

“but that’s the way we’ve always done it...”

That attitude doesn’t produce success in today’s volatile marketplace. Healthcare leaders must develop a plan of action for their organizations that addresses overcoming challenges and maximizes opportunities. Using the “same old” ideas that worked in the past won’t generate growth, profits and community respect in this new changing healthcare climate.

Dale Lind, consultant with Maun-Lemke LLC has over 40 years healthcare experience in executive management and operations. Dale is a master at facilitating planning processes and working with organizations to help them “flush out” a strategic direction, goals and implementation plans that are outcome-oriented and immediately actionable.



Utilizing Dale to help your organization position itself for continuing success is very cost-effective... even for the most prudent leaders. Here are 2 suggested consulting topics:

Think Strategic, Plan Smart, Act Now

To use a sailing illustration, “Any port will do if you don’t know where you’re going.” In today’s world, though the business climate can change daily, it is important to have a strategic plan to formalize a unified direction and organizational focus. Beginning with determining a precise definition of your mission, this planning process then asks the pertinent questions, “What do you produce?”, “What do you want to produce?” and “What can you do better than almost anybody else?” The results of this planning process will be a clearly stated goal-oriented Strategic Plan for your organization with built-in flexibility for inevitable changes.

This Board and executive management planning retreat is 2 days, but can be condensed to 1 day for smaller organizations. Dale recommends it be followed by 2 days of leadership strategy development meetings which may or may not be consecutive.

Focusing Your Message thru Process Analysis and Clarification

All organizations have an idea what services and products they want to deliver. Unfortunately, with the focus on **what** is to be delivered, often little or no time is spent planning **how** the services and products are delivered. Many processes continue to exist for no better reason than “That is the way we’ve always done it.” A process analysis program helps organizations identify what it is that they deliver in the form of services and or products, and provides an analysis of the steps in each delivery process. The outcomes of this initiative will be increased efficiency, enhanced service excellence and greater profits.

The brainstorming process takes one day, followed by a day for Dale to share his findings and discuss potential efficiencies, recommended opportunities and the development of an implementation plan.

Review Dale Lind’s Biography and References at <http://www.maunlemke.com> or call Kathy Cain at (800) 356-2233 for more information



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