

THE RINER GROUP  
CONSULTANTS TO THE  
HEALTHCARE COMMUNITY

Strategic Planning

Market Analysis/Feasibility Studies

Physician Leadership

Marketing/Business Development

Contracts/Negotiation/Compensation Modeling

Quality Enhancement

Program for Hospitals, Health Systems and  
Medical Practices

Physician Hospital Alignment

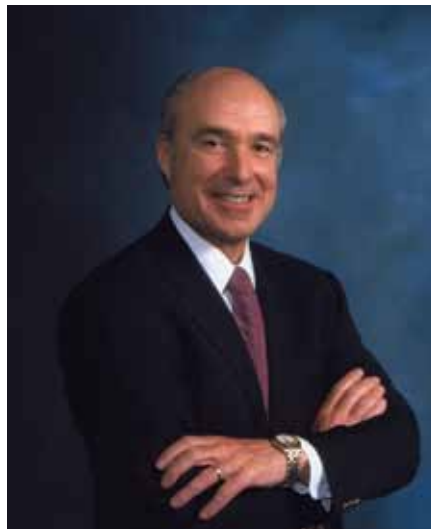
Coaching /Mentoring

Programs for Healthcare Executives

Educational Forums

Board Education

Governance & Management Structure  
for Medical Practices



Dr. Riner



CONTACT A REPRESENTATIVE TODAY



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HEALTHCARE LEADERSHIP  
*Business Development*

# PHYSICIAN LEADERSHIP PROGRAM

Our **PRIORITY** . . .  
*excellence in the  
business of medicine.*

Our **SPIRIT** . . .  
*superb patient care.*



The Riner College brings together healthcare leaders, practitioners, and industry experts to engage in a discussion of the issues and challenges they encounter today. Each of the four-hour sessions will be customized for your organization and can focus on leadership development, quality improvement and other issues impacting your healthcare business or medical practice.



*The interactive sessions in this program will key in on developing leadership skills, garnering followership within your practice or hospital, and provide sustainable leadership in your group. These sessions will, in a productive and pragmatic manner enhance your abilities as a leader and provide value to your organization. Many of these modules are led by physicians with pragmatic experience in the areas in question.*

## PHYSICIAN LEADERSHIP FORMATION

- Medical Leadership – What, When, Where, and How
- Medical Leadership in the 21st Century – How to be Successful in Your Role as Medical Director
- Exploring the Role of Physicians on Hospital and Health System Boards

## MARKETING/BUSINESS DEVELOPMENT

- Referral Science – The Key to Building a Successful Practice
- Marketing Challenges: Your Practice – Your Hospital

## CONTRACTS / NEGOTIATIONS / COMPENSATION

- Understanding Basic Contract Terms in Managed Care Contracting
- Successfully Negotiating Your Employment Contract
- Physician Partnership Opportunities – How It's Done – And Then What?
- Medical Practice Compensation Methodology Overview
- Developing a Successful Hospitalist Program – The New Specialty

## PHYSICIAN HOSPITAL ALIGNMENT

- Physician Hospital Relationships – The Key to the Future of Your Practice and Hospital
- Designing Meaningful Physician-Hospital Partnerships
- Enhancing Physician Satisfaction, Employee and Patient Satisfaction
- Quality Reporting: At Your Hospital & in Your Practice
- Regulating the Medical Industry: What You Need to Know

## PRACTICE SUCCESS

- A Pragmatic Approach to Selecting the Right Practice
- Positioning Your Practice for Clinical and Business Success
- An Overview of Concierge Medicine – 2008
- Successful Practice Recruitment
- Understanding Key Market Trends Impacting Healthcare Delivery
- How to Undertake Development of a Strategy For Your Practice
- How to Undertake Development of a Strategy For Your Hospital
- Technology Acquisition – The Basic Steps and Tools In Undertaking Technology Acquisition
- Setting Course Manage- Management and Governance Structures for a Successful Group Practice