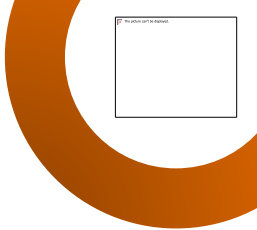


TC Presents

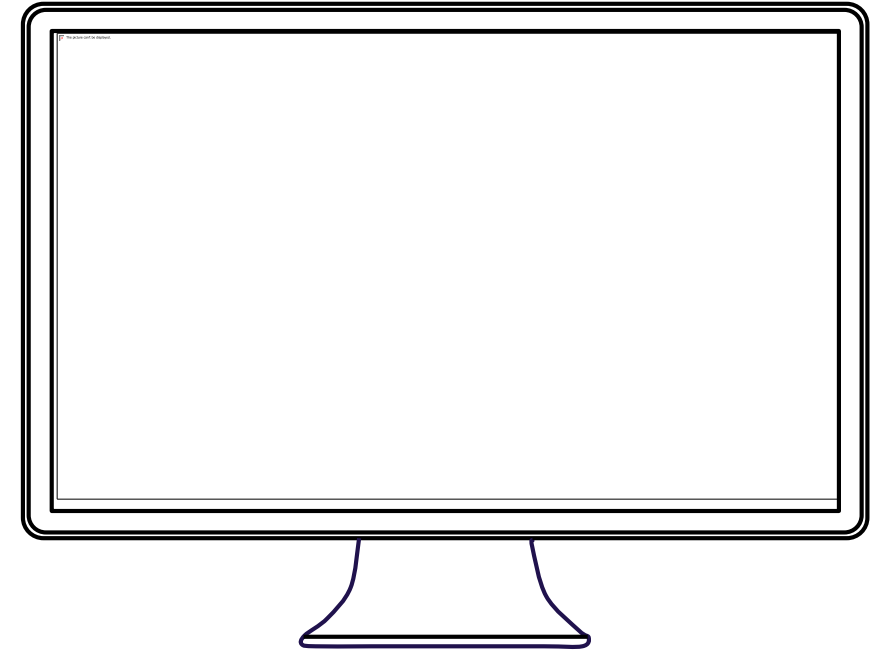
# REDFINING HEALTHCARE

## From Misconceptions to Mastery



# Who Is TC?

- **Lifelong Student of Healthcare:** A businessman, an entrepreneur, a mentor and one of the top healthcare consultants in the nation.
- **Healthcare Ain't Easy:** I am passionate about translating regulatory standards and requirements into simple, doable protocols that allow organizations to achieve long term success and profitability
- **Accolades:** Recognized by IFAH as one of the top 100 healthcare leaders in the nation, was the youngest certified infection preventionist in the nation, recognized nationally as an expert in healthcare compliance.



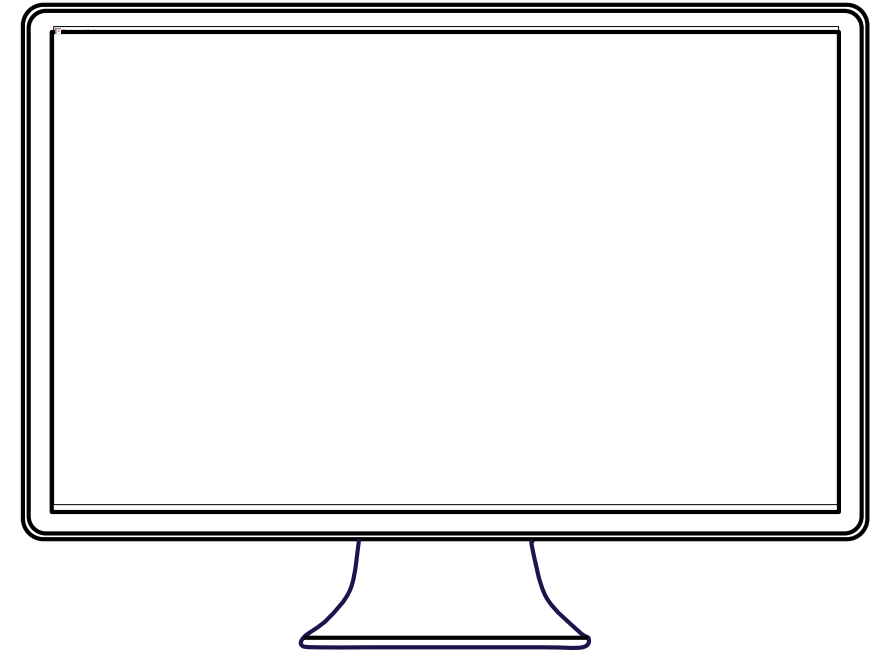
“I have a heart for helping others”



# Who Is Southern EVALS

Louisiana Born. Compliance Experts. Problem Solvers.

