

Royal College of Occupational Therapists  
Specialist Section - Independent Practice

# Inspiring Advances in Independent Occupational Therapy Practice

ENHANCE  
YOUR CPD

A TWO DAY  
PROGRAMME  
OF EVENTS

REDUCED  
DELEGATE  
PRICES

**ANNUAL CONFERENCE**  
**16 & 17 October 2017**

**Mercure Holland House Hotel, Cardiff**



Royal College of  
Occupational  
Therapists



Specialist Section  
Independent  
Practice



## A TWO DAY PROGRAMME OF EVENTS

## CONFERENCE OVERVIEW

- Medico-Legal Conference
- Look Before You Leap
- Building Your Business - Workshop
- Drinks Reception and Dinner
- Annual Conference:  
Inspiring Advances in Independent Occupational Therapy Practice
- Networking and Exhibition - over both days

### DAY ONE

#### Medico-Legal Conference

A must for any occupational therapist or health professional working as an Expert Witness, including sessions on how to cost the 'grey areas' in care reports.

#### Look Before You Leap

Essential for those new to or considering Independent Practice.

#### Building Your Business - Workshop

An interactive workshop for independent occupational therapists who want to further develop their business, facilitated by Linda Agnew, independent occupational therapist, trainer, business woman and Chair of the Royal College of Occupational Therapists English Board.

#### RCOT Specialist Section - Independent Practice Annual Review Meeting

### DAY ONE & TWO Networking & Exhibition

Share best practice, discuss challenges, network and build relationships with professionals in your field. There will be an extensive exhibition area with companies and organisations focused on you and your clients; view and learn about new equipment and services.

another  
successful and very  
worthwhile event

2016 DELEGATE

#### Conference Drinks Reception and Dinner

### DAY TWO

#### Annual Conference - Inspiring Advances in Independent Occupational Therapy

A fantastic programme to inspire and motivate you in your business with sessions on marketing for the independent occupational therapist, networking, case studies, and inspirational speakers. Rekindle enthusiasm for your work and find fulfilment.

**DAY ONE  
MEDICO  
LEGAL  
CONFERENCE**

## Getting it Right: a focus on reasoning and costing the grey areas

The **MEDICO-LEGAL CONFERENCE** provide expert witnesses with an opportunity to update their knowledge on a range of topics relevant to their medicolegal practice.

This year the conference focuses on how to cost the 'grey areas' in care reports. Such as the challenge of costing emotional support, housing maintenance, travel and leisure support as well as a session on how to improve the quality of report writing.

Delegates will get the chance to hear from barristers, solicitors and experienced care experts and to debate best practice with them and colleagues.

### Outcomes and Benefits of Attending

- Receive an update on case law relating to your work as an occupational therapy expert witness.
- Increase insight into barristers' and solicitors' views on costing for emotional support, travel and leisure needs.
- Discover other experts' rationale for costing these areas in a non-confrontational setting e.g. not at the joint discussion stage of a claim.
- Learn how Accommodation Experts calculate housing maintenance costs e.g. utility costs, gardening, DIY, decorating and the interaction between the role of the occupational therapy and housing experts.
- Improve the quality of report writing and proof reading skills.
- Identify what active holiday opportunities are available for our disabled clients and what the practical considerations and potential cost implications would be.

a very informative,  
enjoyable, motivational  
conference

**2016 DELEGATE**



## PROGRAMME

### DAY ONE MEDICO LEGAL CONFERENCE

#### 09:00am to 09:40am

##### Pre-Conference Session

for health professionals considering acting as expert witness an opportunity to find out more about becoming an expert witness and a chance to ask questions of established experts.

#### 9.15am

Registration with Refreshments in Exhibition Area

#### 10.00am Welcome and Introduction

Chair, Medico-Legal Forum

#### 10.10am

Keynote: Considerations of the Grey Areas in Care Reports - Update on Case Law

Rob Thomas, Solicitor, New Law/Professional Deputy appointed by the Court of Protection

#### 11.10am

Refreshments, Networking, Exhibition Viewing

#### 11.40am

Considerations and Determining Costs in Housing

A head to head session with an architect and solicitor

Dan Benham, Architect and Tracey Norris-Evans, Solicitor, Royds Withy King

{ always relevant  
and stimulating }

2016 DELEGATE

#### 12.30pm

##### Maintaining Quality in Report Writing

Common mistakes in writing a report and being mindful of quality in a report.

