FORWARD has no finish line
Being Intentional About Your Financial Future

What does the future hold if you do not change?
Partnerships

Could result in additional resources for:

- Development of improved clinical standards and practices,
- More efficient operations from economies of scale,
- Improved documentation and billing,
- Shared administration and oversight,
- New business development,
- Increased capacity and
- **Financial security.**
Strategy

Survive  Sustain  Collaborate  Excel  Grow
Coming Soon.....
The Strategic Partnerships Network
A sneak peek.
Resources Available

- DEDICATED SUPPORT FROM CIBHS STAFF EVERY STEP OF THE WAY
- CIBHS IS PARTNERING WITH JIM CLARKSON - VIA POSITIVA
- TAILORED GUIDANCE FROM INDUSTRY EXPERTS
Strategy

Phase 1: What: Information Session CIBHS/SAPC

Phase 2: What: S.W.O.T understanding your value to the market & identify potential threats to success

Phase 3: What: High level analysis of options & partnership direction

Phase 4: What: Training and coaching to develop the "Corporate Book"

Phase 5: What: Skill development, Practice "pitching" to a potential partner.

Phase 6: What: Providers pursue a strategic alliance

September

November

February
Where to Begin?
Phase One - October

“A Holistic Approach to Strategic Partnerships”

• A Virtual Internal Scan
• Participant Activity to Explore Expectations, Needs and Vision for the Course
• Revenue, Sustainability and Expansive Vistas
• A Road Map of the Strategic Partnership Course
• The Three Paths to Sustainability and Growth
• The SWOT Analysis Overview

Assignment: SWOT Analysis
Who should participate?

• Executive Leadership Teams who are still struggling with adapting to the managed care environment of the DMC-ODS Waiver and are at-risk of going out of business.

• Executive leader Teams who want to build on their success to develop new business, reach a new population, expand staffing, and capitalize on partnerships and referrals that other partners may have.
Next Steps?
Attend an Information Session

Thursday, September 17, 2020  1:30 p.m. until 4:00 p.m.
Monday, September 21, 2020  1:00 p.m. until 3:30 p.m.
Wednesday, September 23, 2020  2:30 p.m. until 5:00 p.m.
Friday, September 25, 2020  9:00 a.m. until 11:30 a.m.

Registration information coming soon.

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