# Becoming A Leader of Character In a Changing Healthcare World

Leadership Forum | **January 20, 2017** The Blanton Museum of Art | Austin TX

hfma<sup>-</sup> south texas chapter healthcare financial management association



7 CPE Credits

# AGENDA AT A GLANCE

8:00am – 9:00am	Registration & Breakfast			
8:30am – 9:45am	<b>Becoming A Leader of Character</b> Presented by Dave Anderson, President, Anderson Leadership Solutions			
9:45am – 10:35am	Sustainability in an Ever-Changing Landscape Presented by Brittani Bilse, Principal, Brittani Bilse Consulting, LLC			
10:35am – 10:50am	Break			
10:50am – 11:40am	<b>Creating Sustainable High-Reliability Operations: A Systematic</b> <b>Approach</b> <i>Presented by Richard Greenhill, President, Innovative Improvement</i> <i>Solutions, LLC</i>			
11:40am – 12:30pm	Lunch			
12:30pm – 1:45pm	Humanizing Analytics in Population Health: Do You Know Joe? Presented by Ken Erickson, CEO, Health Lumen			
1:45pm – 2:45pm	Revenue Portfolio Design and Care Transformation: or How I Learned to Love Bundles Presented by Bill Hannah, Partner, DHG Healthcare and Heather Spillman, Senior Manager, DHG Healthcare			
2:45pm – 3:00pm	Break			
3:00pm – 4:00pm	MACRAnomics: Patient-Level Economics and Strategic Implications for Providers Presented by Brad Helfand, Managing Director, HealthScape Advisors			
4:00pm – 5:00pm	Blanton Museum Tour			
5:30pm – 7:30pm	Reception & Networking – With Special Thanks to our Reception Sponsor: Health Lumen			

## For More Information, Visit Our Website: http://stxhfma.org

# **Becoming A Leader of Character** In a Changing Healthcare World



### 8:00am – 9:00am Registration & Breakfast

### 8:30am – 9:30am Becoming A Leader of Character Course#: 170101 CPE: 1.5 Level: Entry Prerequisites: None

Leadership is a blend of competence and character. While competence is the primary focus of most management schools, books, and seminars, character is rarely addressed. Yet most individuals and leaders don't fail because they don't know WHAT to do or HOW to do it. They fail because they make poor choices when their character is tested. If the topic of character is mentioned, leaders are told they need to have character, but no one talks about how to get character.

How do you develop your character and the character of the people you are responsible for leading at work and at home? Courage, Humility, Integrity, Selflessness, Duty, and Positivity are the essential Habits of Character a leader and a team can and must develop. This course presents a clear path anyone can follow that will change their leadership and the direction of their teams by becoming a Leader of Character.



### Dave Anderson, President, Anderson Leadership Solutions

Dave spent 20 years in a multi-national Fortune 50 healthcare company. He spent 15 years in various leadership positions earning that company's highest sales leadership award 4 times in an 8-year period with three different teams in three different marketplaces. Dave has authored more than 400 articles on leadership and character growth.

### 9:30am – 10:35am

### Sustainability in an Ever-Changing Landscape Course#: 170102 CPE: 1.0 Level: Entry Prerequisites: None

With changes expected on the federal level, what can Texas providers expect related to supplemental payments and the 1115 Waiver, set to expire 12/31/2017. C-Suite level leaders who are seeking sustainable financial options should attend in order to better prepare for options in the coming year as it relates to changes in Medicaid Finance.



### Brittani Bilse, Principal, Brittani Bilse Consulting, LLC

Bilse served the State of Texas in offices of the highly prestigious and powerful Senate Finance Committee under the leadership of Chairman Steve Ogden; the Public Health Committee under the leadership of Chairwoman Lois W. Kolkhorst; the Office of the Honorable Kevin Eltife; and the Texas Health and Human Services Commission (HHSC) under the direction of then-Commissioner Albert Hawkins. Since opening her private practice in May of 2012, Bilse represents, consults, and lobbies for health and human services providers and other stakeholders with HHSC and the Texas Legislature. A native Texan, Bilse lives in Austin, Texas, with her husband Corey, two sons Brady and Charlie, and daughter Tilly Jane.

### 10:35pm – 10:50pm Break

 10:50am – 11:40am
 Creating Sustainable High-Reliability Operations: A Systematic Approach

 Course#: 170103
 CPE: 1.0
 Level: Intermediate
 Prerequisites: None

The change environment in healthcare signals a need for strategies to sustain operational viability while continuing to improve and transform. Principles of high-reliability can be highly effective to build operational resilience, drive continuous transformation, and improve financial and patient outcomes. This session will conclude with review of an actual case study. This discussion will give attendees information and practical ways to approach creation of high-reliability.



### Richard Greenhill, FACHE, CPHQ, President, Innovative Improvement Solutions, LLC

Richard brings more than 24 years of experience in healthcare operations from the frontline to executive level in federal, for-profit, and not-for profit sectors. His specialties include Delivery System Transformation, Change Management, Quality Management, Clinical Integration & Redesign, Portfolio, Program, and Project Management. Greenhill has led numerous engagements including system care management redesign; emergency room-laboratory optimizations; value-stream events; kaizen events; large implementations, and numerous rapid improvement design sessions. With each engagement or project, his leadership resulted in transformation and quantifiable sustained improvement.

