



Pain Clinic Organization and Function

Topic	Element	Consideration	Resource
Pain management experience and motivation	What is your personal motivation?	<ul style="list-style-type: none"> <input type="checkbox"/> Understanding scope of nurse anesthesia practice <input type="checkbox"/> Provide service <input type="checkbox"/> Develop practice <input type="checkbox"/> Collaboration and autonomy <input type="checkbox"/> Money 	<ul style="list-style-type: none"> <input type="checkbox"/> Considerations for Adding New Activities to Individual CRNA Scope of Practice
	Education and Skills	<ul style="list-style-type: none"> <input type="checkbox"/> Current skills/required skills <input type="checkbox"/> Identify future education needs <input type="checkbox"/> Training opportunities <input type="checkbox"/> Available courses <input type="checkbox"/> Mentorships or local mentor 	<ul style="list-style-type: none"> <input type="checkbox"/> AANA Pain Management Resources <input type="checkbox"/> AANA Learn <input type="checkbox"/> Chronic Pain Management Fellowship Program <input type="checkbox"/> Nonsurgical Pain Management (NSPM) certification <input type="checkbox"/> Other educational courses
	Scope of Practice, Legal and Political Considerations	<ul style="list-style-type: none"> <input type="checkbox"/> Contact AANA <input type="checkbox"/> Identify political climate <input type="checkbox"/> Establish state association relationship(s) with board, committees, lobbyist/lawyer, as appropriate <ul style="list-style-type: none"> ▪ Scope of practice ▪ Identify known barriers ▪ Establish communication and support <input type="checkbox"/> Scope of practice under state law <ul style="list-style-type: none"> ▪ Pain management scope of practice ▪ Fluoroscopy scope of practice (including authority to supervise radiation technologist) 	<ul style="list-style-type: none"> <input type="checkbox"/> List of State Nurse Anesthetist Associations <input type="checkbox"/> AANA State Government Affairs <ul style="list-style-type: none"> ▪ sga@aana.com ▪ (847) 655-1130 <input type="checkbox"/> AANA Professional Practice <ul style="list-style-type: none"> ▪ practice@aana.com ▪ (847) 655-8870

This information is not intended as legal advice or a legal opinion. For legal advice, please consult an attorney in your state.

Topic	Element	Consideration	Resource
		<ul style="list-style-type: none"> ▪ Prescriptive authority (if needed) <input type="checkbox"/> Other legal considerations <ul style="list-style-type: none"> ▪ Does your state regulate pain clinics? If so, will your clinic fall under this regulation? ▪ Are CRNAs authorized to own and operate a pain clinic under your state's law? ▪ Consult with a local attorney familiar with laws that apply to health care providers and health care facilities. 	
Business Plan Request for Proposal (RFP) Request for Information (RFI)	Market Assessment	<ul style="list-style-type: none"> <input type="checkbox"/> Each situation may be unique <input type="checkbox"/> Market needs <ul style="list-style-type: none"> ▪ Is there a business case to be made? ▪ Is community saturated with providers? <input type="checkbox"/> Competition <ul style="list-style-type: none"> ▪ What is the practice environment? ▪ Conduct gap analysis to identify opportunities. ▪ How can a CRNA compete? ▪ Research how other pain practices function. What other services do they offer? <input type="checkbox"/> Market/Location <ul style="list-style-type: none"> ▪ Geography - What is your willingness to travel? ▪ Patient population <input type="checkbox"/> What is permissible? 	<ul style="list-style-type: none"> <input type="checkbox"/> Starting Your Own Business Checklist* <input type="checkbox"/> Developing a Business Plan* <input type="checkbox"/> SWOT Analysis* <input type="checkbox"/> Future of Anesthesia Care Today <input type="checkbox"/> AANA Public Relations Tools <ul style="list-style-type: none"> ▪ Key messages ▪ CRNA fact sheet ▪ Infographics ▪ Important research and studies

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		<ul style="list-style-type: none"> ▪ Do you have prescriptive authority in your state? ▪ Do you need it? ☐ Facility <ul style="list-style-type: none"> ▪ Identify facility needs and wants ▪ Politics within facility ▪ Be prepared to educate administration ▪ How can you increase growth of practice? ☐ Solidify referral base <ul style="list-style-type: none"> ▪ Increases growth of practice ▪ Is there support from other facilities/clinicians for referrals ▪ Establish relationships with primary care physicians ▪ Establish relationships with spine surgeons ▪ See all referrals and treat patients well ☐ Proactive leadership 	
	Location Considerations	<ul style="list-style-type: none"> ☐ How to evaluate facility? <ul style="list-style-type: none"> ▪ Supportive staff ▪ Referrals ▪ Administration ▪ Political environment ▪ Nursing staff ▪ Ancillary services ▪ Specialist available for consult ☐ Potential barriers <ul style="list-style-type: none"> ▪ Unsupportive staff ▪ Undefined motives ▪ Political issues 	

