

# S.C.S.W.P.

EMPIRE STATE BUILDING, 350 FIFTH AVENUE, SUITE 3308, NEW YORK, N.Y. 10001,  
TELEPHONE: 212 564-9166. DECEMBER, 1977 VOL. VIII, NO. 3

## THE PRESIDENT'S MESSAGE

I am delighted to report to you that we have accomplished the goals set two years ago for the Society. Membership has in part doubled, and new chapters have been added, with three more to be established within the next few months. We are pleased that we have accomplished passage of legislation which view Clinical Social Workers as reimbursable vendors of therapeutic services.

The Executive Board is considering hiring part time paid staff to do the organizational work that keeps a Society of our size functioning, in order that our Board and active members may use their time more creatively as there is much yet to do.

Probably the most important task at this time is implementation of our third-party law. We are engaged with the State Education Department, the Insurance Department and other membership organizations to facilitate implementation.

Concurrently, we are exploring through legal counsel the ramifications of the law. We were hoping to have a General Membership Meeting in December to inform you about the results of this investigation. However, the attorneys utilized by the Society and those contacted by Ronald Sunshine have not yet submitted their opinions to the Executive Board. A meeting will be planned as expeditiously as possible after the receipt of the opinions.

Other areas requiring an investment of our time and manpower are:

- 1) Research — to demonstrate the cost effectiveness of Clinical Social Workers as therapist—vendors;
- 2) Schools of Social Work and the Council on Social Work Education — to establish and maintain a high level clinical sequence;
- 3) State Education Department — to secure approval to grant Continuing Education Credits for our Educational offerings;
- 4) Public Relations and Public Education — to increase our constituent base and increase their awareness of us as providers of service;
- 5) Health Systems Agencies — to secure elective positions on local HSAs throughout the state — preferable securing seats on the Mental Health Planning and Review Task Forces;
- 6) P.S.R.O. — to establish linkages locally and on a state wide basis with all PSRO's.

Of the many areas in which we could invest our energies, these, it seems to me, have high priority.

It is with mixed emotions that I leave the office of President. The past two years have been rewarding and frustrating, well beyond my expectations when I assumed office. In retrospect the rewards dominate.

It has been my great pleasure to work with an Executive Board with high aspirations for the Society as well as personal commitment to the advancement of our profession. Untold hours, some at great sacrifice, were expended in the best interests of the membership. To work with such a

fine group of people has been a rich and rewarding experience for me.

On a more personal note, I would also like to thank the membership individually, as well as through their chapters, not only were supportive of my efforts as President, but also helped me, by their kind expressions of sympathy, through my recent personal loss.

To all of you — thank you.

Nancy Palazzolo

## OUR NEW LOOK

Conrad S. Semler

It has been brought to my attention by many members of the S.C.S.W.P. the need to revamp and develop a 'more' professional publication of our newsletter. As you have noticed in this publication we have attempted to make these changes and would appreciate your feedback as to the new structure. We will continue to work on this and any suggestions you might have will be given our utmost consideration.

### ISSUES

#### THIRD PARTY PAYMENTS —

It is imperative that all SCSWP members become familiar with both the idiosyncracies as well as the larger issues regarding the passage of our third party payment bill. Please refer to the fact sheet appearing in this issue. All questions should be directed to:

The Third Party Payments  
Information Clearing House

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3 Webb Road  
North Tarrytown, N.Y. 10591  
(914) 631-3714

**PSRO** — The Professional Standards Review Organization was established by the legislature in 1974 to establish standards for peer supervision. PSRO is intimately connected with both the Third Party Payments Bill as well as the up and coming National Health and Insurance Program. The medical profession has been mandated to develop these standards and it is incumbent on our Society and each and every member to help define the role of the clinical social work profession in determining our own standards and review criteria. We have been active in PSRO since the law was passed and will continue to be as active as possible. At the present time we are seeking parity with NASW as well as the Society for Hospital Social Work Directors. The Newsletter staff sees this as our next 'great battle' and wants to make our membership aware of the importance and significance of our involvement in PSRO.

#### **EDITORIAL CHANGES —**

Estelle Charles has resigned as co-editor of our state newsletter. I have found Estelle to be both an exciting and stimulating person to work with and a valuable asset to SCSWP. Over the many years of her involvement she has contributed much of her time and expertise. I hope she continues to be as generous and remains an active force in our Society.

