



The Clinical Mentors – 40 week program

Each session is 2 hours with 10 new BIM graduates in each group.

Group timeslots in the morning, mid-day and afternoon every Wednesday

Weekly Wins - <https://theclinicalmentors.com/documents>

Every week starts with our weekly wins. What habits have we implemented from what was learned last week. Check in on goals and lead indicators of excellence – the first domino that sets each individual up to excel, looking only back at lag indicators every 6 weeks as a pulse check.

Clinical Tutorials - <https://theclinicalmentors.com/tutes>

Taking everything we have learned from courses, webinars, podcasts, journals and putting it into simplified summaries that flow from an overview of the structure, common patterns we see and how to use our diagnostic skills to differentiate and treat the major issues we Physio's treat. Every tutorial is partnered up with treatment plans for the 3 main treatment phases (Storming – the Acute phase, Norming – the returning to "normal" phase and the Performing phase where we get clients to perform to their optimal ability for the rest of their lives), with rehab program progressions, practical tips and full exercise technique training live on Zoom from our gym at BIM Eltham.

Leap Into Practice - <https://theclinicalmentors.com/leap-into-practice>

There is a huge gap between graduating university and starting private practice as a physiotherapist and we fill this gap with our Leap Into Practice Program.

24 modules (1.1 – 4.6) teaching non-clinical skills that are essential for new graduates to thrive through private practice.

Treatment planning - <https://theclinicalmentors.com/documents>

Starting with the end in mind and working our way backwards with the small steps required to get to their end goal with reverse engineering.

e.g. someone with a shoulder injury isn't discharged when they can reach above their head, they need to be strong to lift kids or throw and thoracic mobility should be enhanced so that our arms can touch the ground whilst lying on a foam roller....an ounce of prevention is worth a pound of cure!

In our treatment planning sessions, we teach the group to show the benefits of lifelong wellness and health; not just quick fixes and pain relief. Getting clients to realise their significant emotional event and create atomic habits for health and well-being.

We also explain how R4L can be your best new client generator – showing clients we care & creating promoters because we WOW-ed them!

Case studies - <https://theclinicalmentors.com/documents>

Using our simplified version of the masters in musc clinical reasoning sheet we guide participants to show their working out...not to just be told the answer.

What supports and negates their hypothesis and null hypothesis.

Mapping out what we will do over the next 5 treatment sessions, when they need to be scheduled and what the big take home messages are for the client.

next session, which contributing factors

Determining the main contributors that need addressing and what techniques we can use to educate, treat, and prescribe;

Biologically: The nociceptive structures and the tissue mechanics

Psychologically: The clients beliefs and ensuring we get a win : win

Socially: Discussing how everything links back to their goal (e.g. playing Tennis again)

Week 1	Introduction: Leap Into Practice, Clinical Tutorials and Weekly Wins Clinical Tutorial: Lumbar spine Followed by our "Legendary Lumbar" Program Practical : From McKenzie extension to Jefferson Curls and how to teach amazing deadlift technique
Week 2	1.1 The clinical mindset: You reap what you sew, invest in the most important asset...you! 1.2 Showing we care: People don't care how much you know until they know how much you care...a practical approach to showing people we care
Week 3	1.3 Treatment planning: How to write the best Results 4 Life plan that will have your clients reaching the finish line with optimal lifelong health Clinical Reasoning: Lumbar spine Each participant brings a lumbar case for the group to dissect using our clinical reasoning sheets
Week 4	1.4 Defeating imposter syndrome: building confidence, using affirmations and the 3 R's of 'The Third Space' Treatment planning: Lumbar spine Each participant brings a lumbar R4L for the group to discuss and plan to ensure we connect with our clients and address their 'Significant Emotional Event' and get 'Optimal Lifelong Health'
Week 5	Clinical Tutorial: Pelvis/SIJ Followed by our "Powerful Pelvis" Program Practical: from Bum Dancing and Running Man, through pelvic slings, all the way through to Copenhagen's and single leg deadlifts
Week 6	Clinical Reasoning and Treatment planning: Pelvis/SIJ Each participant brings a pelvic R4L and case study for us to dissect and work on together as a group
Week 7	1.5 Mental health for clinicians: Reducing negative stress and preventing compassion fatigue 1.6 Keeping you on track: Setting a BHAG and taking the small steps, 1% each day to get there.
Week 8	Clinical Tutorial: Hip Followed by our "Happy Hips" Program Practical: from deep cuff activation, into St Kilda FC Twisties, Scooter holds and teaching the many types of deadlifts
Week 9	Clinical Reasoning and Treatment planning: Hip Each participant brings a hip R4L and case study for us to dissect and work on together as a group
Week 10	2.1 Manage yourself: Leading indicators and moving tasks into quadrants of prioritisation so we can GSD (Get \$h!t Done) 2.2 Managing your diary: Setting up default diary including switching on and switching off into different flow zones and block booking
Week 11	Clinical Tutorial: Lower limb soft tissue injuries Followed by our "Athlete Development" Program Practical – teaching Tempo to get our athletes moving faster and going through the best exercises for the Hamstrings, Quads, Calves and Adductors from activation through to power
Week 12	Clinical Reasoning and Treatment planning: Lower limb soft tissue injuries Each participant brings a soft tissue R4L and case study for us to dissect and work on together as a group
Week 13	2.3 Finding the WHY: starting with the clients significant emotional event to set great goals that clients desire 2.4 Effective education: using stories and analogies to become the "neck" that turns the clients head and adhere to their rehab plan

