work and scope of reach b. Expanding from local business to regional or national c. Evaluating scalability d. Knowledge translation and subcontractors e. Partnerships
60 min.	<p>Class Exercise- Continued employer scenarios- implementation, metrics and program improvement</p>

Equipment: No required equipment for training. Specific onsite equipment dependent on scope of services offered.