Become a LEADER in Sports Concussion Management!! Enroll in our **Credentialed ImPACT™ Consultant (CIC) Program™**

**What do you receive with the CIC Program?**

- A Package Baseline and Post Concussion Saves each year
- **The ImPACT Sports Concussion Business Practice Tool™:** A Step-by-Step Guide to Managing a Clinical Concussion Program
- A Customized Page on the **ImPACT™ Web Site** featuring your Clinic/Services
- A Listing on **ImPACT’s National Network of Doctors**
- **ImPACT™ Marketing Materials**
- Assistance with **Media/PR**
- Excellent **Referral Opportunities**
- Authorized use of the **ImPACT™ CIC Logo** for your Marketing Materials and Business Cards

**What are the advantages of becoming a CIC?**

- Become an ImPACT™ Partner – as our clientelle grows, your clinic grows
- Standing out in a competitive marketplace
- Offering better quality of care for your patients
- Increased media coverage
- Significant revenue generating opportunities
**STEP ONE:**

**Credentialed ImPACT Consultant™ Application**

To become a Credentialed ImPACT Consultant™ (CIC), you must have appropriate education, training, and experience. Each CIC must designate a primary contact person for their organization.

*Have you previously worked for a clinic that was a CIC?* □ Yes □ No

**What type of organization?**

- □ Sports Medicine Center / Hospital / Large Clinic
- □ Small Doctor’s Office with 3-5 Doctor / Small Clinic
- □ Individual PhD / MD

**Organization:**

<table>
<thead>
<tr>
<th>Field</th>
<th>Details</th>
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<tbody>
<tr>
<td>Organization Name</td>
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</tr>
<tr>
<td>Address</td>
<td></td>
</tr>
<tr>
<td>City</td>
<td></td>
</tr>
<tr>
<td>State/ Zip</td>
<td>Country:</td>
</tr>
<tr>
<td>Clinic Phone</td>
<td>Fax number:</td>
</tr>
<tr>
<td>Primary contact</td>
<td>Position/title:</td>
</tr>
<tr>
<td>Phone Number</td>
<td>Email:</td>
</tr>
<tr>
<td>2nd Contact</td>
<td>Position/title:</td>
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<tr>
<td>Phone Number</td>
<td>Email:</td>
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<tr>
<td>3rd Contact</td>
<td>Position/title:</td>
</tr>
<tr>
<td>Phone Number</td>
<td>Email:</td>
</tr>
</tbody>
</table>

**Organizational Setting:**

- □ Hospital/Clinic
- □ Group practice
- □ Private Practice
- □ Other: ________________
- □ High School
- □ College/University
- □ Professional Team

**Educational background:**

Give a brief history of your education including schools attended, graduation dates, majors, etc.:

________________________________________________________________________

________________________________________________________________________

**Professional certifications/licenses:** Note any professional licenses, certifications and special training received. Include state, year and license number:

________________________________________________________________________

________________________________________________________________________

**Membership in professional organizations:**

<table>
<thead>
<tr>
<th>AACP</th>
<th>AAFP</th>
<th>AAN</th>
<th>AAP</th>
<th>ACA</th>
<th>ACSM</th>
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<td>AGS</td>
<td>AMA</td>
<td>AMSSM</td>
<td>AOSM</td>
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<td>INS</td>
<td>NAN</td>
<td>NASP</td>
<td>NATA</td>
<td>A Psychiatric A</td>
<td>AOTA</td>
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<tr>
<td>Other:</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td>A Psychological</td>
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</tbody>
</table>
STEP TWO:  
Fill out the information below

This page will be posted on our website to give current and prospective clients a list of places they can go to take the ImPACT Test™.

Refer to our website for samples of this page: http://www.impacttest.com/consultation1.htm

Credentialed ImPACT Consultant:
Please insert your organization logo if you have one.

Website Address:

Contact Information:

Details About Your Clinic:

ImPACT™ History:

Number of Schools Using ImPACT™:

Local Articles:

Community Work and Involvement:
**STEP THREE:**
*Choose the Package That Works Best for Your Clinic*

