

ESTABLISHING A COCHLEAR IMPLANT PROGRAM IN PRIVATE PRACTICE

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STARTING A CI PROGRAM

- Things to consider
 - Candidacy and options
 - Billing and reimbursement
 - Scheduling
 - Hearing aid trial
 - Counseling
 - Pre-evaluation and post-evaluation testing
 - Who will do the surgeries?

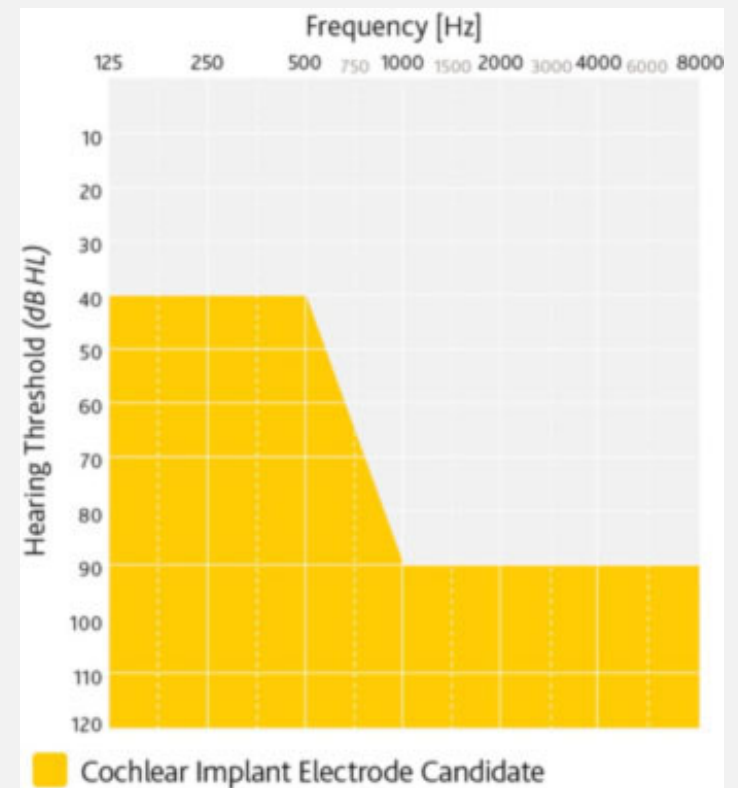
STARTING A CI PROGRAM CONTINUED...

- Things to consider
 - Are you knowledgeable and trained to perform CI services?
 - How will you become knowledgeable?
 - Which companies will you work with?
 - Marketing
- Find a mentor
 - Find someone who has been doing this a long time who will be willing to support you.
 - Keep in mind the companies will have departments and representatives that will help you set up your program and also come to mapping appointments.

CANDIDACY

- Standard electrode array candidacy - Adult
 - MODERATE to PROFOUND bilateral sensorineural hearing loss.
 - Hearing aid trial between 3 and 6 months with APPROPRIATE LY fit amplification.
 - Word recognition scores of 50% or less in the ear to be implanted and 60% or less in the non-implanted ear.

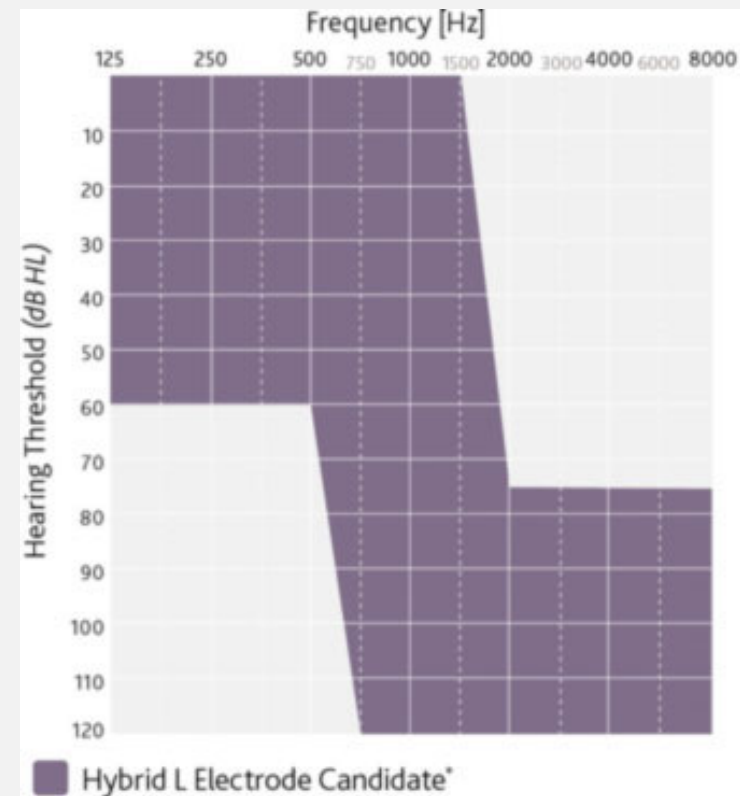
<https://www.cochlear.com/us/for-professionals/products/cochlear-implants/candidacy>



CANDIDACY

- Electro-acoustic electrode array – Adult
 - NORMAL to MODERATE bilateral sensorineural hearing loss through 1500 Hz. SEVERE to PROFOUND bilateral sensorineural hearing loss above 2000 Hz.
 - Hearing aid trial between 3 and 6 months with APPROPRIATE LY fit amplification.
 - Word recognition scores of 60% or less in the ear to be implanted and 80% or less in the non-implanted ear.

<https://www.cochlear.com/us/for-professionals/products/cochlear-implants/candidacy>



ESTABLISHING A RELATIONSHIP

- Do your leg work on the surgery center(s)
 - How many are in your area?
 - How long is the center booked out for a pre-evaluation appointment? Mapping appointment? Troubleshooting appointment?
 - Do you know any of the audiologists at the center that you can reach out to?
 - What is their protocol pre and post surgery?
- Make contact with the cochlear implant company(ies) and let them know about your interest. They will help you get set up and get your foot in the door.

ESTABLISHING A RELATIONSHIP CONTINUED...

- Present your plan
 - Set up a meeting with the center and let them know you want to start offering these services to your patients for this/these reason(s).
 - Let them know your training and experience with cochlear implants.
 - No training yet? Let them know you are scheduled to attend trainings with one or any of the cochlear implant manufacturers.
 - Ask them how they train their audiologists or what credentials do they want their CI audiologists to have when they are hiring.

MAINTAINING THE RELATIONSHIP

- Establish a protocol with each center and follow the protocol
- Send reports and results for every patient
- Don't be afraid to ask questions
- Communication is key

CONCLUSION

- Candidacy has expanded and our patients need us to provide this service.
- The larger centers need us to provide this service to help manage their overflow.
- There are many steps involved, but you can do this!

THANK YOU!