#### **POLICY CHANGES —**

In order to expedite the publishing of our newsletter please submit all materials for the spring issue by March 15, 1978. Please have *all* communications for publishing typed, double spaced and sent to:

Conrad S. Semler  
301 East 22 Street, Apt #17D  
New York, New York 10010

If anyone is interested in becoming involved in the Newsletter please send a short note to the above address and I will inform you of our next meeting.

#### **WELCOME —**

I would like to introduce to the membership at this time, Faye Sander CSW, who recently joined our Newsletter staff. Prior to becoming a clinical social worker she has had extensive experience

in the field of publishing. Her expertise has proven to be a valuable resource in developing and revamping our newsletter. I would like to take this opportunity in thanking her for her time and contribution.

## **THIRD PARTY PAYMENTS LAW**

Marty Pollens CSW, State Legislative Chairman

This fact sheet has been expressly prepared for the members of the Society of Clinical Social Work Psychotherapists members as a guide to understanding the new law relating to third party payments. After a law is passed, the difficult and arduous process of implementation begins. Many aspects of the legislation will *not* be known until experience is gained from its practical application.

*What are the general provisions of the new law?*

The new law recognizes qualified social workers as legitimate vendors of psychotherapeutic services whose patients, if they have coverage for mental health services, can be eligible for insurance reimbursement on the same basis as those of psychiatrists and psychologists. Under this law, the State Board for Social Work is charged with drawing up and maintaining a list of all qualified social workers. The law applies only to group contracts.

*Is reimbursement for services provided by certified social workers eligible under the law mandated?*

Coverage for services provided by eligible clinical social workers is *not* mandated under the law. The contract holder (usually an employer, e.g. IBM, CBS, General Foods) may request the additional coverage, if desired. Under the provisions of the act, if the additional provider is requested by the contract holder, the insurance company is required to provide it. This voluntary provision was written into the law as a *compromise*, in order to deal with the objections that pro-

duced a veto last year.

In the discussions that I have had with top corporate insurance executives, it is evident that, while technically the coverage is not mandated, the insurance companies perceive the new law as a "public mandate," that the public expects and is demanding a freedom of choice in selecting qualified providers. As more laws of this nature are passed nationally, the insurance companies are recognizing reimbursement for clinical social work services as the "trend of the future." Therefore, the new law can be recognized as a positive and important step in the direction of the independent status of clinical social work psychotherapy.

*When does the new law become effective? Why is the anniversary date of the group contract so important?*

The law becomes effective as of January 1, 1978. After this date, on the anniversary date of a policy covering psychotherapy services, any group may elect to add social work coverage to their already existing Mental Health coverage — that is, it makes no difference if a person is in psychotherapy at the time of the additional coverage or not. However, if such coverage is not added on the first anniversary date of the policy after January 1, 1978, but at a subsequent time, then the individuals concerned may be required to show evidence of insurability. Under this condition, a person in psychotherapy at the time additional coverage is added, may not be covered, as that therapy might be construed — depending on the terms of the

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group policy — as a pre-existing condition and thus not reimbursable.

Although the law becomes effective as of January 1, 1978, the implementation will take a much greater period of time due to the requirements that must first be met by the State Education Department and the State Insurance Department. However, we have been assured that the matter of retroactivity will be discussed by the State agencies mandated with the implementation of the law.

*What are the requirements of eligibility as a clinical social work provider? How do I get on the list?*

Eligible vendors, according to the new law, must have their master's degree in social work from an accredited institution and be certified by New York State (i.e. have their CSW's). Membership in either the National Registry of Health Care Providers in Clinical Social Work or the NASW Clinical Register, or membership in the Academy of Certified Social Workers (ACSW), is not legally relevant to this law. In addition to New York State Certification, the social worker must have three years of post-degree experience in psychotherapy which is defined in the law as "the use of verbal methods in interpersonal relationships with the intent of assisting a person or persons to modify attitudes and behavior which are intellectually, socially, or emotionally maladaptive." Such experience must be under supervision, satisfactory to the State Board for Social Work, in a facility, licensed or incorporated by an appropriate governmental department, providing services for diagnosis or treatment of mental, nervous or emotional disorders or ailments. In the event that such experience has been gained in independent practice, the social worker must have been supervised by a psychiatrist, a certified and registered psychologist, or a social worker qualified for reimbursement.

