

Saturday 29th September 2018

10.00a.m. – 4.30p.m.

IAHIP Office, 40 Northumberland Avenue, Dun Laoghaire, Co Dublin

Workshop 4 - The Business of Therapy, Starting a Psychotherapy Practice – Jude Fay

Therapists are trained to work with their clients, but often, the training gives little or no direction about how to earn a living from their newly acquired skills. If you have little experience of self-employment or running a business, you will need to develop the skills and mindset of being self-employed to create a private therapy practice. Establishing and developing a therapy practice is a process, and, like any process, it can evoke old wounds and hurts from the past. We come to working as therapists with an intention to help those in need. Sometimes that objective can seem to be at odds with earning a reasonable living. This and other challenges face the nearly and newly qualified therapist when first setting up their practice. This workshop is designed to provide information and support to therapists and counsellors who are setting up or have recently set up in private practice. It is also an opportunity to network with other practitioners who are starting out. We will explore the practicalities of starting a practice, the practice you would like to create and the services you can provide. You can begin to identify your preferred clients and the channels through which to attract them. The course content includes: What's involved in being self-employed; practicalities, pros and cons, legal and professional requirements; Clarifying your profile; What services are you providing?; Who are your preferred clients?; Financial goals?; How much do you hope to earn from your practice?; Typical costs and expenses; Pricing and charging for your work; Finding work; Marketing your services; Getting your name known; Self-care, support and Work-life balance; Valuing your time and expertise; Challenges and dilemmas: What gets in the way? The format of the workshop is informal, with presentations in the large group, smaller group discussion, and exercises. Anyone interested in **starting or developing a therapy or counselling practice** is welcome.

Jude Fay, MIAHIP, is an accredited counsellor and psychotherapist, practicing in Naas and Celbridge, Co Kildare. In addition to her private practice work, Jude works with therapists in relation to developing and managing their practices. She is the author of book, "This Business of Therapy: A Practical Guide to Starting, Developing and Sustaining a Therapy Practice." Jude also provides information and support through articles on her website www.thisbusinessoftherapy.com, through an e-newsletter, through workshops and in one to one work. Her work spans both the practical business aspects of therapy practice and the emotional and psychological issues that get in the way of creating a financially viable practice.

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Fees: €70.00	IAHIP Accredited Members and Pre-Accredited Associates	Payable to IAHIP
Fees: €90.00	Qualified Psychotherapists of other Professional Organisations/Bodies	Payable to IAHIP
Fees: €50.00	Psychotherapy Students	Payable to IAHIP

Name: _____ Address: _____

Contact Number: _____ E-Mail: _____

Accredited Member /Pre-Accredited Associate of IAHIP: €70.00 Student €50.00

Other professional organisation: €90.00 Please provide name of Prof. Org. here: _____

Max No. of delegates is **20** - Please enclose fee payable to **IAHIP**.

Workshops cannot be booked without payment & fees are non-refundable
Send to: Workshop Group, IAHIP, 40 Northumberland Avenue, Dun Laoghaire, Co Dublin