

Building Professional Excellence (Part 9 Session 1)

Maximizing your Counseling Degree to Diversify Your Income

Webinar Follow-up Question and Answer Session With
Charmaine Conner, PhD, NCC, LPC

Question from D. Scott:

Is there a certification in order to perform assessments?

Answer from Presenter:

To my knowledge, there is not a certification for assessments. In order to facilitate assessments there are different schedule level that will determine who can facilitate, score, and interpret. Most assessments will allow you to utilize your master's degree. Other assessments will require a Ph.D.

Question from S. Dykstra:

Can you add some specifics about HOW to market your niche to people or organizations that may need our skills? How to connect with those folks?

Answer from Presenter:

This is a very subjective process. Some people are very outgoing and do not have reservations about approaching people. Other folks may not feel comfortable approaching people. There are also some people who only seek genuine connection. I would encourage you to figure out which type of person you are and then take the following steps:

1. Write out and commit to memory what you want people to know about you.
2. Research (events, conferences, etc.) to see how you might connect with people. For example, if I want to market expertise in transracial adoption, I would want to attend some adoption event/conferences.
3. Share verbally (in-person or over the phone) and in written format (email/brochure/flyer) about yourself and who you can serve.
4. Do not forget to share with people you already know. Often times we no bits and pieces about our colleagues. However, there are opportunities to share fully who you are and let them know you are looking for opportunities.

Question from T. Kitchens:

Thoughts about Better Help, Talkspace, etc as supplemental sources of income?

Answer from Presenter:

These places can be a source of supplemental income. However, anecdotal information has been shared with me about the predatory nature of some of these third-party therapy companies. Be sure to set boundaries and communicate limits regarding your caseload and methods of communication.

Question from D. Lopez:

Can a master's level full LPC with a training can facilitate an assessment?

Answer from Presenter:

Yes, In order to facilitate assessments there are different schedule level that will determine who can facilitate, score, and interpret. Most assessments will allow you to utilize your master's degree. Other assessments will require a Ph.D. Prior to purchasing you will have to prove your credentials.

Question from M. Ball:

How do you make it equitable for those of minority populations?

Answer from Presenter:

I'm unsure of what the "it" is in this question. From my memory, I believe this is regarding assessment. One way to make assessment costs equitable for minority populations would be to bill your assessment hours at a reduced rate. You might also offer a number of pro bono counseling sessions to people who receive an assessment service from you. Keep in mind that the cost to purchase and restock assessments will be costly. As a business owner you want to ensure that you are able to provide the service without compromising your own quality of living.

Question from D. Purvis:

Can a master's-level school counselor teach, perhaps at the baccalaureate level, psychology?

Answer from Presenter:

Yes, that is a possibility. This will be largely determined by your state. Different states have requirements about who can teach at what level. This information will likely be evident in the job description. If not, reach out to the program coordinator or department chair of the university you want to work for, and they will be able to provide guidance.

Question from J. Shannon:

How do candidates with doctorates go about facilitating assessments?

Answer from Presenter:

I would encourage you to get some specialized training in facilitating assessments. At the doctoral level that are minimal restrictions on the schedule class of assessments you may facilitate. However, you could benefit from learning how to do an intake from an assessment perspective, coordinate a battery of assessments, provide feedback, and draft an assessment report. If you would like a more specified answer, please contact me at cconner@roosevelt.edu or dr.charmainelconner@gmail.com.

Question from T. Franzo:

Does a counselor need specific training or certification to offer consultation? Do we need specific or additional liability insurance to do consultation?

Answer from Presenter:

No you do not need a certification or specific training to provide consultation. Regarding liability insurance you will need to contact your state board or personal attorney for guidance.

Question from J. Porter:

If you happen to get the ACS credential, but you're going into a PhD program in Counselor Ed. and Supervision, do you know if you can get exempt from taking the course since you already have the CEUs/training and certification?

Answer from Presenter:

This would be determined at the discretion of your PhD program. It may help your case to prove that you have already received the training to become a supervisor. Something to consider, your supervision course at the doctoral level will likely involve going more in-depth into supervision theories. You will also likely engage in a lengthy process of identifying your theory of supervision, along with putting that theory into practice by supervising some clinical course.

Question from T. Franzo:

Are you aware of any teaching options for master's level counselors? Or is a doctoral degree required in all cases?

Answer from Presenter:

This will be largely determined by your state. Different states have requirements about who can teach at what level. This information will likely be evident in the job description. If not, reach out to the program coordinator or department chair of the university you want to work for and they will be able to provide guidance.

Question from T. Franzo:

To your knowledge, are there other fields where a MS in counseling can be used?

Answer from Presenter:

Your MS in counseling may be applicable in program management, human resources, industrial/organizational psychology, marketing, and public relations. You might consider determining what your career goals are and see how your counseling degree might be applied.