At the time of this writing, the State Social Work Board has just released proposed regulations relating to eligibility for the social work list. This draft will be circulated by the State Society for comments and suggestions. The State Board for Social Work will subsequently be holding a series of public hearings for input from the professional community. When the final regulations are passed, these rules and the appropriate application forms will be mailed to all certified social workers in New York State.

*What do you know about the rumor that the implementation of the law will never get off the ground because the legislature did not vote the necessary funding?*

Philip Johnston, the Executive Secretary of the State Board of Social Work states, "Don't you believe it!" While acknowledging that his department did not receive extra funds for administering the eligible list, he says that the law has mandated that this task be accomplished by his staff. He assures us that even without the money, the law will be implemented.

*Will the insurance companies be raising their premiums for mental health services of an additional provider?*

I have spoken with approximately ten insurance executives at the group contract understanding level. The insurance companies are just now in the midst of determining whether to raise premiums for coverage by an additional provider. None of the companies at this writing have made definite decisions. All of the executives point out that the companies have no experience in terms of clinical social work providers. On one hand, they are concerned about the potential for increased utilization and, therefore, increased dollar payouts. On the other hand, they feel that public expectation is now in the direction of reimbursement for clinical social work services. One company made a manual record check of claims in Califor-

nia to discover that costs had not increased with the addition of clinical social work providers. Two companies that return a dividend to their groups after "good experience" (low claims payout) are leaning in the direction of avoiding a premium increase and utilizing the dividend as a "buffer." If the first year's experience with clinical social workers proves to be very costly, the company would declare a reduced dividend. Several of the executives voiced the sentiment of "wanting" to provide the coverage and to then review the first year's experience to determine future policy and practice.

*Should I raise my fees in order to benefit from the new law?*

In view of what I have written directly above, it is extremely important that private practitioners as well as agency and clinic heads avoid exorbitant and exploitive increases in their fee structures. In other words, increasing a fee from \$30 to \$35 to keep up with the inflationary trend in expenses is reasonable; an increase from \$30 to \$50 in my opinion is exploitive. The insurance companies and the State Insurance Department will be closely monitoring costs. Exorbitant increases will greatly hurt our chances of achieving the mandatory clause at a future time. State officials, in defending the conservatism of the bill's structure, point out the many abuses that ensued following the passage and implementation of the psychology profession's third party payment bill. Please read the more extensive comments I have written in an editorial column reprinted in the State Newsletter that originally appeared in the Westchester Chapter's Newsletter.

*In what manner should the contract holder be approached regarding the provision of coverage by clinical social workers?*

Allowing for a sufficient interval of time prior to the anniversary date of the group health contract for negotiation, the patient and/or

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practitioner must approach the contract holder.

Prior to approaching the company officer, however, please contact Marty Pollens, State Legislative Chairman at 3 Webb Road, North Tarrytown, New York 10591, 914-631-3714, for specific information regarding whether the insurance company providing the mental health coverage is, in fact, charging a higher premium for the option. Please have the name of the insurance company available. The State Insurance Department will be providing the Society with information relative to approved rate increases. If there is no change in the contract premium, this information can be provided immediately to the company officer. There should be no objection, in this case, to providing the additional coverage.

If there is an increase that has been approved by the State Insurance Department, the contract holder can be approached with the following rationale.

Ask the employer to give the additional coverage a chance, even at an increased premium, for at least the first year. Point out to the company officer the existence of studies (which I can provide if necessary) that document that psychotherapy reduces the claims that are made in the strictly medical area. Therapy also reduces sick time, lateness, and other problems that often cause a loss of productivity and therefore, the company can benefit from mental health coverage of an expanded nature. On first glance, it appears that the increased premium is too costly. In the long run, the accumulated benefits of actual treatment provided by clinical social workers in terms of fewer medical claims and markedly reduced absenteeism can be far in excess of the slight increase in premium. The additional option should be presented to the employer as an *investment*.