Dr Catherine Willson, Clinical Manager, Expert Witness Service and Helen Sandell, Quality Manager, Harrison Associates

#### 1.00pm Lunch, Networking, Exhibition Viewing

#### 2.00pm Welcome Back

Chair, Medico-Legal Forum

#### 2.10pm

Head to Head Discussion from Claimant and Defendant Solicitors

Alison Walcott, Legal & Risk Services' Costs Team, NHS Wales Shared Services Partnership, Claimant Solicitor from Irwin Mitchell LLP

#### 3.00pm Structured Table Discussion

Based on Questionnaire on the Day's Themes

#### 3.25pm

Refreshments, Networking, Exhibition Viewing

#### 3.45pm

No Holding Back - Skiing with a Disability Opportunities and Experience

Bethan Drinkall, Specialist Neuro Physio, Equinox/Ski4all (invited)

#### 4.30pm Wrap Up and Conference Close

DAY ONE  
LOOK BEFORE  
YOU LEAP  
TRAINING  
COURSE

{ informative day  
and great networking  
opportunity }

2016 DELEGATE

This one-day **TRAINING COURSE** is endorsed by the Royal College of Occupational Therapists and aimed at occupational therapists who are either contemplating the leap or who have already ventured into independent practice and need to ensure that they understand the essentials in business start up.

## Outcomes and Benefits of Attending

- Discover the personal and business skills required for confident business start up.
- Explore how other occupational therapists have approached independent practice and applied different models of success.
- Appraise the factors that impact on achieving a healthy cash flow.
- Identify the practical requirements for managing finances.
- Summarise the legal requirements for business start up.
- Recognise the value of developing good customer relations.
- Have an opportunity to reflect on their personal situation and determine whether independent practice is for them.





## PROGRAMME

### DAY ONE LOOK BEFORE YOU LEAP TRAINING COURSE

**from 09:00am**

Registration, Exhibition, Networking

**10.00am**

Welcome and Introduction

The rewards and challenges of independent practice.

**10.45am**

Business Planning

**11.15am**

Refreshments, Exhibition, Networking

**11.30am**

Creating a Healthy Cash Flow

**12.15pm**

Promoting Your Business

**12.30pm**

Lunch, Exhibition, Networking

**1.15pm**

Putting the Practicalities in Place

**2.45pm** Networking

**3.00pm**

Refreshments, Exhibition, Networking

**3.15pm**

**Personal Experience of Occupational Therapists in Business**

Short presentations from a number of occupational therapists who have already made the LEAP into independent practice.

**4.15pm** Reflection

**4.45pm** Sum up and evaluation

**5.00pm** Close



{ really enjoyed hearing about experiences  
and journeys, passions and creativity, from real  
working occupational therapists }

DAY ONE

**BUILDING  
YOUR BUSINESS  
WORKSHOP**

## Building Your Business - Workshop

This one-day WORKSHOP aims to provide inspiration and motivation for experienced independent practitioners, as well as new skills and strategies - and time to reflect on the challenges facing independent occupational therapists in running their businesses.

Facilitated by Linda Agnew,  
independent occupational therapist,  
trainer, business woman and Chair  
of Royal College of Occupational  
Therapists English Board

{ good to have an occupational  
therapist who can see business  
from many perspectives }

2016 DELEGATE

## Outcomes and Benefits of Attending

- Review the progress of your independent practice.
- Explore alternative approaches, customers and markets.
- Reflect on the marketing of your services.
- Further develop and review your business plan.
- Develop strategies for business problem solving.
- Opportunity to consider partnerships and relationships in business.
- How to demonstrate value.
- Engage in action learning with other independent occupational therapists.
- Develop an action plan for your independent practice.

## PROGRAMME

### DAY ONE BUILDING YOUR BUSINESS WORKSHOP

**From 9.00am**

**Registration, Exhibition, Networking**

**10.00am**

**Welcome and Introduction**

**10.05am**

**Outcomes, Aspirations and Expectations**

**10.20am**

**Exercise: 'A one minute pitch'**

Where am I now with my independent business?

**10.50am**

**Triumphs and Challenges in Developing  
Business Approaches**

**11.15am**

**Refreshments, Exhibition, Networking**

**11.30**

**Where Are You Going?**

Planning your business: customers, marketing,  
money and more.

**12.30**

**Lunch, Exhibition, Networking**

**1.15pm**

**Action Planning and Action Learning –  
Setting the Scene**

**1.30pm**

**Action Learning Sessions  
To Tackle Real Issues**

We will run three half-hour action learning sets in small groups, each looking at an aspect of business development: strategy and planning; marketing and communications; finance.

**3.00pm**

**Refreshments, Exhibition, Networking**

**3.15pm**

**Action learning Sets on:**

- partnerships and relationships
- demonstrating value.

**4.15pm**

**Review of Outcomes, Reflection and  
Personal Action Planning**

**4.30 Close**

{ a good mix of  
talk, interaction  
and exercises }



DAY TWO  
INSPIRING  
ADVANCES  
IN  
INDEPENDENT  
OCCUPATIONAL  
THERAPY  
PRACTICE

Our day two **CONFERENCE** is essential to attend as the only conference designed by Independent Occupational Therapists *for* Independent Occupational Therapists.

