

SuccessStories

Isernhagen made it easy for me to start my own business. The **professional support** they provide gave me the extra confidence – **the edge** – that I needed to go out on my own.

Eric Roberts
WORKSITE WELLNESS



An Isernhagen Work Systems Provider.

11 E. Superior Street, Suite 370
Duluth, Minnesota
55802

☎ (218) 728-6455
☎ (218) 728-6454
🌐 iws.workwell.com

Isernhagen Support and Network Jump-Start Private Practice

When Eric Roberts began his Salt Lake City-based private practice, Worksite Wellness, in 2002, he knew from the start that Isernhagen Work Systems (IWS) would play a critical role in his success. “I wanted to build an industrial- and workers’ compensation-based practice, but I was nervous about going out on my own. Isernhagen made it easy for me to get started.”

Prior to investing in IWS programs, Eric was the clinic director for an industrial outpatient physical therapy clinic in Salt Lake. As a result, he was knowledgeable and experienced with many other methodologies and testing systems. But it quickly became clear that Isernhagen offered the best programs and the ongoing support he needed to confidently move ahead with his own business. “As a therapist, I was impressed by Isernhagen’s methodologies, which use objective measures to evaluate patients using practical, real-world work scenarios, and put the therapist in control of the testing. But equally important was the professional support they offered and their tremendous experience and expertise in the industrial arena. Isernhagen was the perfect fit for me.”

Eric purchased and trained in Isernhagen’s industrial programs, including Functional Capacity Evaluations, Functional Job Analysis, and Prework Screening, and built his private practice around them. His business was doing well—and then really took off when Isernhagen called with a new business opportunity. **Swift Transportation**, a national trucking company, had contracted with WorkWell to develop prework screens that would measure a new applicant’s ability to handle the physical demands of truck driving. By screening out job candidates that are physically unable to handle routine tasks, Swift can reduce on-the-job injuries and workers’ compensation costs by 30 to 50 percent—costs average around \$32,000 per injury. “WorkWell needed a service provider in the Salt Lake City area to handle the Swift prework screens—and they basically handed me my largest and most profitable client.”

Today, Eric has one other therapist working with him to handle between 10-20 Swift prescreens a week. To ensure a smooth, easy start, Isernhagen designed the custom prescreen tests for him, as well as assisted in the setup of the on-site facility, complete with all of the equipment and computer systems required to handle the patient volume. “Isernhagen uses the most cutting-edge technology, including a Web-based application where we can input data as we go and then instantly generate reports. Even the billing is handled by WorkWell. It just doesn’t get any easier than this.”

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Isernhagen Support and Network Jump-Start Private Practice continued

“...WorkWell’s **client referral program** has allowed me to **double the size** of my business in **just a few months.**”

Eric Roberts
WORKSITE WELLNESS

And the professional support he receives “addresses even the nitty-gritty details of everyday practice. If I have a question about the data for a particular Swift client, I can call right then and get the answers I need. Their experts will even review an FCE report, providing suggestions on ways to improve the document, reword sections to make them more precise and accurate—changes that can be important if the evaluation is ever used in a court case.”

Today, Swift Transportation prework screens make up almost half of Eric’s business, and his association with IWS is leading to additional growth. Over the next few months, Eric anticipates opening a new outpatient clinic with a doctor he first met while marketing IWS programs. *“Doctors, insurance case managers, and lawyers have been consistently impressed by Isernhagen’s functional approach, excellent outcomes, and rapid reporting capabilities. It’s clear that there’s a huge potential for growth for all of us.”*

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