The employer should also be told that in those instances where clinical social work coverage has been provided, the cost of these

services did *not* increase the premium. For example, Blue Cross of Michigan has *not* had an appreciable increase in costs since providing the option. The employer should be reminded that when an insurance has a good experience with a group (i.e. costs do not increase), often a dividend is returned to the participants. Or, the premium can be reduced in the following year. Therefore, in view of the fact that social work fees are more moderate than those of the other professions, there is a greater chance that the insurance company will have reduced payouts and, subsequently, reduce the premium or return a dividend.

I have documentation to back up the suggested approaches above. Please do not hesitate to contact me.

*What is the State Society doing to implement the law and provide information?*

The State Society is establishing a Third Party Payments Law Informational Clearinghouse to serve both the profession and the general public. I am asking the entire membership to keep the Clearinghouse apprised of all experiences, both positive and negative, relating to the implementation of the law. The Clearinghouse will provide information and strategy assistance to practitioners and the public in dealing with contract holders. We will have the latest information from the State Education Department and the State Insurance Department.

The Clearinghouse can be contacted at

*Third Party Payments  
Information Clearinghouse  
3 Webb Road  
North Tarrytown, New York  
10591  
914-631-3714  
We want to hear from all of you.*

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## PSRO

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Marsha Wineburgh, State Chairman, PSRO

With the introduction of the Medicaid and Medicare programs, the federal government has become the largest third party vendor of health care costs. Congress, concerned about their accountability to their constituents for spending public funds, aware of the increasing cost of health care and new programs developing under the auspices of National Health Insurance, has passed legislation which will eventually require each profession involved with health care delivery to develop a review system. This system, undertaken on a local level, will enable a member to evaluate the quality and appropriateness of services provided by another member of the same profession. Reimbursement will be determined, in part, by the existence of these standards and how they are implemented.

Legislation passed in 1972 mandated physicians to create Professional Standards Review Organization (PSRO) to carry out health

care review and evaluation for themselves. Assuming social workers will be asked to develop our own criteria for evaluating ourselves, we have begun to do so. In December, 1976, with the formation of the Metropolitan Chapter, a PRSO Committee was organized. Members are: Lurline Purvis Aslanian, Kathleen London Friend, Barbara H. Getz, Ruth Gruenthal, Jeremy Herman, Marsha Silverton, Alice S. Stephens, Marsha Wineburgh, Chairperson. We have met monthly since January, 1977 with the following goals in mind:

1. To begin to formulate standards for clinical social work and to provide a basis for ongoing review of these values, norms and criteria.
2. To increase recognition for the clinical social worker as the primary vendor of mental health services in the metropolitan area as well as New York State.
3. These standards will be a vehi-

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cle which will enable us, as clinical (certified) social workers, to demonstrate to third party reimbursement sources — both private and public, that we have our own system for adequate review of clinical social work practice.

Since January, the Metropolitan Chapter, Queens Chapter and Nassau Chapter have been actively contacting the medical PSRO's in their areas, offering our services as participants in the liaison networks which advise these PSRO's. We are also represented on the Regional Social Work Professional Review Committee, a committee sponsored by

the Metropolitan Chapter of NASW and the Society for Hospital Social Work Directors. This Review Committee has been responsible for establishing standards and criteria for in-patient short term care. It would certainly be to our advantage as clinical (certified) social workers to join with NASW and SHSWD in developing standards for ambulatory care. This would include out-patient, agency casework practice as well as private practice. We are in the process of considering how the Society might best represent its membership on this committee.

under the direction of Harry Grabarz.

### **WESTCHESTER CHAPTER** *Impressions from Pollens*

Do you remember the veto message? Are we in danger of becoming a rip-off profession?

We as clinical social work psychotherapists have finally achieved, legal recognition as mental health practitioners. This legislation does provide us with renewed optimism regarding the future of our profession. However, in my recent communications with agency and private practitioners, I have been feeling the pulse of an anticipated trend that could well have a very negative effect on our most recent legislative gain.

Specifically, agency heads and private practitioners voice plans to raise their fees when the law goes into effect. These plans are based, as far as I can determine, solely on the new insurance law.

