



BUILDING STRONGER PHYSICIAN RELATIONSHIPS DURING CHALLENGING TIMES AND CHANGE

As a follow up to the 2019 census building training program, Linda returns in 2020 to help navigate the current physician landscape and sharpen members' sales skills as they enter this new decade of health care change. This highly interactive program is not for the passive learner...so be prepared to share physician-related obstacles that are impacting organizational performance and/or reaching targeted goals.

Presented by:

Linda Saunders, LNHA
Founder/President
Censusolutions

Who would benefit from this workshop?

- Executive Directors
- Administrators
- Business Development Leaders
- Marketing Directors
- Clinical Liaisons
- Case Managers
- Admissions Coordinators

Registration Fee	LeadingAge Ohio Member	Non-Member
	\$100	\$250
Fee includes lunch, materials, and continuing education hours.		



Online registration is required when paying by credit card.
Visit www.LeadinAgeOhio.org



Mail registration and payment to:
LeadingAge Ohio
2233 North Bank Drive
Columbus, OH 43220

Please make
check or money order payable to:
LeadingAge Ohio



Click on Education and Events; select date and event, click link to register.

4.0 clock hours will be awarded upon successful completion. Criteria for successful completion: Attendance at the entire event.

LeadingAge Ohio is an approved provider by the Board of Executives of Long Term Services and Supports. Core of knowledge subject area: Management and Leadership

As stated in the Ohio Administrative Code 4723-9-05, education that has been approved by a board or an agency that regulates a health care profession in Ohio or another jurisdiction is an acceptable option to meet nursing continuing education requirements.

Substitution and Cancellation Policy:
Substitutions, in writing, are welcome at no additional cost. Cancellations received by two calendar weeks prior to event date will be fully refunded. Cancellations received between 7 and 13 days prior to the event date will be refunded minus a \$40 processing fee. No refunds will be issued 6 or fewer days prior to the event date.

March 10, 2020

10:00 am - 2:30 pm

(Registration begins at 9:30 am)

LeadingAge Ohio

2233 North Bank Drive
Columbus, OH 43220

REGISTRATION INFORMATION

Name (Last, First)	
Organization	
Professional Licensure/Credentials	
Title	
Address	
City	
State	Zip
Phone/Cell Phone (circle one)	
E-mail (required for receipt of confirmation)	
Emergency Contact Name	
Phone	
Please indicate any special needs, ADA requirements, dietary needs or food allergies.	

Your registration will be complete upon receipt of this form and payment. All registrants will receive an email confirmation. If you do not receive a confirmation, please contact Corey Markham at (614) 545-9015 or cmarkham@leadingageohio.org.