- **Mission:** SE empowers healthcare organizations to deliver excellent patient care by helping to seamlessly scale and secure their most vital resources.
- **Vision:** Improve Healthcare Outcomes and Access to Care for 1 Billion Patients by helping 10,000 healthcare organizations across the globe.

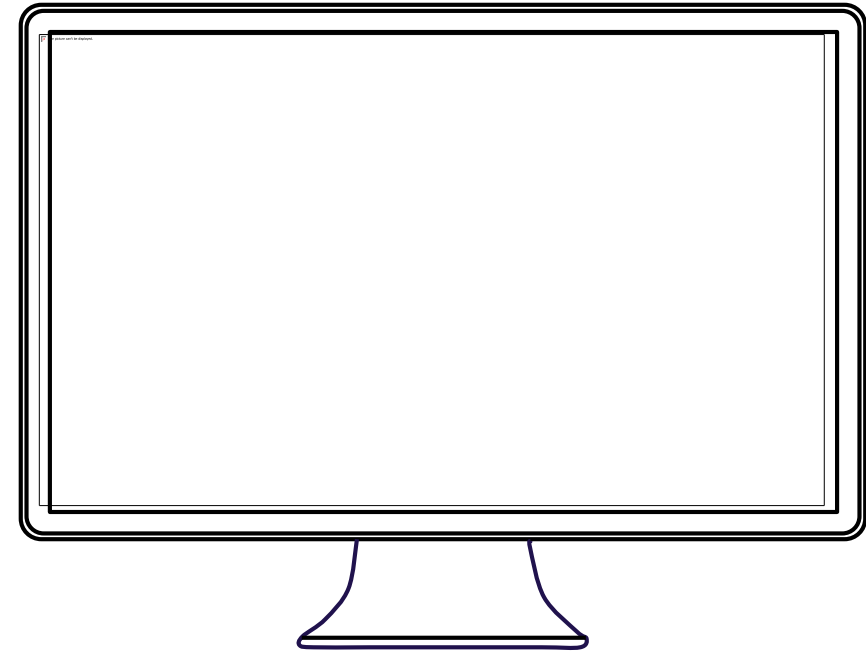


“Impact 1 BILLION  
Patients”

# What has SE done

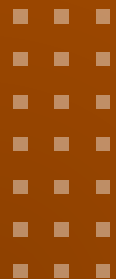
Louisiana Born. Compliance Experts. Problem Solvers.

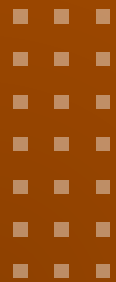
- **Compliance Consulting – Staffing – Marketing**  
18+ Certified Consultants / 500+ Nurses Staffed
- **Nationally Recognized Experts**  
Multiple Boards including AONL, LRHA, Etc.
- **Completed over 100 Surveys**  
100% Success Rate with All Surveys Worked



“30 States and Counting”

# Quick Story







PRACTICE  
MAKES  
BETTER



# Our Actions Effect PATIENT/STAFF experience



WE ALL CAN GET  
BETTER

# AGENDA TODAY

**REDEFINING  
HEALTHCARE**

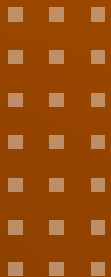
**BUSTING HC MYTHS**

**MASTER A NEW GEN**

**TECHNOLOGICAL  
TRIUMPH**

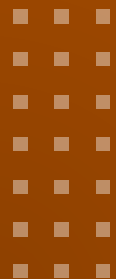
**Your Next Steps**

# HC MYTHS



# Your Parents Lied

They Seriously messed you up.....