### 12:30pm – 1:45pm

# Humanizing Analytics in Population Health: Do You Know Joe?Course#: 170104CPE: 1.5Level: IntermediatePrerequisites: None

You will learn how understanding consumer data activates individuals towards better health and wellness and how you can leverage that for revenue opportunities. Anyone who is taking risks in healthcare reimbursement should attend. The benefit is knowing the benefit of consumer data and how to make it profitable.



### Ken Erickson, CEO, Health Lumen

An accomplished executive and entrepreneur, Ken is a leader in startup ventures, consultant/broker relationships, employer benefit design, risk based and bundled network development and contracting. He as a proven history of success in increasing profitability, improving performance, and cultivating productivity in sensitive, fast-paced environments in highly competitive industries.

1:45pm - 2:45pmRevenue Portfolio Design and Care Transformation: or How I Learned to Love Bundles<br/>Course#: 170105CPE: 1.0Level: Intermediate/AdvancedPrerequisites: None

In the session, we will introduce the concept of Revenue Portfolio Design and it's use in Transformational strategy development. We'll discuss the impact of Episodic Payment Models and present lessons learned from over 100 clients currently managing episodic payments. Attendees should include C-Suite executives engaged in the transformation of their organization to match the evolving industry.



### Bill Hannah, Partner, DHG Healthcare

As a principal with DHG Healthcare, Bill currently acts as the firm's practice leader for the Healthcare Alternative Payment Model and Financial Modeling Practice. He also serves as the Partner in Charge for the Healthcare practice in the Southwest. His professional career spans over 30 years in the healthcare industry, he has held leadership roles with various firms and clients, and he is a member of DHG's Healthcare Steering Committee. Prior to joining DHG Healthcare, Bill served as a partner in the healthcare practice of an international professional services firm and he served as the CFO for a fully integrated cardiovascular physician practice employing over 135 cardiologists. At DHG Healthcare, he led the development of the Revenue Cycle and Compliance practice and was instrumental in developing the firm's thought leadership and approach related to Risk Capability and revenue transformation. Bill regularly assists his clients in navigating the challenging and difficult transition to alternative payment models and is a highly regarded and sought-after speaker on topics such as: "Revenue Portfolio Design for Healthcare Providers"; "Transparency in Healthcare Pricing"; "Operationalizing the Proposed MACRA Regulations"; as well as other topics related to the ongoing transformation in the industry. Through his expertise and industry experience, Bill continues to be actively engaged in leadership initiatives at DHG Healthcare.



### Heather Spillman, Senior Manager, DHG Healthcare

Heather has more than 12 years of concentrated consulting experience in regulatory compliance, strategic planning, and organizational transformation. She has managed engagements across public and private sector clients, focusing on strategy, program management, change management, and a variety of disciplines. Heather specializes in creating and deploying Program Management Offices (PMO) and currently serves as the National PMO lead for DHG Alternative Payment Model (APM) solutions, a service line within DHG's national healthcare practice. She is a leader within DHG's Innovation Acceleration Experience (IAE) team, working with clients to develop and deploy accelerated solutions to complex business opportunities.

2:45pm – 3:00pm	Break
3:00pm – 4:00pm	MACRAnomics: Patient-Level Economics and Strategic Implications for Providers Course#: 170106 CPE: 1.0 Level: Intermediate Prerequisites: None

Moving forward, organizations should recognize that:

1. MACRA is significant and transformative; risk is a matter of when, not if, and providers face a critical decision point.

- 2. MACRA serves as a catalyst and establishes principles that will drive providers to establish a Senior Markets Strategy and harmonize this strategy across payers.
- 3. Execution on strategy requires an understanding of the new patient economics both currently and in the longer term.



#### Brad Helfand, Managing Director, HealthScape Advisors

Brad participates in a diverse number of strategic and operational client engagements. His areas of expertise include enterprise growth and financial planning, service line distribution for integrated delivery networks and health reform preparedness for emerging payment models, population health management and insurance exchanges. Brad graduated from an accelerated BA/MA program at Northwestern University in Evanston, IL, earning an MA in sociology with a concentration in organizational behavior and a BA with a double major in political science and sociology. Additionally, he completed an MPH in health policy and administration from Yale University in New Haven, CT, where he also served as book review editor for the Yale Journal of Health Policy, Law, and Ethics. Brad also holds a graduate certificate in integrated marketing from the University of Chicago. He is a current fellow of the American College of Healthcare Executives and an active member of the Healthcare Financial Management Association.

### 4:00pm – 5:00pm Blanton Museum Tour

5:30pm <u>– 7:30pm</u>

### **Reception & Networking**

With Special Thanks to our Reception Sponsor: Health Lumen

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OMING ENTS	Healthcare Landscape 2017	February 24, 2017	St. George Maronite Center	San Antonio, TX
	Texas State Conference	March 26-28, 2017	Hyatt Regency	Austin, TX
	Annual Spring Institute	May 21-23, 2017	Embassy Suites	San Antonio, TX

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