



FREQUENTLY ASKED QUESTIONS
FAQS

PHYSICAL THERAPY CENTERS

Live the dream of ownership without living every detail.

With more than 25 years of proven experience and 28 physical therapy centers, Nueterra has the expertise to allow you to live the dream of ownership with a knowledgeable partner who can handle all the details. Together, we work as one team with one mission—providing your clients with the care they deserve while using best business practices to deliver services as efficiently and profitably as possible. You can focus on delivering the highest level of quality care while we handle all the behind-the-scenes development, administrative, business and managed care support.

Q. Why do I need a corporate partner?

Starting a practice can be a daunting task. The contracting, licensure, operating policies and procedures, billing and collections, human resources components, the list goes on and on. With a corporate partner like Nueterra Healthcare, we take the headache out of the business and let you focus on providing the best quality of care for your patients.

Q. What is my risk in starting my own practice?

The financial risks of starting a new PT clinic include the capital investment, loan guarantees and lease guarantees. Nueterra's flexible ownership models allow the therapist to share the risk with a corporate partner—at whatever level you are most comfortable and fits your particular professional situation.

Q. Why Nueterra?

There are several physical therapy management companies and developers in the market, but no one offers more flexible ownership models than Nueterra. Our experience and focus on giving the therapist clinical control has been a win-win for our existing partners. And we offer one of the highest percentages of ownership available to the therapist—up to 60 percent!

Q. How complex are the business operations of a clinic and what service do you provide?

When you own your own clinic, the details of running the business can impact your ability to maintain balance in your personal life as well as focus on your clinical practice. Nueterra can help you maintain that balance. Nueterra provides a comprehensive development solution that includes negotiating managed care contracts, securing state licensures and Medicare certification, and establishing a complete set of operating policies and procedures. Once operational, Nueterra oversees the ongoing management of the facility, including human resource services, complete monthly accounting and financial reporting.

Q. How do I know what is the right ownership model for me?

We are looking for physical therapists who are currently practicing and have strong physician relationships. Nueterra will provide a one-on-one evaluation with you to help analyze the financial viability of such a venture and which model best suits your situation.



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FAQs

Q. How long does it take to get a clinic up and running?

There are three phases to the start up of a facility. Once the ownership agreements are complete, a typical start up is within 90 days.

Phase 1

- Planning
- Research
- Market Study

Phase 2

- Site Selection
- Managed Care Contracting
- Financing
- Equipment Purchase
- Policy and Procedures Development
- Referral Source Review

Phase 3

- Staffing
- Training
- Opening

Q. How am I compensated?

Physical therapist partners will draw a salary as a physical therapist. In addition, you will share in any profit distributions based on your percent of ownership.

Q. I'm interested in learning more. What now?

Nueterra representatives can meet with you to discuss the opportunity in your area and address specific questions. During this meeting, we will introduce our business model and describe the development process and anticipated timeline. By attending the initial presentation you are letting us know that you would like to consider investing in a project. However, you do not have to make any commitment at this point.

Call Nueterra today and ask about a no-obligation feasibility study. For more information, visit www.nueterrahealthcare.com, or contact us at 913-908-3359 or bschaal@nueterra.com.