”

“Fly Under The Radar”

“Don’t Be The Center of Attention”

“Stop Showing Off”

—Parents

# You Need Attention & Urgency

## DO I HAVE YOUR ATTENTION!!!

- **Nobody knows who you are. Nobody knows what you do. It is your DUTY to let everyone know!!!**
- **People are overwhelmed with content. You have to become omni present to get noticed. Getting out of obscurity is key.**
- **You need to have a “Get it done” mentality. When you are taking action with urgency that is when you find what you are capable of.**
- **Most of the planet is not operating with a sense of urgency or speed so you have a huge advantage here to take the lead.**
- **Not Expensive and you have the tools in your hand, pocket, etc.**
- **Look for Awkward: Awkward is the barrier to learning and necessary for accelerated learning**

“People Follow People”

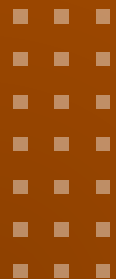




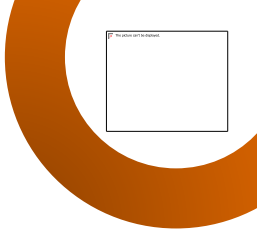
”

“Don’t Talk to Strangers”

—Parents



# You Need Strangers

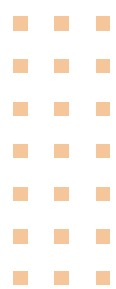


## Strangers Have Everything You Need and Want:

- If you are not talking to strangers, you aren't going to venture out into the world to get new business.
- You have to be comfortable talking to strangers to then ask them for what you want.
- Strangers have money. Strangers have time. Strangers have connections. One Stranger may be your next big hire!
- In business you can't encourage introversion or shyness, you have to be willing to talk to people you don't know.



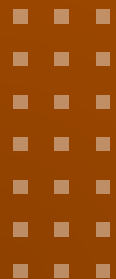
“STRANGER RANGER”



”

“A penny saved is a penny earned”

—Parents



# Cancel Scarcity Add Abundance

## KILLING YOUR FUTURE!!!

- **Narrow Focus:** With this mindset you will only focus on what you lack leading to tunnel vision limiting your ability to see opportunities.
- **Self-fulfilling prophecy:** You are less likely to take risks or investing in yourself leading to fewer opportunities and less success.
- **Stress and Anxiety:** You will be constantly stressed and anxious thinking that you will run out of resources. This wrecks your mental and physical health.

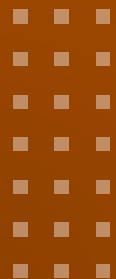
## GET YOUR MIND RIGHT!!!

- **Positive Outlook:** An abundance mindset encourages a positive outlook on life focusing on opportunities rather than obstacles. This leads to happiness, resilience and optimism.
- **Increased Success:** You are more likely to take risks, pursue opportunities and persist in the face of challenge leading to more wins.
- **Confidence and Empowerment:** If you feel more in control of your life you are able to pursue your goals.

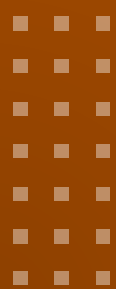
“THERE IS ALWAYS HOPE”



# NEW GENERATION



# Story Of A Contractor

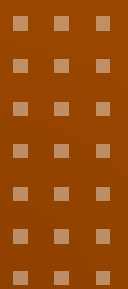


1. Doesn't need to be that level

1. Don't need all those nails

1. Doesn't need to be square

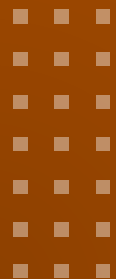
1. Doesn't have to be perfect



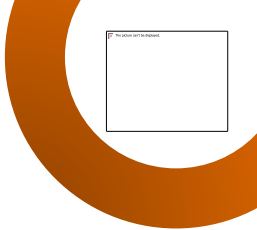
”

“You don’t have to be great to start, you just have to start to be great”

—Zig Ziglar

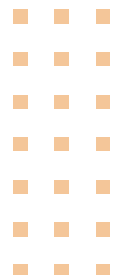


# HUMAN ENGAGEMENT



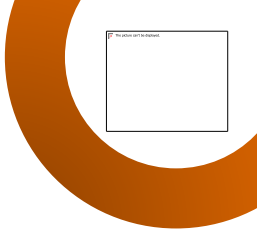
## Lets Look At the Numbers:

- Gallup does a yearly poll on employee engagement
- 32% of full and part time employees working for organizations are engaged
- 18% are ACTIVELY DISENGAGED
- The Remaining respondents were neither engaged or actively disengaged
- What are the Effects?



