

## Liaisons Move the Needle for Hospitalist Programs

Now that value-based reimbursement is a reality, the need to improve and grow hospitalist programs has never been more urgent.

### Our Experience

**200+**

Physician-Hospital Relations programs nationwide

**50+**

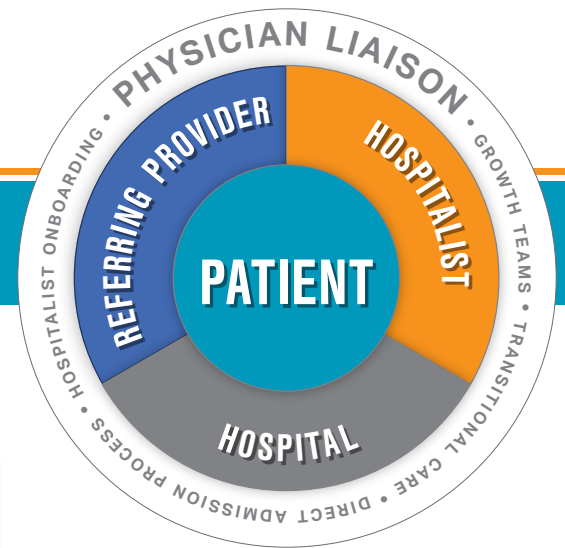
Inpatient LEAN growth teams launched

**250,000+**

Face-to-face calls on referring providers

### The Proof Is In

Professionally trained and managed liaison programs drive value for hospitalists, referring physicians and the patients they serve.



"Our liaisons have helped build stronger relationships with the referring providers and hospitalists. We couldn't do it without them!"

Hospitalist Physician

"The working relationship and level of access established with the hospitalist group is a seamless continuum of care for my patients."

Primary Care Referring Physician

"With the hospitalist physician liaison program in place, internal and external services of the health system now communicate effectively. Patient care and provider satisfaction are at an all-time high."

Hospitalist Team



#### PHYSICIAN OUTREACH

Professionally Trained & Managed Sales Teams:

- Strategic Growth
- Improve Communication, Collaboration & Engagement
- Remove Barriers
- Channel Timely Provider Feedback
- Increase Retention Through Onboarding & Mentorship

#### BENEFIT:

Strategic Growth & Improved Physician Relations



#### DATA-DRIVEN DECISIONS

Timely & Relevant Referral Data:

- Maximize Strategic Growth
- Define & Align Markets
- Retain Key Referral Sources
- Measure Results Consistently
- Respond Rapidly to Referral Leakage

#### BENEFIT:

Brings Focus to Activity & Quick Response to Referral Shifts



#### LEAN GROWTH TEAMS

Operational/Process Improvement:

- Teamwork, & Engagement
- Improves Throughput
- Unclogs ED
- Increases Direct Admissions Process
- Enhances Transition of Care & Post-Acute Care Facility Relations

#### BENEFIT:

Improved Teamwork, Access & Throughput

### Liaisons Serve Many Roles

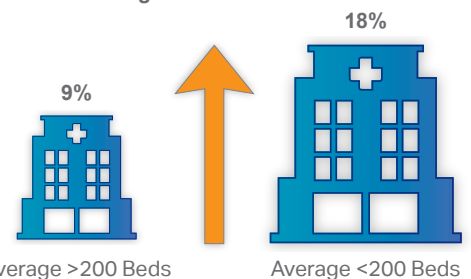
**Communication Coach:** Liaisons know the personality styles and practice needs of referring providers.

**Connector:** Coordinated face-to-face introductions, educational events and meetings in the field vastly improve the referring physicians' confidence and comfort level.

**Rainmaker:** Liaisons grow business fast by bringing clarity to the referral process and making it easier to use the hospitalist program.

### First Year Growth Results

Increased Strategic Admissions



### Physician Retention - Stop the Revolving Door

Reduced Turnover