I am writing this message in an effort to remind colleagues that under the new law clinical social workers are *not* automatically given primary vendor status. We must, as a profession, *return* to the State legislature, to request the "mandatory" clause. In other words, the period after January 1, 1978 constitutes an *experimental* period. During this time, the State Insurance Department, the insurance companies themselves, and other agencies of government will be monitoring the situation to determine whether, in fact, costs do rise with increased utilization of an additional practitioner.

If you recall, the third party payments bill was vetoed last year because of the concern over *increased cost and utilization*. One of the arguments that we tendered in our struggle for the current bill was that clinical social work fees were lower than those of psychiatrists and psychologists.

Our efforts to achieve the mandatory clause could only be *hurt* should certified social workers raise fees to "benefit" from the new legislation. In the *long run*, our efforts to achieve full primary

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## **CHAPTER NEWS**

### **NASSAU CHAPTER**

The 1977-78 season is upon us, and we face it with a larger membership, a wider scope of activities, and a brand new slate of officers (with some holdovers by popular demand!). Our slate is as follows: President—Florence Dutko; Vice Presidents—Riesha Levy and Peggy Isbell; Corresponding Secretary—Joan Gordon; Recording Secretary—Mitzi Mirkin; Treasurer—Dorothy Schnaittacher; Membership—Gloria Sandler; PSRO—John Verbeeck; Social Action—Harry Grabarz; Education—Sara Rosensweig and Fran Abrams; Program—Marcia Zigelbaum; and Members-at-Large—Helen Bartfield and Irma Werfel.

We were so encouraged by the success of our two seminars last year, that we went ahead with our plans to present two more. The first, a two-session program on "The Difficult Patient", was given by Doctor Theodore Saretsky on October 15 and October 22. Dr. Saretsky, a psychoanalyst in private practice, is an Associate Clinical Professor at Adelphi University Post—Doctoral Institute, where he teaches courses in Group Therapy as well as Transference and Countertransference. He is widely respected for his ability in treating the difficult patient, and had

much of value to offer the large group who attended his seminar. Our second seminar on "Family Therapy", presented by Phoebe Prosky of the Ackerman Institute on November 12, will also be past history when you read this. Many people are planning to come, both because of the popularity of the subject and the reputation of Phoebe Prosky as an outstanding speaker. There is much work involved in promoting this type of program, but, in our experience at least, it is well worth the effort!

On the lighter side — our wine-and-cheese party at the home of Sara Rosensweig was an unqualified success. You couldn't ask for a lovelier setting than the Rosensweigs' spacious and secluded Brookville home, or for more thoughtful hosts than Sara and Paul. Old, new and prospective members enjoyed such exotic delicacies as liver pate, eggplant dip, homemade cakes and little fruit-filled hot dessert' pancakes along with the wine, cheese and coffee, and the opportunity to just chit-chat for a change, without a planned program.

One more note of interest: we sponsored a program for Friday evening, December 9, at 8:30 P.M. in the Amphitheatre of Nassau County Medical Center, on *Implementing the Third Party Payment Bill*. The program was

vendor status could be stymied by rate hikes. Deputy Superintendent Clyne of the State Insurance Department referred, at our legislative forum, to the tremendous increase in costs that followed the psychologists' achievement of third party status. He felt that adding social workers would have similar results, and if it does we can lose third party coverage. These are the practical issues involved in raising fees. There are also ethical considerations. What are the implications of exploiting our privileged position as legally certified mental health practitioners? Do we join the ranks of other professional groups, many of whose members have identified themselves as essentially exploitive businessmen, who fail to provide their patients and the public at large with the services they are handsomely paid to render?

Partially as a result of medicaid frauds and abuses, our own efforts to be included in the medicaid law have been hindered. The Congress, at this point, is more concerned that the abuses be corrected than they are about adding new providers.

Will we be repeating the history of other professional groups after they achieved legal status for third party payments? I hope not. Hopefully, we will keep perspective and achieve the mandatory clause, and continue to pride ourselves with the knowledge that we give quality services at fair prices.

**STATEN ISLAND CHAPTER**

Miriam Sterk

*Program and Education*

On Nov. 12, 1977 . . . Workshop on *Transference and Countertransference in Group Therapy* was led by Margaret Frank M.S.S.W. Ms. Frank is on the faculty of N.Y.U. School of Social Work, President-elect of the Orthopsychiatric Assoc.; has published and is known for her work with groups. The Workshop took place at the S.I. YMCA at 651 Broadway.