“COMMIT TO YOURSELF”

# HUMAN ENGAGEMENT

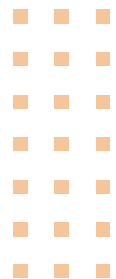


## MASSIVE IMPACT:

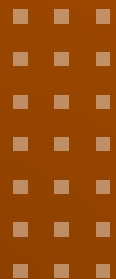
- Companies with engaged employees are 21% more profitable
- High turnover companies experience 59% less turnover if they have engaged employees.
- Staff engagement has a direct correlation with business ROI
  - 17% more productivity
  - 10% better customer ratings
  - Secure 20% more sales
  - 41% less absenteeism



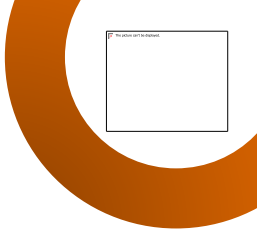
“HOW CAN WE ENGAGE ”



# WHAT IS THE SECRET TO ENGAGEMENT?

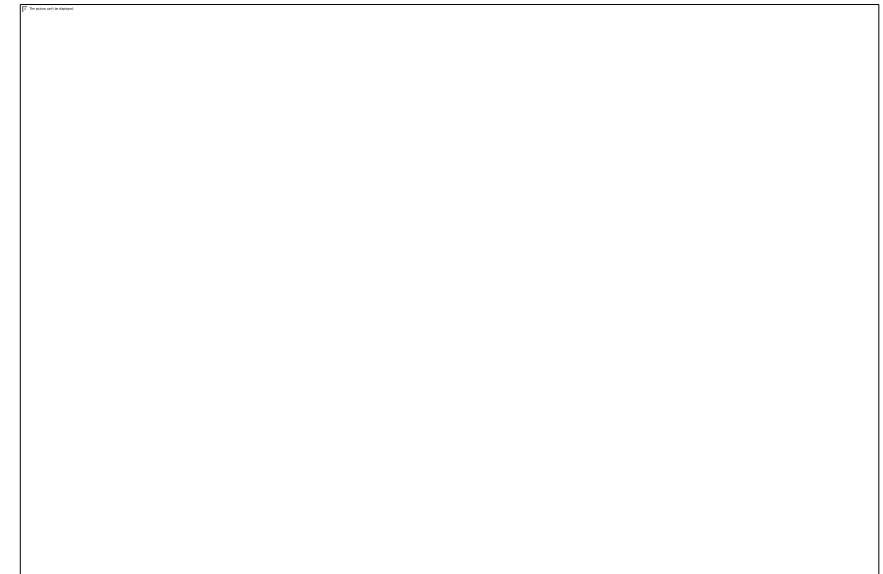


# GRAFTS FRAMEWORK

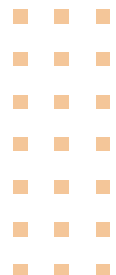


## GRAFTS EXPLAINED

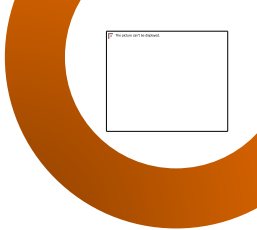
- **WHAT:** A medical graft is a surgical procedure where tissue, skin, bone or an organ is moved form one part of the body to another or from one individual to another to repair, replace, bring life.
- **HOW:** Skin Grafts, Bone Grafts, Vascular Grafts.
- **WHY:** Repair damage(function and appearance) Save Lives (Replace) Improve Quality of Life.
- **NOW LETS TALK IMPACT!!!**



“DEAD TO LIVING”

