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

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
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 & 3rd 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.