On Nov. 20, 1977 . . . Staten

Island general membership chapter meeting. Agenda centered around plans for a full day symposium to be offered in January or February. Richard Mingoia, Program Chairman, has announced that the following workshops will be offered:

1. Work with the Borderline Adult . . . Richard Mingoia, C.S.W.
2. Death and Dying: Experimental Workshop . . . Theda Salkind, C.S.W.
3. Family Therapy . . . Sam Sterk C.S.W.
4. Parenting Workshop . . . Arthur Stein, C.S.W.

On Dec. 4, 1977 . . . a Study Group under leadership of Richard Mingoia, C.S.W. met to further discuss Masterson's work with the Borderline Personality.

Sam Sterk, C.S.W. is interested in developing a supervisor's group. In it, participants will learn that the supervisory process often mirrors and parallels the patient-therapist process. Supervisors will be expected to bring in their supervisees for this unique sharing experience. This model of discovering and resolving issues in the supervisory process has in recent years gained wide reputation. If you or any of your colleagues are interested, please contact Sam.

*Community Services*

Theda Salkind, C.S.W. will be doing a seminar for the YMCA Adult Education program on *Death and Dying*.

Sam Stark has recently completed some seminars for the YMCA. One was a Rap Group for Senior Citizens. The other was a Family Life Series.

Miriam and Sam Sterk just completed a Parenting workshop for the Temple Beth Abraham Nursery School in addition to offering a seminar on Family Therapy for the Staten Island Clergy Association.

Rosemarie Gaeta, A.C.S.W. has started an adult psychotherapy group and will be co-leading it with Dr. Richard Silverstein. Contact her for further information.

Our Referral and Information Service is now officially opened. We are accepting referrals and are available as consultants and public speakers at your parish, agency, P.T.A., synagogue and social/fraternal organization. All inquiries should be made to Ms. Theda Salkind, Chairperson.

**MID-HUDSON CHAPTER**

The Mid-Hudson Chapter recently held its first election. The officers are:

- President . . . . . Evelyn Hill
- Treasurer . . . . . Robert Kurland
- Program Chairperson . . . . . Christine Kardon
- Membership Chairperson . . . . . Betsy Bergman
- Rombout Road  
Pleasant Valley, N.Y. 12569  
914-452-1391

Top priority is being given to the recruitment of new members. Anyone residing or working in Dutchess or neighboring counties, who is interested in promoting the goals of the Society, should contact Betsy Bergman.

**METROPOLITAN CHAPTER REFERRAL SERVICE**

Barbara Pichler

The Metropolitan Referral Service began the season with an open meeting to the referral panel. Despite the rain, a good number of people came and there was an enthusiastic exchange of ideas for how to help the service grow. Our intentions are to hire a person skilled in public relations and selling who can represent our services to industry. We found we, as a committee, could not do this job effectively and that it would be more efficient to have a professional do it.

The new service we are offering this year is a supervision and consultation service. Organized similarly to the referral service, we will be able to offer low fee individual and group supervision to the professional community. We are excited about this addition as it is another area of service in which many clinicians are skilled,

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and it will be a way of introducing the Society to the larger Social Work community.

**The Center for Continued Professional Education of the Society of Clinical Social Work Psychotherapists Under the Auspices of the Metropolitan Chapter**

Chairman-Coordinator:  
Alan Shanel

Dear Members:

I would like to welcome the new members to the education committee. They are: Helen Goldberg, Fredlee Kaplan, Mel Lichtenstein, Elaine Resnick, Donna Rohlf and Thomas Ruggiero.

Our first conference for the Center for Continued Professional Education will be held on Saturday, March 4, 1978 at the Carnegie Endowment Building. The title of the conference will be "The Imagined and Real Family-Dynamic Considerations for Individual, Group and Family Therapy."

There will be an early morning forum with an innovative paper along with panel discussions. This will be followed by six afternoon workshops. A certificate of attendance will be given out. Keep the date open and I will be looking forward to seeing you.

