

# Topic: Private Sector Vocational Counseling

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&  
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**Course Instructor:** John J. Bosworth, MA, LMHC

**Course:** Careers in Counseling

**Location:** USF – Tampa

## **A. Vocational Counselor – Background (Who are we? – One Sample Career Path)**

1. BS Psychology 1975 + M.S. Administration 1978
2. Private Vendor Employment: 1979- Present
3. 1<sup>st</sup> Office: 1982- 1988
4. Travelers Insurance – Tampa: 1988- 1997
5. SSI Group – Careware – General Health Software: 1997- 1999
6. England & Associates: St. Petersburg 1999-> present
7. Industry Standard – Credentials: MA / MS / MHS, CRC, CDMS, CCM, CVE

## **B. Private Sector vs. Public Sector – Environments / Systems (Who do we work for?):**

1. Litigation: Self-Pay vs. Carrier / Litigant Payers
2. Insurance Carriers
3. Attorneys
4. Systems: PI, Auto, WC, L&H, FECA, LTD, ERISA, SSA, Divorce, Malpractice, Third Party Liability Case Work, Product Liability
5. Private – For Profit Public Services Provider: USDL OWCP, Florida DVR, SSA

## **C. Case Work Services – Work Task Elements (What do we do?):**

1. Vocational Evaluations – Initial Interviews, Vocational Testing, Medical Records Review
2. Transferable Skills Analysis
3. Job Analysis – Representative or On-Site
4. Labor Market Surveys – Plan Feasibility / Employability - Documentation
5. Reemployment Services – Opportunity for Return to Work (RTW)
6. Evaluation Reports, Progress Reports, LMS Reports, Medical Management Reports, Reemployment Services Reports & multiple service contact letters.
7. On-Site Job Analysis Meetings
8. Vocational Testimony: Depositions, Hearings, Jury Trials, Jurisdictions (US District Court, SSA Admin. Hearings, OJCC WC Hearings 33 - Judges, Circuit Court Hillsborough, Pinellas, Miami Dade)
9. Case Management: Coordinated short-term / long-term Medical / Vocational Case Management

## **D. Industry Contacts & Networking Environment (Who do we work with?):**

1. Private Employers – Insured & Self-Insured
2. Insurance Carriers & 3<sup>rd</sup> Party Administrators (TPAs)
3. Managed Care Firms: Paragon, Concentra, Ohio MCOs, Private Out-of-State Vendors
4. Private Managed Care Vendors: (Medical &/or Vocational)
5. National Vendors & Carrier Subsidiary Vendors: Intracorp (Cigna), Cascade (Liberty Mutual), Corvel, Concentra, GENEX (Provident Unum).
6. Patient Work Colleagues: RNs, PTs, OTs, GPs, PCPs, Surgeons, Adjusters, Attorneys, Employers.
7. Peers: Counselors, Vocational Counselors, Vocational Evaluators, Nurse Case Managers, DOE / DVR / BRRS: → Counselors & Administrators.
8. Networking Groups: Case Management Society of America (CMSA), International Association of Rehabilitation Professionals (IARP), IARP-Florida, Florida Workers Compensation Institute (FWCI), Friends of 440, Florida Bar, Florida Bar – Workers Compensation Committee.