

NHA WEBINAR

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Building an Effective Hospitalist Recruitment Program: Practical Tips for Hospitalist Leaders

Webinar #071410-NE

DATE AND TIME

July 14, 2010

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

OVERVIEW

This program will help participants in understanding their own target candidates, including consideration of physicians who require visa sponsorship. The program will define recruitment team roles and processes, identify sourcing strategies and provide tips for assessing candidates. Also covered will be the interview process, legal and immigration issues, and how to "close the deal."

TARGET AUDIENCE

CEOs, CFOs, COOs and recruiting directors.

OBJECTIVES

Upon completion of this Webinar, attendees will be able to:

1. Understand how to know if a candidate is for their hospital.
2. Establish a high performance hospitalist recruiting team.
3. Design and implement an effective candidate sourcing strategy.
4. Refine (or rebuild) their interview process to improve their interview/hire ratio.
5. Understand the legal implications of recruitment strategies including immigration issues.
6. Implement successful negotiating and closing strategies.

FACULTY

Kirk Mathews, CEO & Founder

Inpatient Management Inc.

With more than 20 years of experience in the health care

industry, Kirk Mathews is knowledgeable in management, sales, operations, recruitment strategy, physician compensation and benefits planning. He is committed to high quality health care services in hospitals and health systems, particularly in rural America where he began recruiting physicians two decades ago.

As the CEO & founder of Inpatient Management, Inc., Mr. Mathews works with clients in a variety of geographic settings including large metropolitan hospitals, academic medical centers, community hospitals and small Critical Access Hospitals. He is a Member of the Society of Hospital Medicine (SHM) and serves on the SHM Public Policy and Practice Management Committees. His roots in rural health care provide him with a strong foundation for advocacy in regard to improving hospital performance. He is an original member of The Phoenix Group, a hospitalist industry think tank, and a member of the American College of Healthcare Executives.

Brad Sandler, Attorney

Stinson, Morrison, Hecker

Brad Sandler is an attorney with Stinson, Morrison, Hecker in the General Business Division. Prior to joining the firm, he was with the law firm of Blumenfeld, Kaplan & Sandweiss. Mr. Sandler counsels individuals and businesses on a variety of federal issues such as estate tax, income tax, securities laws and immigration, as well as provides general business and corporate advice. In the immigration area, his practice is focused in the area of employment related visa, both temporary and permanent, working with the manufacturing, software industries, research scientists, physicians, teachers and business executives.

PRICE

\$195 per connection.

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@nhanet.org • www.nhanet.org

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