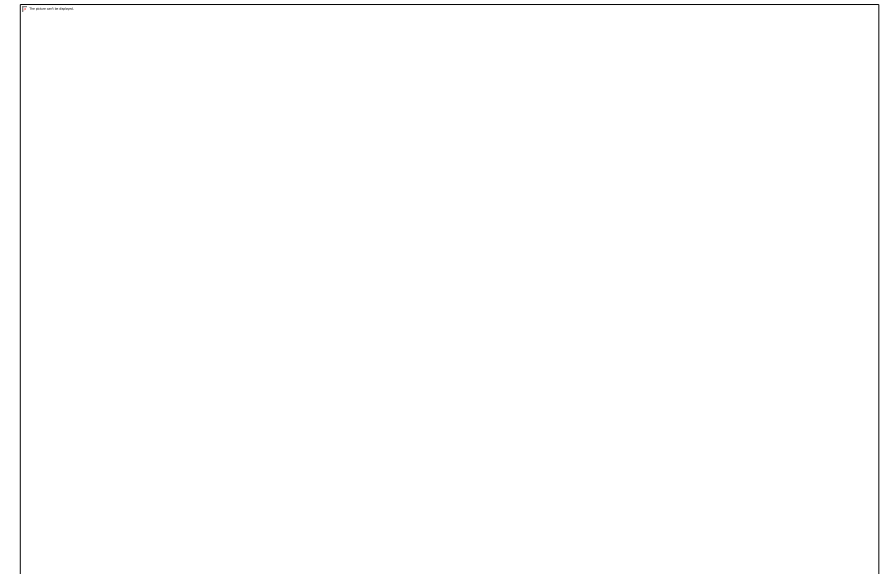
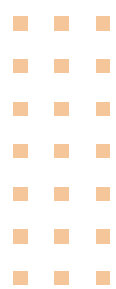


# GRAFTS FRAMEWORK



## IMPACT ON YOUR CAREER/BUSINESS

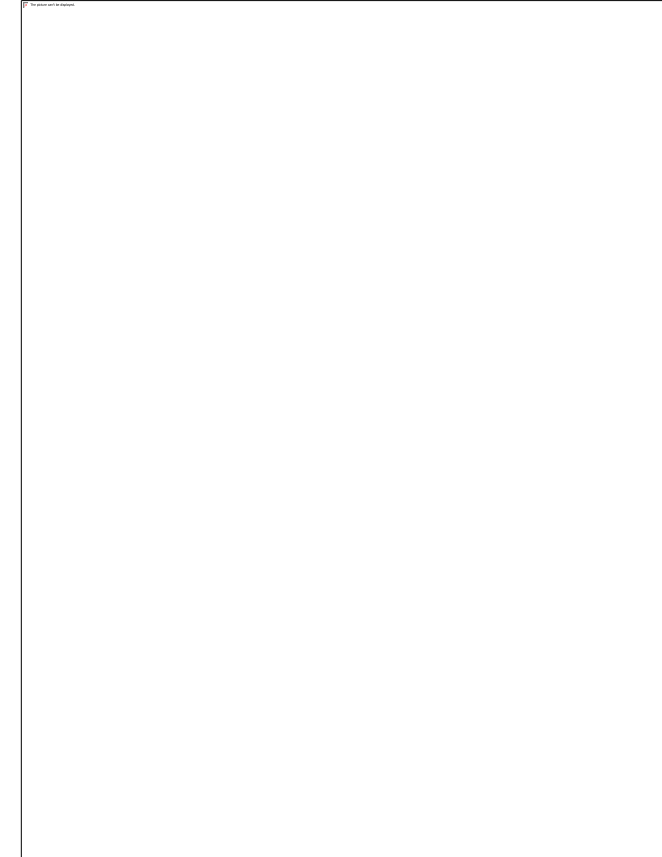
- **Rejuvenation and Growth:** Just like a medical graft can bring new life to damaged or non-functioning tissues, infusing new ideas, new communication patterns, or partnerships into a business can rejuvenate and spur growth..
- **Adaptability:** Businesses, like biological systems, need to adapt to survive. A graft serves as a rapid adaptation to a pressing need, such as when a business might adopt a new ideal to stay competitive
- **Resource Allocation:** In a graft, you are literally taking resources (skin, bone, organ) from one area and placing them where they are most needed for survival or better function. Similarly, in business, reallocating resources (capital, manpower, attention) to more critical areas can be essential for survival and growth
- **Quality of Life:** Just as medical grafts aim to improve the quality of life, business innovations and shifts aim to improve customer satisfaction, employee engagement, and overall business health.
- **Risk and Reward:** Both medical grafts and business innovations come with their set of risks and rewards. While the stakes can be high, the potential benefits—whether it's saved lives or a revitalized business—are often deemed worth the risk



