Increasing Admissions to Drug/Alcohol Treatment from Referral Sources

By:
Don Holloway

Increasing Admissions to Drug/Alcohol Treatment from Referral Sources

By:
Don Holloway

Online:
< http://cnx.org/content/col10274/1.1/ >

C O N N E X I O N S

Rice University, Houston, Texas

This selection and arrangement of content as a collection is copyrighted by Don Holloway. It is licensed under the Creative Commons Attribution 2.0 license (http://creativecommons.org/licenses/by/2.0/).
Collection structure revised: March 10, 2005
PDF generated: October 25, 2012
For copyright and attribution information for the modules contained in this collection, see p. 19.

Table of Contents

1 How can you collaborate with us in adding content to this open course?

2 Course Objectives?

2.1 What are we trying to accomplish? 3

3 Do you really want to increase admissions?

3.1 Before starting: 5

4 How have admissions been increased?

4.1 Three prongs to increased admissions 7

5 How do you get the "New and Improved You" inside the referral organization?

6 Which referral organizations do you really want to get "inside"?

7 How do you respond to overflow when (not if) you succeed?

8 Do you have overflow options?

9 In summary, what's the process for increasing admissions?

Index 18

Attributions 19

Chapter 1

How can you collaborate with us in adding content to this open course?

Chapter 2

Course Objectives?

2.1 What are we trying to accomplish?[1]

To learn:

- **How admissions who pay for services have been increased**
- **How the "New and Improved You" can get "inside" referral organizations**
- **How to decide which referral organizations you want to get "inside"**
- **How to respond to overflow when (not if) you succeed**

[1] This content is available online at <http://cnx.org/content/m12670/1.2/>.

Chapter 3

Do you really want to increase admissions?

3.1 Before starting:[1]

- **If no, do you want to change patient mix?**

- **Gender?**
- **Age?**
- **Cultural?**
- **Working/nonworking?**
- **Payer?**
- **Referrer (with or without "teeth")?**
- **Etc.**

- **If yes, then this is also for you.**

[1] This content is available online at <http://cnx.org/content/m12671/1.1/>.

Chapter 4

How have admissions been increased?

4.1 Three prongs to increased admissions[1]

- **By reducing/eliminating waiting and by increasing the percent of inquiries admitted; (the "New and Improved You")**
- **By getting "inside" referral organizations; the "Intel Inside" strategy**
- **By making room for more admissions (without increasing physical capacity)**

[1] This content is available online at <http://cnx.org/content/m12672/1.1/>.

Chapter 5

How do you get the "New and Improved You" inside the referral organization?

Chapter 6

Which referral organizations do you really want to get "inside"?

Chapter 7

How do you respond to overflow when (not if) you succeed?

Chapter 8

Do you have overflow options?

Chapter 9

In summary, what's the process for increasing admissions?

Index of Keywords and Terms

Keywords are listed by the section with that keyword (page numbers are in parentheses). Keywords do not necessarily appear in the text of the page. They are merely associated with that section. *Ex.* apples, § 1.1 (1) **Terms** are referenced by the page they appear on. *Ex.* apples, 1

A admissions, § 2.1(3)
Age?, 5

B By getting "inside" referral organizations; the "Intel Inside" strategy, 7
By making room for more admissions (without increasing physical capacity), 7
By reducing/eliminating waiting and by increasing the percent of inquiries admitted; (the "New and Improved You"), 7

C case mix, § 3.1(5)
change case mix, § 3.1(5)
Cultural?, 5

E Etc., 5

G Gender?, 5

H How admissions who pay for services have been increased, 3
How the "New and Improved You" can get "inside" referral organizations, 3
How to decide which referral organizations you want to get "inside", 3
How to respond to overflow when (not if) you succeed, 3

I If no, do you want to change patient mix?, 5
If yes, then this is also for you., 5
increase physical capacity, § 4.1(7)
inside, § 4.1(7)
Intel inside, § 4.1(7)

M mix, § 3.1(5)

O objectives, § 2.1(3)
ojective, § 2.1(3)
overflow, § 2.1(3)

P patient mix, § 3.1(5)
payer mix, § 3.1(5)
Payer?, 5

R referrals, § 2.1(3)
Referrer (with or without "teeth")?, 5

T To learn:, 3

W Working/nonworking?, 5

Attributions

Collection: *Increasing Admissions to Drug/Alcohol Treatment from Referral Sources*
Edited by: Don Holloway
URL: http://cnx.org/content/col10274/1.1/
License: http://creativecommons.org/licenses/by/2.0/

Module: "What are we trying to accomplish?"
By: Don Holloway
URL: http://cnx.org/content/m12670/1.2/
Page: 3
Copyright: Don Holloway
License: http://creativecommons.org/licenses/by/2.0/

Module: "Before starting:"
By: Don Holloway
URL: http://cnx.org/content/m12671/1.1/
Page: 5
Copyright: Don Holloway
License: http://creativecommons.org/licenses/by/2.0/

Module: "Three prongs to increased admissions"
By: Don Holloway
URL: http://cnx.org/content/m12672/1.1/
Page: 7
Copyright: Don Holloway
License: http://creativecommons.org/licenses/by/2.0/

Increasing Admissions to Drug/Alcohol Treatment from Referral Sources
For organizations offering drug/alcohol addiction treatment, we are documenting successes and failures in building long term relationships with referral sources that result in increased admissions.

About Connexions
Since 1999, Connexions has been pioneering a global system where anyone can create course materials and make them fully accessible and easily reusable free of charge. We are a Web-based authoring, teaching and learning environment open to anyone interested in education, including students, teachers, professors and lifelong learners. We connect ideas and facilitate educational communities.

Connexions's modular, interactive courses are in use worldwide by universities, community colleges, K-12 schools, distance learners, and lifelong learners. Connexions materials are in many languages, including English, Spanish, Chinese, Japanese, Italian, Vietnamese, French, Portuguese, and Thai. Connexions is part of an exciting new information distribution system that allows for **Print on Demand Books**. Connexions has partnered with innovative on-demand publisher QOOP to accelerate the delivery of printed course materials and textbooks into classrooms worldwide at lower prices than traditional academic publishers.