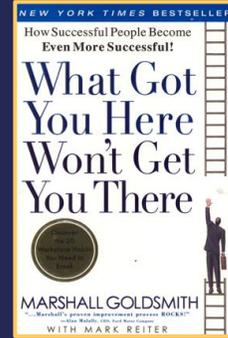


How Do Department's Resources Get Renewed Without Undergoing a Chair Change ?

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How Do Department's Resources Get Renewed Without Undergoing A Chair Change

Process

Why
Where to Start
Who

Why

Clinical Expansion

Clinical Growth / Acquisition
New Program Development
Institutional Strategic Initiatives
Network Development/Expansion
Population Health (Bundled Payments)

Academic Opportunities Institutional / Departmental

Strategic Initiatives
Retention Packages

Educational Initiatives

- Departmental ↑ Residency Size
 ↑ Fellowship
- Institutional ↑ Medical Student Involvement
 GME Restructuring
 CME Opportunities
- Community Outreach

Where to Start

Institutional Structure



(Follow the Money)

Institutional Structure



Institutional Structure



Institutional Structure



Institutional Structure

Clinic Model
Private Hospital → Contracted Services

Who

(Leveraging Relationships)

“There Are No Secrets”



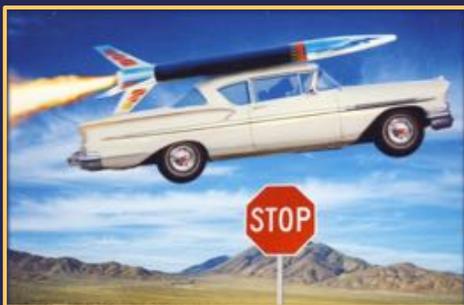
Who

Identifying Strategic Partners : Look Broadly

Who Are Your Competitors

Never Underestimate the Power of Face to Face Communication

Honor Your Commitments



Objectives

To provide participants with tools for developing a strategic approach to secure additional departmental resources based upon the following :
defining institutional structure and governance;
leveraging personal relationships and identifying new academic/clinical partnerships.