




The Athletic Trainer's role in a Physician Practice

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History

- Started in 1980s
- Increased in popularity in the early 2000s
- Still increasing today
- Formally known as Physician Extenders
- 17% of ATCs work in the clinical setting (NATA)

Responsibilities



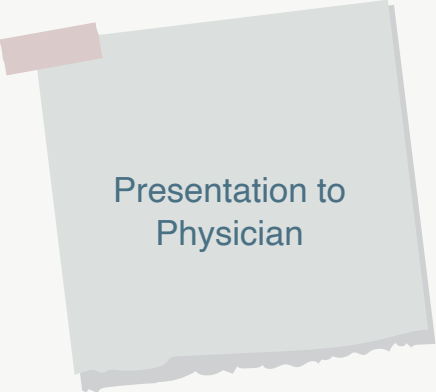
Rooming



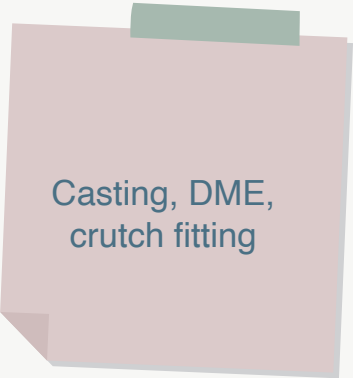
Patient History



Brief evaluation



Presentation to
Physician



Casting, DME,
crutch fitting

Responsibilities




Wound Care



After visit care



Administrative
duties



Liaison between Dr.
and patient



Outreach

Comparison between MA and ATC in Orthopedic Clinic

MA

1. Brief history
2. Does not present directly to Physician
3. Review imaging and plan of care with Physician
4. Rooms next patient
5. Documentation of visit



Comparison between MA and ATC in Orthopedic Clinic

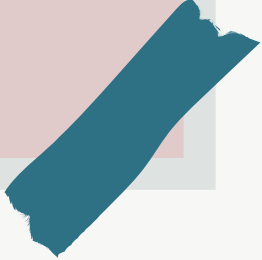
ATC

1. Detailed history
2. Presents to the Physician
3. Goes into the room with Physician
4. Scribes/dictates visit
5. Can perform orders if needed
6. Review plan of care
7. DME if needed





Orthopedic clinics with Athletic Trainers

- Athletic Trainer's responsibility varies
 - ATC does not enter the room with Physician
 - ATC moves onto other patients
 - ATC only see post-operative patients
 - ATC only see concussion patients.
- 

ATC vs MA

Researchers sought to compare ATCs and Mas on patient volume and revenue in a Primary Care Sports Medicine Clinic

Pecha, F. Q., Xerogeanes, J. W., Karas, S. G., Himes, M. E., & Mines, B. A. (2013). Comparison of the effect of medical assistants versus certified athletic trainers on patient volumes and revenue generation in a sports medicine practice. *Sports health*, 5(4), 337–339. <https://doi.org/10.1177/1941738112472659>

ATC vs MA

MA

- 15.02-22.92 patients a day
- Increased billing ~\$300
- Increased collections ~\$200

ATC

- 18.09-27.09 patients a day
- Increased billing ~\$1,500
- Increased collections ~\$1,200

Pecha, F. Q., Xerogeanes, J. W., Karas, S. G., Himes, M. E., & Mines, B. A. (2013). Comparison of the effect of medical assistants versus certified athletic trainers on patient volumes and revenue generation in a sports medicine practice. *Sports health*, 5(4), 337–339. <https://doi.org/10.1177/1941738112472659>