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	Marketing	<ul style="list-style-type: none"> ▪ Patients who drop out <input type="checkbox"/> Staff turnover <input type="checkbox"/> Establish advertising and marketing plan <ul style="list-style-type: none"> ▪ Work with facility <input type="checkbox"/> How will you target customers to sell your products/services? <input type="checkbox"/> Are there unmet customer needs, which your business can fill and profit from? <input type="checkbox"/> What changes may be taking place in the market? Will these changes impact your business? <input type="checkbox"/> How will you deal with competitors? <input type="checkbox"/> Pricing strategy 	
Contract		<ul style="list-style-type: none"> <input type="checkbox"/> Employee vs. independent contractor <input type="checkbox"/> Space availability <input type="checkbox"/> Volume, ancillary support, efficient through put <input type="checkbox"/> Establish that proper facility and equipment is available <ul style="list-style-type: none"> ▪ Exam and procedure room(s) ▪ Fluoroscopy machine(s) ▪ Ultrasound machine(s) <input type="checkbox"/> Understand what is included in the facility fee (e.g., facility purchases medications, etc.) <input type="checkbox"/> Compensation for services <ul style="list-style-type: none"> ▪ Evaluate payer mix ▪ Professional fee / facility fee ▪ Determine whether or not fee for service is advantageous for you 	<ul style="list-style-type: none"> <input type="checkbox"/> <u>CRNA Independent Contractor Agreement Checklist*</u> <input type="checkbox"/> <u>CRNA Employment Agreement Checklist*</u> <input type="checkbox"/> <u>Anesthesia Services Agreement Checklist*</u> <input type="checkbox"/> <u>Anesthesia Services Agreement (template)*</u>

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		<ul style="list-style-type: none"> ▪ Negotiate compensation package <ul style="list-style-type: none"> - Fee for service vs. salary - Bonus - Stipend - Per unit bill to facility - Additional benefits 	
Clinic/Facility Practice Development	Conduct a facility walk through	<ul style="list-style-type: none"> <input type="checkbox"/> Characteristics of clinic <input type="checkbox"/> Patient accessibility <ul style="list-style-type: none"> ▪ Parking ▪ Curbs ▪ Hallways <input type="checkbox"/> Evaluate/upgrade equipment <input type="checkbox"/> Security 	
	Credentialing process	<ul style="list-style-type: none"> <input type="checkbox"/> Time involved <input type="checkbox"/> Facility bylaws and policies <input type="checkbox"/> Specific clinical privileges <ul style="list-style-type: none"> ▪ Pain medicine privileges <input type="checkbox"/> Annual competency review <ul style="list-style-type: none"> ▪ Outcomes ▪ Documentation 	<input type="checkbox"/> State Nurse Practice Act
	Evaluate and educate staff	<ul style="list-style-type: none"> <input type="checkbox"/> Collaborate with administration <input type="checkbox"/> Identify facility assets <input type="checkbox"/> Recruit additional staff (e.g., dietary consults, nurse practitioner, pain psychologist) <input type="checkbox"/> Orientation / on boarding <input type="checkbox"/> CRNAs can hold educational sessions for staff <ul style="list-style-type: none"> ▪ Identify key players ▪ Expand existing staff knowledge ▪ Educate ancillary staff 	

