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Dedication; Preface; Introducton; Who is the book for?; Emphasis on skills and practice; Conflicts involved in private practice; The need for preparation to avoid disappointment and bankruptcy; 1. The business skills; What makes some businesses successful and others fail?; Why practices fail; The personal characteristics of a successful business person; Starting your business; Who can help?; A Business Plan; The type of practice; The alternatives; Finance; Systems and administrative

principles

Systems and administration - some detailMarketing; Market research; Advertising and publicity; Image; How to get clients; Fees; Summary; Security and confidentiality; Premises; Working from home; Renting premises; Basic equipment needs; Insurance; Retirement planning; Pension provision for self-employed people; Other considerations; 2. The professional skills; Legal requirements; Confidentiality and the law; Fees; Contracts; Right to practise - professional expectations; Using the Small Claims Court; Producing reports and attending court

Additional record-keeping (e.g. storage, letters, ethical systems) Competency: Minimum training requirements: The role of personal therapy; Evaluation and auditing of the practice; The role of experience; The European dimension; Professional bodies; Why join a professional body?; Accreditation; Professional administration; Note-taking; Supporting documentation (e.g. Client Information Sheet); Written communications (e.g. how to write a referral letter); Supervision; The special needs of those in private practice; Types of supervision; Networking: How and why?: Medical/psychiatric back-up Knowing where to refer a client on toPersonal security; Client security; The suicidal client; 3. Personal self-management skills; Why do I want to run a private practice?; Do I have enough stamina?; The stresses of private practice; Are you working at your optimum or experiencing burnout or rustout?; Cognitive thinking skills for positive action, motivation and stress management; Thinking errors and thinking skills: Imagery exercises: Time management; Relaxation; Benson relaxation technique; Relaxation imagery; Multimodal relaxation technique; Retirement: Conclusion: Postscript: References Recommended readingUseful addresses; Index

Sommario/riassunto

Many practitioners consider setting up in private practice at some point in their career, whether full-time or alongside other employment. The Essential Skills for Setting Up a Counselling and Psychotherapy Practice provides comprehensive yet accessible coverage of all the major skills needed to succeed. Based on the authors' extensive experience, this book provides a valuable insight into how to minimise the risks associated with working privately, offering practical advice on how to keep a balance between self-development, personal health and meeting the needs of clients, whilst mai