ATC vs MA discussion

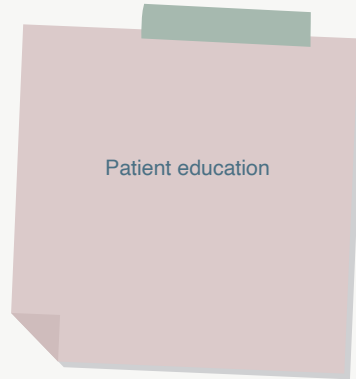
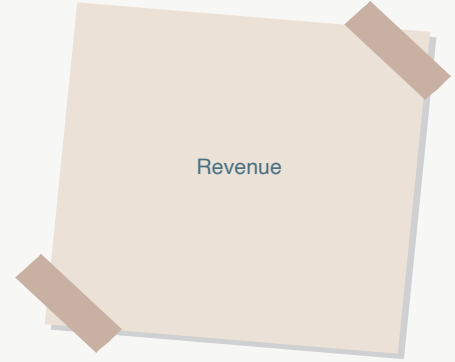
- ❑ Increase in patients = increase in revenue
- ❑ ATC pay for itself with incoming referrals
- ❑ Physician did not know study was happening
- ❑ Appointments based on physician availability

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How are Athletic Trainers effective?

Effectiveness



What can Athletic Trainers do?



Reduce re-injury



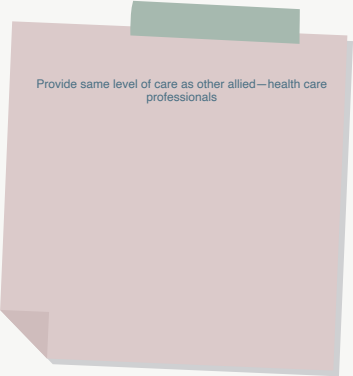
Teach rehabilitation exercises



Reduce recovery time



Achieve good patient satisfaction



Provide same level of care as other allied—health care professionals

Why hire Athletic Trainers in the clinic setting?

- Increased efficiency
- Knowledge for more than the athletic population
- Increased revenue
- Variety of skills and competency



Orthopedic Surgeons' Perceptions of Athletic Trainers as Physician Extenders

Storch, S. M., Stevens, S. W., & Allen, A. M. (2007). Orthopedic Surgeons' Perceptions of Athletic Trainers as Physician Extenders. *Athletic Therapy Today*, 12(3), 29–31.

- ❑ 101 surgeons were surveyed
- ❑ Randomly selected
- ❑ Demographic questions
- ❑ ATC rankings
- ❑ Opinion question
- ❑ Task list based on what the surgeon believed ATC was capable of

Task sheet questionnaire

TABLE 2. TASK CHECKLIST FOR EACH PROFESSION		
Please check as many that apply		
Athletic trainers are qualified to do <ul style="list-style-type: none"> • BP/Pulse • Medical History • Splinting/Casting • Crutch Fitting, Gait Training • Therapeutic Exercise and Rehabilitation • Injections • Orthotics • Dictation of Visit Summaries • Assessments of Injuries • Prescribe Prescriptions • Perform Major Surgery • Order Diagnostic Tests 	Physician Assistants are qualified to do <ul style="list-style-type: none"> • BP/Pulse • Medical History • Splinting/Casting • Crutch Fitting, Gait Training • Therapeutic Exercise and Rehabilitation • Injections • Orthotics • Dictation of Visit Summaries • Assessments of Injuries • Prescribe Prescriptions • Perform Major Surgery • Order Diagnostic Tests 	Nurse Practitioners are qualified to do <ul style="list-style-type: none"> • BP/Pulse • Medical History • Splinting/Casting • Crutch Fitting, Gait Training • Therapeutic Exercise and Rehabilitation • Injections • Orthotics • Dictation of Visit Summaries • Assessments of Injuries • Prescribe Prescriptions • Perform Major Surgery • Order Diagnostic Tests

Storch, S. M., Stevens, S. W., & Allen, A. M. (2007). Orthopedic Surgeons' Perceptions of Athletic Trainers as Physician Extenders. *Athletic Therapy Today*, 12(3), 29–31.

Perception

- ❑ More accurate perceptions of ATC than NP
- ❑ 44% surveyed would hire ATCs
- ❑ Ortho surgeons more likely to hire ATCs

Storch, S. M., Stevens, S. W., & Allen, A. M. (2007). Orthopedic Surgeons' Perceptions of Athletic Trainers as Physician Extenders. *Athletic Therapy Today*, 12(3), 29–31.


Reasons to hire an ATC



Skill set



Efficiency



Increased patient satisfaction



Increased revenue



Versatility



Thank you