

Greeley HCPro | **MEDICAL STAFF INSTITUTE**

200 Hoods Lane
P.O. Box 1168
Marblehead, MA 01945

TEL 800/862-9516

FAX 781/639-0085

E-MAIL medicalstaffinstitute@greeley.com

WEB www.greeleymedicalstaffinstitute.com



WANT TO LEARN MORE?

To learn more about the Greeley Medical Staff Institute or The Greeley Company, please contact Stacey Koch, Client Relations Director, at 888/749-3054, ext. 3193, or skoch@greeley.com.

Working side by side to strengthen physician-hospital relations and medical staff effectiveness

SOLUTIONS TO YOUR MOST IMPORTANT PHYSICIAN-RELATED CHALLENGES

Do you struggle with ...

- Leadership turnover creating a lack of trained, knowledgeable leaders
- Ineffective peer review (OPPE and FPPE)
- Credentialing and privileging without meaningful competency data
- Lack of physician-hospital alignment
- Physician apathy, disengagement, and resistance to change
- Managing disruptive physician behavior
- ED call coverage conflicts

Treat the symptoms as well as the root cause

The root cause of all these struggles can often be traced to a common thread: physician leaders and hospital leaders are not working in harmony. But even if you educate and train physician leaders, implementing meaningful medical staff changes remains a daunting challenge. That's where membership in the Greeley Medical Staff Institute can help.

The Greeley Medical Staff Institute partners with medical staffs and hospitals across the country to bridge the gap between diverse groups to optimize physician-hospital relationships. Membership offers a flexible approach to working with your physicians and hospital leaders to identify and respond to your unique challenges, needs, and goals. With membership, you will receive:

- An ongoing relationship with your dedicated advisor, a Greeley Company senior physician consultant, who will work side by side with your physician and administrative leadership teams—getting to know your people, structure, systems, and challenges
- Personalized access to the expertise of Greeley's extensive network of experts, as your advisor draws on the appropriate people and tools to create and implement solutions tailored to your specific challenges
- Customized education and training that will help create consensus for change and implementation of practical and sustainable solutions

Tools to tackle your challenges + expertise to improve relationships = an effective medical staff

Want to learn more?

To learn more about the Greeley Medical Staff Institute or The Greeley Company, please contact Stacey Koch, Client Relations Director, at 888/749-3054 ext. 3193, or skoch@greeley.com.

Have an extensive, diverse network of experts at your disposal.

Through your Greeley Medical Staff Institute membership, a variety of industry experts will be available to help you:

- Train effective medical staff leaders
- Redesign and improve peer review
- Implement workable and compliant processes for OPPE and FPPE
- Improve credentialing and privileging
- Redesign medical staff bylaws
- Plan for strategic medical staff development
- Address ED on-call challenges
- Manage low-volume/no-volume providers
- Implement and develop service line strategies
- Optimize or create a hospitalist program
- Institute medical staff leadership mentoring and succession planning

Not every problem needs the same type of solution.

Membership doesn't provide a cookie-cutter program that a consultant delivers or prepackaged tools for you to implement on your own. Instead, this partnership offers a wide range of hands-on services and solutions for your various needs, including:

- Onsite and offsite consulting days with your dedicated advisor
- Additional consulting days with other appropriate Greeley experts
- Customized education programs
- Board, medical staff, and management retreats
- Comprehensive medical staff effectiveness assessments
- Online access to the Institute's extensive document library
- Monthly members-only e-mail newsletter
- Quarterly members-only audio and Web conferences on hot, current topics
- Medical staff bylaws annual reviews
- Preferred relationships for external peer review
- Online access to medical staff leadership core curriculum audio conferences
- Preferred pricing on Greeley and HCPro consulting services, national seminars, and products