Week 14	Clinical Tutorial: Lower limb tendinopathy Followed by our "Terrific Tendons" Program Practical: taking tendons from isolation, isometric and activation and strength all the way through the progressions to energy storage & release
Week 15	Clinical Reasoning and Treatment planning: Lower limb tendinopathy Each participant brings a tendinopathy R4L and case study for us to dissect and work on together as a group
Week 16	2.5 Finish Strong: Ending each session with the 3T's to set expectations and prevent client self-discharge 2.6 Knowing me, knowing you: learning and detecting personality styles and love languages to enhance communication with our clients
Week 17	Clinical Tutorial: Cervical spine Followed by our "Atlas" Program Practical: holding the weight of the world on your shoulders starting with deep neck flexors and extensors, but progressing into F1 Danny Ric style strength and varying your postural positions
Week 18	Clinical Reasoning and Treatment planning: Cervical spine Each participant brings a cervical R4L and case study for us to dissect and work on together as a group
Week 19	Weekly wins summary: Level 1 and Level 2 We go back over our weekly wins sheets, looking back at what we have learned, what habits have been implemented in our day to day practice. Review your goals, the goals set from your clinic and your indicators of excellence.
Week 20	3.1 Critical Non-Essentials (CNE's): Turning our passive's into promoters using our "High 5" CNE's and FISH! 3.2 Being present, prepared & punctual: avoiding distractions and ensuring we give our clients the focus, preparation and accountability that we would want from a musculoskeletal specialist
Week 21	Clinical Tutorial: Headaches Followed by our "Habit / Lifestyle coaching" session – Using leading questions to guide clients to changing their lifestyle, implementing atomic habits for sleep, stress, diet, exercise and other factors that play a large part in the recovery and wellness of our clients.
Week 22	<u>Practical: Manual Skills A:</u> 1 day session at BIM Eltham for Melbourne Physios (Likely a Saturday Afternoon) - We will link to zoom for Hubs all over Australia / NZ Lumbar PAVIMS and PPVIMS, McKenzie Mobilisations and Progressions of Forces Cervical PAVIMS and PPVIMS, Soft tissue / Myofascial release / TrP & Cervical MWM
Week 23	3.3 Controlling the controllables: be the hero of your story by focusing on lead indicators within your circle of influence and focus on effort and attitude. 3.4 Becoming proactive: a practical session to choose our emotional response to anything that comes our way and learning to "Love What Is"
Week 24	Clinical Tutorial: Shoulder – our longest tutorial! Practical next week
Week 25	Shoulder Practical: Our "Super Shoulders" program: from humeral centring with 2 bands to benching with a band around wrists and throwing plyometrics – this is the biggest practical session we have!
Week 26	Clinical Reasoning and Treatment planning: Shoulder Each participant brings a shoulder R4L and case study for us to dissect and work on together as a group
Week 27	3.5 Drive and grit: being thirsty for knowledge and your drive to improve yourself 1% each day is more important than natural talent...so we work on the 4C's of self-motivation to keep you driven!

	3.6 EXTRAordinary clinicians: picking your point of difference to attract clients and teaching growth mindset to become the prize
Week 28	Clinical Tutorial: Thoracic spine and older shoulder Followed by our "Great Golfers" Program Practical: from archers and Sharapova's to the TPI "Twist and Chop" and thoracic openers
Week 29	Clinical Reasoning and Treatment planning: Thoracic Each participant brings a thoracic R4L and case study for us to dissect and work on together as a group
Week 30	4.1 Therapeutic alliance: becoming your clients cheerleader and teammate so that you can reach lifelong outcomes together....as friends! 4.2 Objection handling: showing the true value of great physio care, not the financial transaction
Week 31	Clinical Tutorial: Foot Followed by our "Flexible Foot" Program Practical: from toe yoga and ball rolling to big toe focus calf raises and rotating your shoes and terrain in your impact work (running, skipping, beaches, grass, concrete)
Week 32	Clinical Tutorial: Ankle Followed by our "Awesome Ankles" Program Practical: from TheraBand activation and star excursions through to jumping and landing with change of direction and agility courses
Week 33	Clinical Reasoning and Treatment planning: Foot and Ankle Each participant brings a foot or ankle R4L and case study for us to dissect and work on together as a group
Week 34	4.3 Selling yourself: you need to believe in yourself as are worth it! 4.4 Belief in the services: avoiding the N = 1 and showing the value of a supervised class vs TheraBand / gym fails <i>In both these modules we again discuss the importance of providing options for care so that we can treat everyone, from any walk of life!</i>
Week 35	Clinical Tutorial: Knee Followed by our "Happy Scandinavian Knees" Program Practical: from sliders and step ups, to squats, landing with bands and countermovement jumps
Week 36	Clinical Reasoning and Treatment planning: Knees Each participant brings a knee R4L and case study for us to dissect and work on together as a group
Week 37	4.5: Attracting clients to have your dream lifestyle Reach your ideal client, planning your goals for 2022. We then assist you to setup a plan for you to see your favourite type of clients in your individual clinic
Week 38	Practical: Manual Skills B: 1 day session at BIM Eltham for Melbourne Physios (Likely a Saturday Afternoon) - We will link to zoom for Hubs all over Australia / NZ TMD treatment, knee tests (e.g. Lachmans), ankle tests and MWMS, headache SNAGs Review session A lumbar and cervical skills
Week 39	Marketing Plan review – Progress over perfection, what first steps have you taken? Clinical Tutorial: Temporomandibular Dysfunction (TMD)
Week 40	4.6 Being a part of a team: we discuss the benefits of having a community or tribe and provide tips to keep the saw sharp throughout your career. Weekly win summary: Level 3 and Level 4 We go back over our weekly wins sheets, looking back at what we have learned, what habits have been implemented in our day to day practice. Review your goals, the goals set from your clinic and your indicators of excellence.

Got a question? Get in contact with Marty
m.ayres@backinmotion.com.au or 0400330007