

Supporting Health System Change

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How To Start Building Value

Be transparent, what you know and most importantly what you don't

Communicate proactively & timely

Stop saying it's "proprietary" – b/c its often not; we do often get insights if not from you – your competitors

Understand, understand, and understand

Ask open-ended questions

Bring Value – Create it – even when its not in front of you...

Lead with insights!

Make the conversation **collaborative**

Follow up and **follow through**



Thank you for watching!

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