



Physical Therapist: The Art of Science

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Physical Therapist

Credentials

- o Bachelors: Marquette University
- o Masters: Michigan State Univeristy
 - o Health Communications
- o Masters: Marquette University
 - o Physical Therapy
- o Certifications:
 - o Active Release Techniques Provider, Biomechanics Specialist, Instructor
 - o Ironman Performance Care Provider
 - o USA Gymnastics Professional Member
 - o Nearly 10 years on National Health Care Referral network
 - o Graston Technique Provider
- o Owner- Medgym.net- Elite Peforming Arts Medicine Site
- o PT- former Owner at Accelerated PT

Outline

- o What is a Physical Therapist?
- o What personality traits make a good PT
- o Schooling
- o A day in the life of a PT
- o Making a living
- o Differences in Professions

What is a Physical Therapist?

o General

- o Healer
- o Assessor
- o Multi-tasker
- o Reevaluator
- o Problem solver
- o Communicator/entertainer!
- o Salesperson

o Orthopedic

- o Manual Therapy Provider
- o Biomechanics Specialist
- o Sports or joint specialist
- o Movement analyst

Types of PT

- o Orthopedic- bones, sports
- o Geriatric- aging
- o Wounds- burns, amputee
- o CardioPulmonary- heart and breathing, post stroke, post heart attack/event
- o Pet- animal rehab!
- o Pediatric- kids ortho or kids developmental
- o Inpatient- hospital all injuries
- o Women's health- abdominal, reproductive, breast health, etc.
- o Research- studies, lab, publication
- o Education- college teaching, continuing ed courses
- o And MORE!

Personality/Education Traits

- o Ambitious
- o Self driven
- o Ability to think algorithmically
 - o First this, then this. Or, if this, then Not this, etc.
- o Verbally communicative
- o Good body posture/stance
 - o No one wants to see someone who does not value their own health!
- o Science and math knowledge

Bonus Traits!

o Sales!

- o The selling of PT
- o Want to convince your patient not only to do what you tell them at the time, but also to take on a new lifestyle, like different posture, weight loss, exercise, etc.
- o Your product = health!
- o Your means = your voice, your hands, and your guidance
- o Your venue = the clinic
- o Your success measure = advancement of progress and discharge from therapy!
- o Your TRUE success = check in a year later, or when they send you more patients!

Skills- Learn in School

- o Knowledge of:
 - o Physics
 - o Chemistry
 - o Anatomy
 - o Pharmaceuticals
 - o Movement/Kinesiology
 - o Rules of insurance, licensure, profession
 - o Child development
 - o Psychology of the injured and sick and healing
 - o Prevention of injury
 - o Wound care

Skills- Learned in Life

- o What they don't teach you that you learn on your own AFTER school!
 - o Exposure to specialty techniques that drive you
 - o Nerves, muscles, motion, biomechanics, wound care, specific joints, etc
 - o Where? From your jobs and internships!
- o Marketing- not to make money, but of your skills
 - o Written, oral communication, mini-lectures, persuasion to be a "team" to treat, 1:1, etc.
- o Multi-tasking
- o Prioritizing life goals and ambitions
- o Continuing education- where do you want to specialize and how to get there, everyone has different paths!

Schooling

- o Masters (Few left) 6 years
 - o Bachelors plus 2
- o Doctorate – 7 years
 - o Bachelors normal
 - o DPT- including clinicals and summers
- o Transitional Doctorate (tDPT)
 - o For PT's who have Bach or MPT to transition to DPT, fill what they need, advance skills and knowledge to today's standards

A Day in the Life of a PT

- o Patient evaluations
 - o New patients
- o Reevaluation of symptoms and progress
 - o Every one you see!
- o Exercise program creation
- o Teamwork
 - o Front office, scheduling, your clinic manager
 - o Techs and aides who help you with patients
 - o Giving them direction/feedback to help you
- o Notes
 - o Every day, in SOAP (Subjective, Objective, Assessment, Plan)
- o Manual Therapy
- o Use of modalities/equipment
- o Lunch/Time management

Occasional, not daily

- o Communication
 - o Phone calls or in person with MD
 - o Insurance companies
 - o Notes for medical necessity
- o Ordering supplies
- o Marketing
- o Appearances/community involvement
- o Continuing Education (ConEd) courses
- o Studying/reading
- o Journal Reading/Research
- o Parent/Coach/Family updates if you are seeing teens/kids

And then there's the fun stuff!

