



REGISTER NOW

Meeting the Retail Health Care Imperative

Webinar #081115P-NE

DATE AND TIME

August 11, 2015

1:30 p.m. - 3:00 p.m. CT

OVERVIEW

Armed with new quality and pricing data, consumers are beginning to approach health care purchasing as they do other retail experiences. At the same time, hospitals and health systems face new competition from companies with strong retail presence, such as Walgreens and Target. This webinar will show providers how to develop clearly defined consumer-centric ambulatory and virtual strategy to attract and engage these cost-conscious consumers and to maintain relevance and market share in the increasingly retail-focused environment.

TARGET AUDIENCE

CEOs, COOs, CFOs, board members, department leaders, marketing/public relations and strategic planning.

OBJECTIVES

- Describe the current state of health care's retail landscape.
- Identify the key factors of market success in retail health care and describe the components of a successful retail strategy.
- Analyze an organization's infrastructure needs and market-specific risks for the new retail/ambulatory environment.
- Identify leadership strategies for building organization-wide buy-in to the retail business model.

FACULTY

Dan Clarin, CFA, Vice President
Kaufman, Hall & Associates, LLC

Dan Clarin is a Vice President in Kaufman Hall's Strategy practice, where he provides integrated strategic and financial planning advisory services for a wide range of clients, including regional health care systems, academic medical centers, and

community hospitals. Mr. Clarin's responsibilities focus on market development and growth strategy, strategic partnership analysis, population-driven demand, and retail, outpatient and consumer health-centric delivery strategies.

Prior to joining Kaufman Hall, Mr. Clarin worked as a Manager of Finance at Walgreens, where he was responsible for strategic business case development and line-of-business budgeting, forecasting, and financial analysis. Mr. Clarin is a frequent speaker at national and regional professional meetings and has authored numerous articles for national trade journals. He holds a B.A., cum laude, in economics from Colgate University, and is a Chartered Financial Analyst (CFA) charter-holder, as designated by the CFA Institute.

Jason O'Riordan, MBA, MHSA, Vice President
Kaufman, Hall & Associates, LLC

Jason O'Riordan is a Vice President in Kaufman Hall's Strategic Financial and Capital Planning practice. His responsibilities include financial and capital planning support for hospitals and health systems nationwide. Before joining Kaufman Hall, Mr. O'Riordan worked at The Advisory Board Company, where he conducted best practice and strategic research for provider clients. He also has held roles at McKinsey & Company and the Mayo Clinic.

Mr. O'Riordan has an M.B.A. with high distinction and a M.H.S.A. from the University of Michigan. He received a B.A. in economics with distinction from Stanford University.

PRICE

\$195 per connection.

Note: The fee is for one phone line with unlimited participants. For example, 10 employees can participate for only \$19.50 each!

**For more
information
contact:**

Jon Borton, Vice President, Educational Services
Nebraska Hospital Association
3255 Salt Creek Circle, Suite 100, Lincoln, NE 68504
(402) 742-8147 Direct • (402) 742-8191 Fax
jborton@nebraskahospitals.org • nebraskahospitals.org

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