

Obtaining Leadership Buy-In

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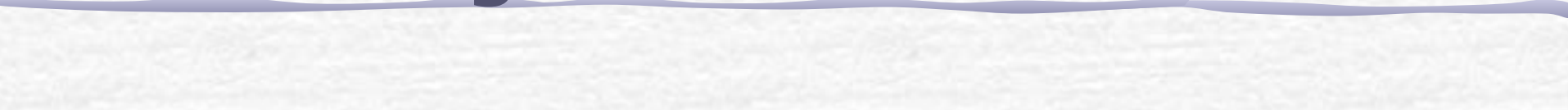
Richard G. Lugar Center for Rural
Health



RICHARD G.
LUGAR CENTER
FOR RURAL HEALTH




HISTORY

- **1976 Union Hospital Residency**
 - **1992 Accredited Rural Training Track**
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Founded on Three Principles

- 1) **Innovative Rural Curriculum**
 - 2) **Multidisciplinary**
 - 3) **Access to Technology**
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Leadership Buy-In

➤ The Players

- **CEO, CFO, sometimes board of directors**
 - **Physicians!!!**
 - **Nurses, other providers, clinic administrators**
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Required Homework

- ✔ **Visit other sites (ideally with leadership)**
 - ✔ **HIP meetings (ideally with leadership)**
 - ✔ **Accurate costs and budget**
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Honesty

- ▮ **Doesn't save money for the first two years**
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What Your Leadership Wants To Hear

- ✔ Fewer mistakes**
 - ✔ Decreased liability**
 - ✔ Less dictation**
 - ✔ Better coding**
 - ✔ Eventually lower cost**
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