

Forum for Healthcare Strategists 25th Annual Healthcare Marketing & Physician Strategies Summit

April 5 – 7, 2020 • The Cosmopolitan of Las Vegas



CALL FOR SPEAKERS

The **Healthcare Marketing & Physician Strategies Summit** is an opportunity to share “best practices” and network with colleagues from hospitals, health systems, academic medical centers, medical groups, integrated networks, and health plans. The 2020 Summit continues a 25-year tradition of identifying important healthcare marketing and physician relationship challenges and tackling them head-on. More than 850 executives are expected to attend. **Join us in our 25th Celebration, and help us shape this premier Summit for senior-level healthcare marketing, strategy, and physician relations executives!**

Topics of Interest Include:

Strategic Marketing

Patient Acquisition & Growth Strategies
Mergers, Affiliations & Health Plan Partnerships: Strategy & Marketing
Ambulatory Care, Telecare & Retail Strategies
Innovation: Improving Access, Convenience & Service
Market Research & Consumer Insights
Service Line Strategies
Replicating Accountable Care & Population Health Models
Marketing Audits/Marketing Plans/Reassessing Your Marketing Department

Analytics, Data & Measurement

Artificial Intelligence & Machine Learning
Big Data Analytics/Business Intelligence
CRM/PRM: Fundamentals & Innovative Uses
Data Mining & Targeted Business Development
Marketing Automation
Predictive Analytics & Propensity Modeling
Marketing Metrics & Analytics: Measuring Performance & ROI
Data-Driven Marketing & Communications/Precision Marketing
Scorecards & Dashboards: Reporting Marketing Results
Block Chain Technology: Implications for Healthcare

Interactive & Digital Strategies

Patient Journey Mapping
Contact Center/Call Center Strategies
Transparency, Ratings & Reputation Management
Digital Marketing: SEO, SEM, “Near Me” Search
Developing & Implementing a Mobile Strategy
Content Marketing/Content Strategy
Social Media, Video & Interactive Tools
Social Networking/Online Communities
Patient Portals/Online Appointments/ eVisits
Improving Online Experience: Personas, Design & Usability
Website Redesign
Voice Search/Chatbots/AI

Customer Communication & Engagement

Branding/Rebranding
After the Merger: Shaping the Culture
Creative Approaches to Messaging
Personalized Marketing
Wellness Approaches & Population Health
Innovative Advertising Strategies
Garnering Internal Support/Selling Your Ideas
Internal & External Communication
Crisis Communication/Management
Improving Customer/Patient Experience
Introducing Humor Into Your Organization

Physician Marketing/Physician Strategy

Marketing To, With & For Physicians
Practice Marketing/Marketing Employed Physicians
Physician Search/Physician Directories/Online Ratings
Co-Marketing/Branding
Messaging Strategies
Outreach, Communications & Education
Physician Employment: Success Strategies
Transitioning to Value-Based Models
Adapting to New Payment Models
Network Development, Alignment & Growth
Recruitment, Retention & Onboarding

Physician Relations & Sales

Referral Leakage & “Keepage”
Referral Development
ROI & Dashboards: Tracking, Reporting & Measuring Impact
Evolving Role of ACOs & Clinically Integrated Networks
Sales Tactics & Management
Physician Satisfaction, Experience & Loyalty

Other session suggestions are encouraged!

Questions? Call 312-440-9080, ext. 24

Summit Sponsor:

The Forum for Healthcare Strategists is a professional membership organization formed by a distinguished group of senior healthcare strategists seeking an opportunity to collectively examine current and future strategies for the delivery of healthcare. A leader in educational programming, the Forum continuously monitors today’s critical issues and examines the strategies vital to the success of healthcare organizations.

Presentations Must Meet the Following General Criteria To Be Considered:

- Advanced strategies, targeted to a **senior level** audience.
- Current project in place with **reportable results**, rather than recently implemented projects. Sessions focused on advanced strategies and/or emerging technologies are of interest.
- **Original material** unencumbered by copyright, trademark, or intellectual property restrictions.
- **Should include at least one presenter from a provider organization; proposals that include only consultants, vendors, or agencies are very rarely accepted.**
- Sessions must be **educational in focus** and should not focus on proprietary technologies, strategies, or systems.

Submission Deadline: Proposals must be received by **Friday, August 23, 2019**. Accepted presenters will be notified via email by late December.

APPLICATION TO PRESENT

25th Annual Healthcare Marketing & Physician Strategies Summit • April 5-7, 2020

PRIMARY CONTACT INFORMATION (all communications will be sent to the primary contact)

Name		
Title	Organization	
Address		
City	State	Zip
Phone	Fax	
Email		

CO-PRESENTERS (if applicable)

Name	Title
Organization	City/State
Name	Title
Organization	City/State

Presentation Format (please check one)

- Strategy Session Pre-Summit Workshop
 Case Study Panel Discussion

Presentation Level (please check one)

- Basic Intermediate
 Advanced

Presentation Length (please check one)

- 75 minutes Half-day (2.5 hours)

Presentation Track/Category

(please check the most applicable category)

- Strategic Marketing
 Customer Communication & Engagement
 Interactive & Digital Strategies
 Analytics, Data & Measurement
 Physician Relations & Sales
 Physician Marketing/Physician Strategy

Enclosure Check List

To be considered, you must attach the following:

- ✓ Proposal Title Page with session title and contact information for all presenters (name, title, organization, address, phone, email)
- ✓ 50-75 word abstract of presentation
- ✓ 3-5 learning objectives
- ✓ Description of your employer organization(s)
- ✓ Biographical briefs for all presenters

Handouts

All presenters are **required** to provide an electronic copy of their PPT, which will be posted for attendees to access/print prior to the Summit. **PPTs MUST be received by March 9, 2020.**

Discounted Conference Fee

Faculty will receive a discounted registration fee of \$295 for the Summit and \$50 optional registration fee for the Pre-Summit Strategy Sessions. All other expenses are the responsibility of the individual.

AFFIRMATION OF COMMITMENT (signature of primary contact required)

If the proposal is accepted, I agree on behalf of myself and my co-presenters to meet all deadlines established by the Summit sponsor, the Forum for Healthcare Strategists. **I agree not to change content or presenters without the express written consent of the Forum. I agree that I will not present the session at another conference or as a webinar or podcast prior to the 2020 Summit.** I understand that I am responsible for all costs of the presentation, including travel, hotel, per diem, and the \$295 registration fee for the Summit and \$50 optional registration fee for the Pre-Summit Strategy Sessions. I grant the Forum the right to audiotape and distribute the presentation and handouts, for profit or otherwise.

Signature of Primary Contact _____ Date _____

Apply online at healthcarestrategy.com/summit/2020CallforSpeakers or return application with all required enclosures to kattreau@healthcarestrategy.com. If you have questions, please call 312-440-9080, ext. 24.

IMPORTANT: Have you given, or will you be giving, this presentation at another educational conference OR as a webinar or podcast?

Yes No If yes, where and when? _____