

Contract Services: What You Need to Know



Marty Matney, MBA, ATC, AT/L, PTA/L
NATA Committee on Practice Advancement, Chair

Mark Husen, LAT
WATA Committee on Practice Advancement, Chair

Athletic trainers (ATs) in the United States were once known only in collegiate and professional settings. They were hired by the place of employment and no reimbursement was provided for the services furnished to the patients. Now, in the 21st century, many ATs have realized multiple areas of care that provide high quality health care with low costs, and are reimbursed a multitude of ways.

What practice setting are you represented in?

- Clinical
- Industrial
- Professional
- Government
- Outreach to Schools
- Collegiate
- Independent
- Cash Based
- Physician Practices
- Municipalities

Every job setting listed above has different expectations and contractual obligations. ATs must perform their requisite job duties within the confines of their scope of practice and applicable certifications, regulations, and guidelines, while at the same time striving to provide the highest quality of care to the patient, or "customer."

As an AT who is new to any level of business, first and foremost, you must ensure you have proper certification that will cover you while you perform the requisite job duties. These include but are not limited to:

- A. Certification
- B. Licensure in the state where you will be performing the service
- C. National Provider Identification (NPI) number
- D. Approval from the entity that you work for
- E. Coverage of services if billing insurance

Many times in today's world, the customer, as well as you, the provider, or your company, shall want to write a contract that specifically outlines the service that will be rendered. This provides both parties with necessary details, in addition to laying out how to render and assess disagreements or discrepancies in the future. Items that should be covered and listed out are:

1. Company Name providing service – "Who is providing athletic training services to the payer?"
2. Company name on who is receiving contract service – "Who is your customer?"
3. Terms of Agreement – Length of contract, hours of contract, whom is providing service, if issues arise what is the process on right to cause, qualifications of staff providing services, etc.?

4. Responsibilities of the business partnership – Exclusivities of business relationship or work.
5. Termination language, shall either party want to leave the contract before it expires.
6. Financial compensation – Trade outs, cash, provider contracts, marketing options, etc.
7. Renewal guidelines.
8. Signatures.

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