- o Travel with National Team Gymnasts to meets and treat
- o Treat Professional dancers from all over the world
- o Lecture to national level coaches
- o Write for Inside Gymnastics, Cheerleading, and Volleyball Magazines
- o Consult for Shannon Miller Lifestyle
- o Treat Broadway in Chicago shows such as Mary Poppins, Billy Elliot, Dirty Dancing, A Chorus Line, Shrek and more
- o Own my own company that provides free information for people to promote health
- o Writing a book!
- o In summary... giving back to the community that gave me so much as a child athlete, adult, and profession!

How do people come to you?

- o Per State guidelines (Department of Regulation and IPTA) you have to have a script which means an MD has to tell you it is medically necessary for you to come
- o So, most “old” or “traditional” (in my mind, behind the times...) methods is to schmooze MD’ d and get them to send to you
- o Problem? What do they have to identify whtih you besides an MD rec?
 - o Nothing!
- o How we do it! All Bottom Up Marketing ©
- o Community – recognition- reputation- alliance- traits- demand – need – referral – treat – return to activity – more recognition and reputation – return on investment in community and health! ©

Making a Living

- o Average New Grad salary, combination of:
 - o \$60-65k (2080 work hrs in year, so 30-32.50/hr)
 - o Sign on bonus of about \$2-5k
 - o Health insurance/HR support- about \$6-8k to company
 - o Time off 4 weeks, about 45-50/hour for coverage for your time off and you get paid, so addl \$8k
 - o Cont education - \$1-2k
 - o Total: \$88-90k in total package!

Differences in Professions

Who we work with, refer to, etc.

o Chiro

- o Focuses on joints, not as much 1:1 time, often adjustments and modalities such as traction, electric stim, ultrasound
- o Overlap is sometimes bad for us, they use same billing codes
- o I work with many that complement my skills instead of compete, which is how it should be!

o Accupuncture

- o Stress, tension, overall body lymphatic flow, healing

o Nutritionist

- o Healing, stress fx, deficiency in nutrients/vitamins, eating for sports performance reasons, etc.

(Cont 1)

o Athletic Trainer

- o Bachelors degree accepted, masters as option
- o Reactive medicine often for sports teams
- o Not as much body/biomechanics and rehab knowledge
- o Not as much time when treating because of high athlete to ATC ratio
- o More knowledge than PT on emergency medicine

o Psychologists

- o Needed for return to sport for fear- based sports (diving, gymnastics, etc.)
- o Sometimes depression sets in when treating injuries and being off, lack of teamwork, left out socially, pressure to return to prove self or pressure to lead again

o Massage Therapist

- o Relaxes muscles in general
- o Not qualified to treat specific injuries or diagnose
- o Often use with PT to prep tissue for advanced muscle or joint work

(Cont. 2)

- o Doctor of Osteopathy
 - o Doctors who specialize in more muscles and joints
 - o Can do adjustments based on osteopathic theory
 - o Holistic in nature at times, great
- o Orthopedic Physician
 - o See patient 1-5x, they are most of the time a means for diagnosis and advice, not treatment
 - o Options: 1) shot, 2) advice, 3) referral to PT, 4) refer to pain med specialist, 5) topical meds, 6) oral meds, 7) films (xray. MRI)
 - o Often are the catalyst for health, not the daily “juice!”
- o Strength Coach
 - o Focus on strengthening for proactive reasons more than reactive reasons, less anatomy and physiology knowledge
- o Occupational Therapists
 - o Daily activities
 - o Not as much manual therapy
 - o Often to return to necessary daily function (living alone, stairs, community, fine motor skills, driving, bathing, etc.)

Beyond Treatment: Job Advancement

- o Management
 - o Leading and guiding other PT's
- o Marketing
 - o Taking knowledge you know as a PT and helping to guide patients to your clinic or where they are best fit
- o Insurance
 - o Helping to increase awareness within insurance companies of the need for PT
- o Public Health Advocate
 - o Treat, experience, and then take knowledge to fight for causes
 - o Ex: Insurance reimbursement, national PT awareness, PT in schools for kids, Military, etc.

Summary

- o A long road, but well worth it
- o Flexibility in your job
- o Ability to take potentially a Parallel interest and make it a combined interest
 - o Such as management, marketing, leadership, WITH therapy
- o Licensed, protected, can come in and out with proper education
- o Very rewarding making a mark on people's lives!

Contact

- o Observation, shadowing, email chat, college guidance, career options/exploration
- o Accelerated Rehabilitation Clinics,
Willowbrook, IL
 - o 329 W. 75th Street, Willowbrook, IL 60527
- o Phone: 630-607-8907
- o E: adagiogymnastics@hotmail.com