

Healthcare Leaders Discover Solutions to Unprecedented Financial Pressures

Rapid Strategic Growth and Sustainable Financial Health Always Begin with a Robust Assessment

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EINPresswire.com/ -- Labor shortages, inflation, market disruption and a new post-pandemic competitive landscape place unprecedented financial pressure on hospitals, health systems and other healthcare organizations.



In a study prepared at the request of the American Hospital Association, KaufmanHall reports:
37% decrease in margins relative to pre-pandemic levels
53% of hospitals will experience negative margins

\$135 billion increase in expenses over last year's levels

“

In 100% of our assessments, we uncover substantial near-term strategic growth opportunities”

*Tammy Tiller-Hewitt, FACHE,
CEO, Tiller-Hewitt HealthCare
Strategies*

Healthcare leaders are looking for solutions that will counteract these trends with rapid yet strategic growth. That requires engaging the right stakeholders, asking the right questions, and preparing the organization to rapidly achieve and sustain measurable results with the right solutions.

Through their [Strategic Growth Readiness Assessment](#),

Tiller-Hewitt HealthCare Strategies helps organizations shift their mindset from cutting to growing - by delivering the industry leading process for assessing, developing and implementing successful, rapid strategic growth programs.

“In 100% of our assessments, we uncover substantial near-term strategic growth opportunities,” said Tammy Tiller-Hewitt, FACHE, CEO of Tiller-Hewitt HealthCare Strategies. “Our team delivers the data, structure and resources to generate strategic, rapid impact growth by finding hidden capacity, eliminating barriers to access, mitigating leakage and generating strategic referrals.”

“Tiller-Hewitt energized our team to gain early buy-in and spark collaboration,” said Darcy Craven, President and CEO of Archbold Medical Center. “They helped us quickly identify and eliminate access and capacity barriers, then develop and execute rapid growth strategies that [produced immediate results](#). We’re now equipped with better tools and hardwired as an organization driving sustainable strategic growth.”

“The Strategic Growth Readiness Assessment tells us the “what and the why” of our client’s strategic growth challenges, and our growth strategy development and implementation support delivers the “how” for achieving strategic, rapid-impact results and moving forward on the path to strategic growth,” said Thomas Tiller II, COO of Tiller-Hewitt HealthCare Strategies.

The process starts with asking the right questions through extensive data analysis, stakeholder surveys and interviews that engage key physician, leadership, clinical and operational stakeholders. Tiller-Hewitt then delivers quantitative and qualitative insights and solutions related to:

- Access, Capacity and Throughput
- Transition of Care Process
- Referral Data and Utilization
- Care Consolidation / Outmigration
- Referral Process and Workflow
- Geographic Footprint
- Marketing / Referral Tools
- Physician Liaison Program / Team Competencies

Tiller-Hewitt HealthCare Strategies is recognized nationwide for 21 years of experience delivering rapid impact strategic growth and measurable results for hundreds of organizations nationwide. Through the [Year of the Leader series of webinars, podcasts and workshops](#) the healthcare industry has access to insights and experience shared by leaders of healthcare organizations on a full spectrum of leadership topic:

LEADERSHIP WEBINAR SERIES

Accepting registration:

- Top Alarming and Amazing Leadership Lessons - December 7th - 11 a.m. - 12:30 central

Replays available:

- Physician Retention Strategies that Work
- Tackle Your Top 2022 Leadership Challenges
- The Reason Your Growth Strategies Fail
- BURNOUT - Rescue Your Physicians and Yourself

OUTREACH/LIAISON TEAM LEADER TRAINING

Register for November 8-9, 2022 workshop

LEADERSHIP LENS PODCAST SERIES

This on-demand series delivers C-level insights in a lively, casual podcast format. Each 20-to-30 minute podcast features an experienced leader engaging in a candid conversation with Tammy Tiller-Hewitt about the good, the bad and awesome lessons learned while leading organizations. Topics are available on-demand with new podcasts added monthly:

Leadership: Removing the Guess Work

Leading with Transparency: Embracing Crucial Conversations

Leading with Intention: Game-Changing Leadership Ideas

Leading in All Seasons: The Mind-Numbing Pace of Transformation

Leading Physician Networks: Building Physician Groups that are Strategic Assets

Leading Under Fire: The Surprising Leadership Secret

Leading a Multi-Site Ambulatory Organization: Leadership Lessons Learned Early

Leading Growth in a Niche Delivery System: The Future of Women and Medicine

Leading "Smart" Growth: Looking at the Now, Near and Far

Leading Today's Physicians: The Truth - The Whole Truth

Featured executives include the following seasoned leaders, with more to be added through the year:

Amy Ballance, Director, Strategic Planning of BJC HealthCare

Charles Callahan, PhD, FACHE, President of Memorial Health Hospital Group and President and CEO of Springfield Memorial Hospital

Christina Carney, FACHE, Chief Operating Officer of Shawnee Health Service

Jim Carter, Senior Vice President and Chief Operating Officer of Archbold Medical Center

Chris Klay, President and CEO HSHS St. Elizabeth's Hospital

Darcy Craven, President and Chief Executive Officer of Archbold Medical Center

The late Mike Finley, MD, Chief Medical Officer, System Medical Director and Designated Institutional Official of CHRISTUS Health

Michael Frisina, PhD, Chief Executive Officer and Founder of The Frisina Group and The Center for Influential Leadership

Kim Grant, Pediatric Growth Strategist and Onboarding Specialist of Tiller-Hewitt HealthCare Strategies

Devon Hyde, President and Chief Executive Officer of Lake Charles Memorial Health System

Karen Kleinman, Practice Director and Family Integration Coordinator, Memorial Medical Group

Diane Maas, Chief Strategy and Digital Growth Officer of Beacon Health System

William Mahoney, President of Cox Medical Center Branson and Senior Vice President of Community Hospital Group

Cameron McGregor, MSN, RN, FACHE, Chief Growth Officer of Ms.Medicine

David Miller, FACHE, Founding Partner of HSG Advisors

Michelle Mudge-Riley, DO, MHA, GCDF, Onboarding Physician Coach/Mentor of Tiller-Hewitt HealthCare Strategies

Frank Sawyer, Senior Vice President, Operations of Trinity Health - St. Joseph Oakland

Steen Trawick, MD, Chief Executive Officer/Chief Medical Officer of CHRISTUS Shreveport-Bossier

Thomas Tiller II, Chief Operating Officer of Tiller-Hewitt HealthCare Strategies
Tammy Tiller-Hewitt, FACHE, Chief Executive Officer of Tiller-Hewitt HealthCare Strategies

About Tiller-Hewitt HealthCare Strategies:

For 21 years, Tiller-Hewitt HealthCare Strategies has partnered with healthcare organizations to consistently deliver strategic growth and measurable results. Tiller-Hewitt designs and executes high-performance programs that drive strategic growth, network optimization, and physician retention for hundreds of health systems, hospitals, population health and provider organizations nationwide.

Tiller-Hewitt delivers rapid, measurable return on investment by working as partners with leadership, operations and physician outreach/liaison teams to hardwire a collaborative culture. Together we build and execute strong strategic growth programs on the Tiller-Hewitt Pillars: Systems, Data and People.

Access the full range of Tiller-Hewitt's key strategic growth programs, services and resources at tillerhewitt.com/services.

SOURCE: [https://www.kaufmanhall.com/sites/default/files/2022-09/KH-Hospital Finances Report-Fall2022.pdf](https://www.kaufmanhall.com/sites/default/files/2022-09/KH-Hospital%20Finances%20Report-Fall2022.pdf)

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