



Athletic Trainers in Physician Practice

Improving Health Care and Bottom Lines

Athletic trainers (ATs), often affiliated with sports, are health care professionals who also work in orthopedic, family, pediatric, physiatry, rheumatology oncology, trauma, cardiology and sports medicine practices. ATs working in these setting improve productivity, patient outcomes and provider satisfaction. They help move patients more effectively and efficiently through the appointment, evaluation and treatment process. By providing quality services to more patients in the same period of time, physicians are able to increase patient throughput and revenue generation.

About Athletic Trainers

- ✓ ATs work in a variety of specialties including orthopedics, sports medicine, primary care, rheumatology oncology, trauma and cardiology.
- ✓ Must graduate from an accredited educational program and pass a comprehensive certification exam.
- ✓ Are licensed and otherwise regulated in 49 states and the District of Columbia. Efforts continue to gain regulation in California.
- ✓ Must keep their knowledge and skills current by participating in continuing education.
- ✓ Work in a variety of settings including physician practices, hospitals and private practices.

"For me as a surgeon, we do spinal surgery in athletes of all levels, without athletic trainers it would tremendously compromise the results of our surgery. They make our surgery better by working through the post-operative rehabilitation programs that are critical to the success of our surgeries. We rely on the AT for taking the athlete post-operatively or instead of surgery through that rehabilitation program. I think athletic trainers play a critical role." - Robert G Watkins III, MD



HEALTH CARE

WITH **IMPACT**

Areas of Impact

Administrative

- Anticipate the needs and preferences of the provider.
- Act as a liaison between the multidisciplinary health care team members.
- Use and proficiency of EMRs.
- Support outreach and marketing.
- Schedule appointments.

Patient Throughput

- Patient triage.
- Aid in clinic flow.
- Present information to the provider.
- Enter orders.
- Scribing the medical note.

Patient Care

- Obtain pertinent patient history.
- Perform patient assessment, evaluation and testing.
- Administer special tests.
- Educate patient on plan of care.
- Provide home exercises as needed.
- Perform therapeutic exercise.
- Fit durable medical equipment.
- Prepare injections.
- Casting and splinting
- Gait training
- Wound and dressing care.

By the Numbers

ATs in physician practices are multifaceted and easily adaptable to the needs of the practice and the health care provider with the goal of helping provide excellent patient care and efficient rates. ATs positively impact the patient experience, health care outcomes and bottom line.

22%

When compared to medical assistants in the physician practice, athletic trainers have shown the ability to increase patient encounters 18% to 22%.

\$123K

Estimated average increase in annual revenue for an orthopedic surgeon who integrates an AT into practice.

97xxx

AT services may be reimbursable by insurance companies under physical medicine and rehabilitation codes (97xxx CPT codes).

9.06

Overall physician satisfaction of utilizing athletic trainers a physician practice was 9.06 out of 10.