## THREE PACKAGES AVAILABLE

<table>
<thead>
<tr>
<th>FOR EACH PACKAGE, YOU WILL RECEIVE THE FOLLOWING:</th>
<th>CIC Level I Package</th>
<th>CIC Level II Package</th>
<th>CIC Level III Package</th>
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<tbody>
<tr>
<td># of Baseline Tests Issued Each Year</td>
<td>30</td>
<td>40</td>
<td>60</td>
</tr>
<tr>
<td># of Post Injury Tests Issued Each Year</td>
<td>40</td>
<td>60</td>
<td>100</td>
</tr>
<tr>
<td>DISCOUNTS ON PURCHASING ADDITIONAL SAVES [BASELINE AND POST INJURY TESTS]</td>
<td>10% off</td>
<td>20% off</td>
<td>25% off</td>
</tr>
<tr>
<td>Access to ImPACT’s Sports Concussion Business Practice Tool™</td>
<td>Yes</td>
<td>Yes</td>
<td>Yes</td>
</tr>
<tr>
<td>Access to the Sideline ImPACT tool</td>
<td>Yes</td>
<td>Yes</td>
<td>Yes</td>
</tr>
<tr>
<td>Listed on ImPACT’s National Network of Doctors List</td>
<td>Yes</td>
<td>Yes</td>
<td>Yes</td>
</tr>
<tr>
<td>Marketing Materials:</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td># Small Brochures Included</td>
<td>50</td>
<td>100</td>
<td>200</td>
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<tr>
<td>Marketing Materials:</td>
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<tr>
<td># Sideline Cards Included</td>
<td>50</td>
<td>100</td>
<td>200</td>
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<tr>
<td>Customized Page on the ImPACT™ Website</td>
<td>Yes</td>
<td>Yes</td>
<td>Yes</td>
</tr>
<tr>
<td>Extra Public Relations Assistance with Your Local Media</td>
<td>No</td>
<td>Yes</td>
<td>Yes</td>
</tr>
<tr>
<td>Authorized Use of the ImPACT™ CIC Logo for Your Marketing Materials and Business Cards</td>
<td>Yes</td>
<td>Yes</td>
<td>Yes</td>
</tr>
<tr>
<td>Credentialling through CME credits and a Yearly Competency Test</td>
<td>Yes</td>
<td>Yes</td>
<td>Yes</td>
</tr>
<tr>
<td>Excellent Referral Opportunities</td>
<td>Yes</td>
<td>Yes</td>
<td>Yes</td>
</tr>
</tbody>
</table>
What is the ImPACT Sports Concussion Business Practice Tool™ by Practice Shapers, LLC?

An online resource which provides you with downloadable forms and information to run your Sports Concussion Program. Each form can be customized with your information and logo.

What is ImPACT’s National Network of Doctors List?
Later this year, ImPACT™ will introduce a national rollout program where we develop our very own National Network of Doctors for Concussion Management. We are searching now for qualified and credentialed doctors who are interested in growing their practices through this program. We are developing a web site which will allow parents, schools, and individuals to find a local concussion expert to administer the ImPACT Post Concussion Test™, manage their concussion, and assist with return to play decisions.
How do I charge for Post Injury Testing?

By using the following CPT and Diagnosis Codes...

- Physicians vs. Neuropsychologists
  - 96115 - neurobehavioral status exam, initial exam, one time, with report
  - 96117 - per hour, neuropsychological testing, scoring, interpretation, consultation, record review, feedback, report
- Psychological vs. Medical procedure
- Physicians can use initial consultation 99241-5 and follow up 99211-5 or initial office visits codes 99201-5, in addition to 96117.

**U.S. ICD - International Classification of Diseases**
- 850.1 Concussion, with brief loss of consciousness (less than one hour)
- 850.2 Concussion, with moderate loss of consciousness
- 850.3 Concussion, with prolonged loss of consciousness
- 850.4 Concussion, with prolonged loss of consciousness, without return to pre-existing conscious level
- 850.5 Concussion, with loss of consciousness, unspecified duration
- 850.9 Concussion unspecified
- 959.01 Head injury unspecified
- 784.0 Headache
- 310.2 Post Concussion Syndrome
- AVOID 348.9 Conditions of the brain, unspecified

**No Insurance?:**
Many of our clients charge between $100 - $200 for each Post Injury Test & Consultation for out-of-pocket payments.

How do I charge for Baseline Testing?
At this point, insurance companies will not reimburse for baseline testing. Therefore, many of our clinics charge between $25 - $40 per baseline for out-of-pocket payments.

What are a few ways to market my services?
- When athletes/parents are in your office for a physical or other injury, have them take the baseline before or after their scheduled appointment.
- Advertise in your local newspaper – ImPACT™ has generic press releases for your personal use.
- Talk to the Athletic Directors in your community – especially those who do not have ImPACT™ at their high school/college.
- Have a workshop at your clinic educating the community on concussion and the ImPACT Test™.

How many computers can I install the program on?
- You can install the program on as many computers as needed for your clinic.

Do saves I receive in the CIC Package ever expire?
- No, your clinical saves do not expire. You can continue to use them even if we issue you more saves.
STEP FOUR:
Each Clinician must pass the ImPACT Competency Test™ each year & attend an ImPACT™ Training Workshop.

What is the ImPACT Competency Test™?
- The ImPACT Competency Test™ measures each doctor’s knowledge of the injury as well as the data generated by the ImPACT Test™.

STEP FIVE:
Phone Interview with an ImPACT™ Neuropsychologists.
- Upon completion of Steps 1-4, you will be scheduled for a phone consultation with one of ImPACT’s Neuropsychologists – this will include a phone interview and a review of a number of your clinical cases using ImPACT™.

Who do I contact for more information?
Labiba Russo
Director of Sales and Marketing
Tel: 877-646-7991
Email: LRUSSO@impacttest.com