

"No vision ever grows great until it is focused, dedicated and disciplined."

-Anonymous



**Physician Relation/Sales
Physician Retention
Physician Recruitment**

- Strategic design
- Needs assessment
- Physician business planning
- Job descriptions
- Performance standards and compensation
- Hands-on recruitment support
- Staff development
- Database tracking and support
- Measurement models
- Training: classroom and field



experience. insight. impact.

How do you grow healthy physician relationships?

Referrals are essential nutrients to growing any business – especially in this competitive healthcare industry. And, a key supplier of those nutrients is the physician. But how do you reach this valued resource – effectively? That's where Corporate Health Group can help. We specialize in customized program development for sales and service and physician recruitment. We help you build and maintain relationships with the medical staff you work with frequently and those you want to work with more often.

A Distinct Perspective

From a community hospital to a large academic medical center, every need is distinct. So is the way we work. We help you take a step back. See things from a different perspective. Get inside the referring physician's head. Uncover strategies and solutions that work for you.

Let's say you have a limited budget. Where should you focus? On the doctors who already give you business? The ones who don't or the ones who could give you more? We work with you to uncover the answers – and help you put them into action.

Speaking Their Language

Physicians have messages coming at them from all directions. How can you get them to send referrals your way? How can your message stand out in the forest? And what about your physicians relations staff? How are they trained? What's their skill set? How can you track their effectiveness?

Get the answers you need to grow healthier relationships. Contact us today for a complimentary one hour consultation.