Sincerely,  
Alan Shanel

**WE NEED INFORMATION**

Please help us on both a National and State level by advising us if you are currently teaching (including field instruction) in a School of Social Work Masters Program. We also need to know if any of our members are teaching in psychology masters or Ph.D. programs in medical schools. (Please include name of school.)

This information is needed by the legislative and education committees of the State Society and National Federation. Please quickly send a note with the above information to:

Nancy Palazzolo  
167 Araca Road  
Babylon, New York 11702  
Thanks for your help.

**REFERENCE MAILINGS**

Agencies will continue to receive our Newsletter free of charge, but we can no longer sustain our extensive mailing list of non-members. We encourage you to apply for membership or, if not qualified, to submit a check for \$5.00 to cover the cost of postage and handling for our Newsletters. Your check should be made out to the Society and submitted to:

Gemma Colangelo  
Membership Chairman  
175-20 Wexford Terrace  
Jamaica Estates  
New York, New York 11432

**NEW YORK TELEPHONE COMPANY**

Societies across the states are facing the different policies of Telephone regarding the listings desired by Clinical Social Workers. Even within New York State, there seem to be different regulations. In order to address the problem of both yellow and white page listings, which generally exclude our professional status, we need your input. Please send a note to Nancy Palazzolo, 167 Araca Road, Babylon, New York 11702, describing your attempts to be listed in the telephone directory, that listing you settled for if any, and the telephone company office address with which you had the transaction. A photocopy of the page listing would be helpful.

With this information we will be armed to deal with those who make policy decisions on both a state and national level.

AND while you are at it .....

Also send to Nancy any information that you have regarding studies completed or currently being done either by Insurance Companies or Contract holders, which demonstrates the cost effectiveness of reimbursing Clinical Social Workers. Citations of studies will be helpful, too, in this time of collecting hard data to present to those

who make decisions about our inclusion as vendors.

**"THE BEST NEWS" OR "KEEP THE FAITH"**

One of the Clinical Social Workers in the referral service told me her patient had sent an insurance claim form into his company this summer. It was rejected as the therapist was a Social Worker. However, just recently this patient received a second letter from his insurance stating that pursuant to the recent legislation passed, they would now begin reimbursing his therapy claims!

Barbara Pichler  
Referral Service

**A WORKSHOP for Improving Business/Interpersonal Relationships**

January 12-March 23, 1978

This workshop is designed to help professionals, supervisors, managers, and administrators with the human problems encountered in the day-to-day workings of their jobs.

The aim of the workshop is to help the participants develop expertise in working in one-to-one and group relationships.

Participants will examine their views of themselves, how others view and react to them, and will learn more effective ways to deal with individuals, hard to reach employees, groups, business meetings, and on the job situations.

Through the classroom experience, participants will have the opportunity to learn and to improve their professional relationship skills.

Each participant must be employed in a professional, supervisory, or managerial capacity.

Each participant will be asked to present two profiles of a job-related situation which requires  
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attention.

**WORKSHOP LEADER:** Robert R. Triana, Founder & Executive Director, Psychoanalytic Institute for Clinical Social Work.

The workshop will be held from 7 to 9 p.m. on 12 consecutive Thursday evenings from January 12 to March 23, 1978 at THE PSYCHOANALYTIC INSTITUTE FOR CLINICAL SOCIAL WORK, 1065 Park Avenue, New York, New York 10028.

**WORKSHOP FEE:** \$150.00 for the series (Tax deductible contribution to the Psychoanalytic Institute for Clinical Social Work).

**TO REGISTER:** Please make checks payable to Psychoanalytic Institute for Clinical Social Work and send in by January 15, 1978.

## A WINTER INTERLUDE

for the benefit of the  
Psychoanalytic Institute for  
Clinical Social Work  
Friday evening, February 3rd,  
1978  
at 9:00 p.m.

ROCKEFELLER CENTER  
SKATING — DISCO DANCING  
OPEN BAR — HORS  
D'OEUVRES

Tax deductible contribution  
\$40.00 per person

PSYCHOANALYTIC INSTITUTE  
FOR  
CLINICAL SOCIAL WORK  
1065 Park Avenue  
New York, New York 10028

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Society of Clinical Social Work Psychotherapists  
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New York, N.Y. 10001

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