**Inspiring Advances in Independent Occupational Therapy Practice** is our focus this year. Our programme will inspire, motivate and encourage debate and discussions on current issues and diverse independent practice.

We have sessions on marketing strategies and interactive networking that will support you and help you stand out in what is now becoming a very competitive market.

We are excited to announce our superb motivational speaker who will end the conference for us, **Simon Harmer of Blown Away** who will present from **Trauma to Triumph**, his experience of suffering life changing injuries in Afghanistan and subsequent recovery, rehabilitation and achievements including his experience of occupational therapy.

## Benefits of Attending

- Discover innovative ways of working and uncover opportunities while rekindling passion and fulfilment in your work and boosting confidence and self-esteem.
- Discuss and reflect on new developments that affect independent occupational therapy and how the RCOT promotes and supports us.
- Gain knowledge on how to promote and communicate your business with expert marketing strategies and practical tools.
- Share best practice and participate in a debate and question and answer session with independent occupational therapists across a spectrum of disciplines.
- Develop first class networking skills that can be taken into your business.
- Embrace challenges and achieve enhanced outcomes for you and your clients.

**PROGRAMME**

**DAY TWO**

**INSPIRING  
ADVANCES  
IN  
INDEPENDENT  
OCCUPATIONAL  
THERAPY  
PRACTICE**

**09.00** Registration, Refreshments, Networking and Exhibition Viewing

**10.00** Welcome and Introduction

Lin Henry, Chair, RCOT Specialist Section  
- Independent Practice

**10.10** Bringing Courage and Creativity Back to Occupational Therapy

Jen Gash, OT Coach

Addressing the need for diverse, independent practice. Finding new opportunities and ways of working. What strengths you have, but are not yet using. Rekindle passion and fulfilment in your work, boost confidence and self-esteem.

**11.00** Refreshments, Networking, Exhibition

**11.30-12.15** Marketing Strategies for Independent Occupational Therapists

The importance of marketing your independent occupational therapy business. Tools and strategies to take away from digital to profile marketing.

Emma Waddingham, Marketing Consultant

{ excellent and  
inspirational ideas for  
business direction }

**12.15-13.00** Reciprocal Learning Networking

Benefits and strategies for the independent occupational therapist

**13.00-14.00** Lunch

**14.00** Welcome Back - Update on RCOTSS-IP

Lin Henry, Chair, RCOT Specialist Section  
- Independent Practice

**14.10-14.30** Introducing the RCOT Career Development Framework

Guiding principles for occupational therapy

Dr Stephanie Tempest, RCOT Education Manager  
for Professional Development

**14.30-15.00** Panel Discussion and Question and Answer Session

Challenges for Independent Practice

Chaired by Rhiannon Stokes, RCOTSS-IP

**15.00** Refreshments, Interactive Networking Practice, Exhibition

**15.30** From Trauma to Triumph

Simon will speak about how he was injured in the line of duty, the effect it had on him and his family and how he coped with these life changing injuries. Simon's talks about the clinical team who helped him and ultimately give him his life back.

Simon Harmer, Blown Away

**4.30** Conference Wrap up and Close



## BOOKING DETAILS VENUE & LOCATION



### VENUE

#### MERCURE HOLLAND HOUSE Hotel and Spa, Cardiff

24 26 Newport Road, Cardiff CF24 0DD

Telephone 02920 435000

Cardiff is well connected for delegates coming from all over the UK travelling via rail, road or air.

**ACCOMMODATION** The Mercure has rooms on allocation for the conference at **£85** including VAT and breakfast. Other accommodation options are detailed at [www.mercure.com](http://www.mercure.com)

We are pleased to offer a further reduction in delegate rates for 2017 to enable our members and potential members more access to quality training and CPD. Early booking rate expires 31 July 2017.

RATES	MEDICO LEGAL FORUM	LBUL	CONFERENCE	BUSINESS WORKSHOP	BOTH DAYS
<b>COTSSIP Member Early Rate</b>	<b>£120</b>	<b>£120</b>	<b>£120</b>	<b>£120</b>	<b>£192</b>
<b>Non Member Early Rate</b>	<b>£175</b>	<b>£175</b>	<b>£175</b>	<b>£175</b>	<b>£280</b>
<b>Member Regular Rate</b>	<b>£150</b>	<b>£150</b>	<b>£150</b>	<b>£150</b>	<b>£240</b>
<b>Non Member Regular Rate</b>	<b>£195</b>	<b>£195</b>	<b>£195</b>	<b>£195</b>	<b>£312</b>
<b>Conference Dinner</b>	<b>£35</b>				

**BOOKING & ENQUIRIES** Please find further information such as speaker profiles and about booking your place at the conference, visit [www.centrevents.co.uk/cotssip2017.html](http://www.centrevents.co.uk/cotssip2017.html)

If you have any enquiries please contact us on **01273 277639** or [cotssip@centrevents.co.uk](mailto:cotssip@centrevents.co.uk)