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		<ul style="list-style-type: none"> ▪ Training to work with diverse patients (e.g., patients from rural areas) 	
Operations and Policies	Infrastructure / Policies	<ul style="list-style-type: none"> <input type="checkbox"/> Referral patterns <input type="checkbox"/> Internal politics <input type="checkbox"/> External politics <input type="checkbox"/> Assets and resources <input type="checkbox"/> Timeline for success <input type="checkbox"/> Policies <ul style="list-style-type: none"> ▪ Medication management <input type="checkbox"/> Office needs <ul style="list-style-type: none"> ▪ Equipment ▪ Drugs ▪ Teaching aids <input type="checkbox"/> Template documents <ul style="list-style-type: none"> ▪ Pain forms ▪ Dictation forms ▪ Narcotic prescription program <ul style="list-style-type: none"> - Narcotics contract - Urine screen 	<ul style="list-style-type: none"> <input type="checkbox"/> Standards for Office Based Anesthesia Practice <input type="checkbox"/> Infection Prevention and Control Guidelines for Anesthesia Care <input type="checkbox"/> Safe Injection Guidelines for Needle and Syringe Use <input type="checkbox"/> A Holistic Approach to Pain Management: Integrated, Multimodal, and Interdisciplinary Treatment <input type="checkbox"/> Malignant Hyperthermia Crisis Preparedness and Treatment
	Reimbursement	<ul style="list-style-type: none"> <input type="checkbox"/> Identify payer mix / insurance <input type="checkbox"/> Understand how the facility is billing for your services <input type="checkbox"/> Train billing staff <input type="checkbox"/> Office-based component of billing <ul style="list-style-type: none"> ▪ Code visit levels appropriately for reimbursement <ul style="list-style-type: none"> - More complex case is a higher visit level - Higher requirement for documentation 	<ul style="list-style-type: none"> <input type="checkbox"/> AANA Research and Quality <ul style="list-style-type: none"> ▪ research@aana.com ▪ (847) 655-8878 <input type="checkbox"/> AANA Federal Government Affairs <ul style="list-style-type: none"> ▪ info@aanadc.com ▪ (202) 484-8400 <input type="checkbox"/> State Reimbursement Specialist

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		<ul style="list-style-type: none"> <input type="checkbox"/> Identify which PQRS / Quality indicators are applicable <input type="checkbox"/> Billing fraud if under billing or over billing <input type="checkbox"/> Pain management billing requires significant expertise <ul style="list-style-type: none"> ▪ Consider outsourcing billing to someone who has expertise in pain management billing 	
	Work flow	<ul style="list-style-type: none"> <input type="checkbox"/> Scheduling <input type="checkbox"/> CRNA availability <input type="checkbox"/> Availability of ancillary and nursing staff <input type="checkbox"/> Evaluation / treatment room availability <input type="checkbox"/> Establish process to optimize throughput 	
Patient Care	Patient Assessment and Evaluation	<ul style="list-style-type: none"> <input type="checkbox"/> Collaborate with nursing staff on initial patient assessment <input type="checkbox"/> Focused pain evaluation <ul style="list-style-type: none"> ▪ History of pain ▪ Medications, etc. ▪ Allergies, etc. ▪ Radiology studies, etc. ▪ Other studies ▪ Social history ▪ Herbal ▪ Other treatments ▪ Physical exam <input type="checkbox"/> Pain focused impression 	<ul style="list-style-type: none"> <input type="checkbox"/> <u>Chronic Pain Management Guidelines</u> <input type="checkbox"/> <u>CDC Guideline for Prescribing Opioids for Chronic Pain</u> <input type="checkbox"/> <u>National Pain Strategy</u>
	Patient-Specific Care Plan	<ul style="list-style-type: none"> <input type="checkbox"/> Shared decision making <input type="checkbox"/> Establish realistic goals 	<ul style="list-style-type: none"> <input type="checkbox"/> <u>AANA Opioid Safety Resources</u> <input type="checkbox"/> <u>AANA Health & Wellness</u>

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		<ul style="list-style-type: none"> <input type="checkbox"/> Additional diagnostic tests <input type="checkbox"/> Consultation <input type="checkbox"/> Pharmacologic pain management <ul style="list-style-type: none"> ▪ Non-opioid ▪ Opioid <ul style="list-style-type: none"> – High degree of scrutiny ▪ Cannabis ▪ Ketamine infusion therapy <input type="checkbox"/> Interventional pain management <input type="checkbox"/> Lifestyle modifications (e.g., diet, exercise) <input type="checkbox"/> Complementary alternative medicine <input type="checkbox"/> Behavioral therapy 	<ul style="list-style-type: none"> <input type="checkbox"/> AANA Peer Assistance <input type="checkbox"/> Ketamine Infusion Therapy for Psychiatric Disorders and Chronic Pain Management <input type="checkbox"/> Ketamine Infusion Therapy. Considerations Checklist*
	Follow-up	<ul style="list-style-type: none"> <input type="checkbox"/> Consults/other referrals <ul style="list-style-type: none"> ▪ What other assets/services are available? ▪ Are other services good/timely? ▪ Are other services convenient to patients? ▪ Psychiatric evaluation <ul style="list-style-type: none"> – Anxiety – Depression ▪ Dietary evaluation <ul style="list-style-type: none"> – Poor nutritional status 	
Documentation	Electronic health records (EHR)	<ul style="list-style-type: none"> <input type="checkbox"/> Dependent on the facility (e.g., clinic, office-based practice) <input type="checkbox"/> Pain medicine EHR is available 	

**member login required*