# G – GO OUT and GREET

## GET OUT YOUR CHAIR, GO OUT AND GREET

- So many times, leaders are siloed to their offices and make decisions in a vacuum without any real understanding of what is going on.
- Greeting someone is an essential part of human interaction. When you greet someone, you are acknowledging their presence and showing them that you value them.
- SO SIMPLE but goes a LONG WAY
- A warm and welcoming greeting can create a comfortable and inviting atmosphere that can make the other person feel welcome
- When you show interest and respect for the other person you create a sense of mutual trust and understanding that can lead to a more meaningful relationship



“Hi (name) So good to see you”



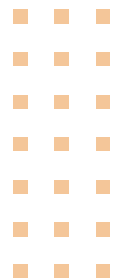
# R – Respect

## PAY YOUR RESPECTS

- **Paying respect creates a positive environment that encourages collaboration and teamwork.**
- **When people feel respected, they are more likely to be open to working together and sharing their ideas leading to better outcomes and greater success.**
- **Respect as well as a compliment generates positive emotions such as empathy, gratitude and compassion. These are linked to the brains reward system and release neurotransmitters such as dopamine and oxytocin leading to feelings of pleasure and social bonding**
- **How to Pay Respect?**
- **Fake Respect hits different....Be Sincere**



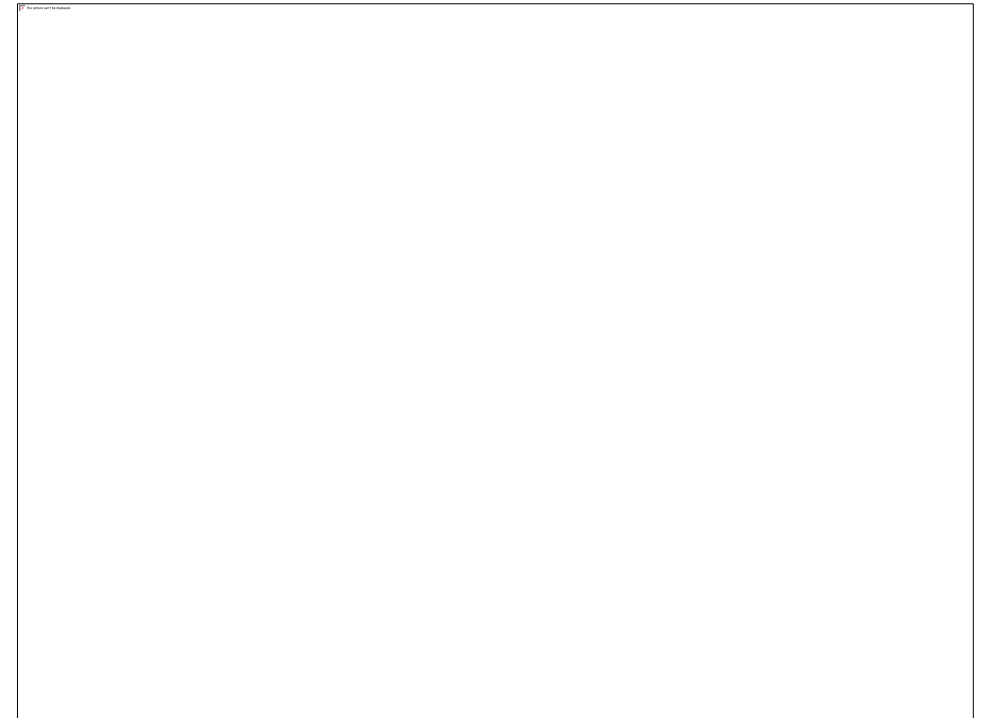
“Easy as a compliment”



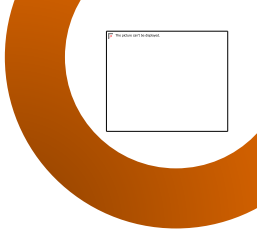
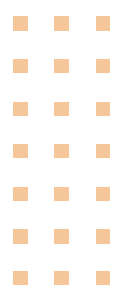
# A – Ask for Help

## TEAM WORK MAKES THE DREAMWORK

- **Asking for help is not a sign of weakness but a sign of strength. It takes courage to admit that you don't know everything and to seek out the knowledge and expertise of others.**
- **The truth is no one achieves success entirely on their own. We all need help and support from others to succeed.**
- **Studies have shown that people are more willing to help than we might expect. Most people actually want to help others.**
- **Builds connection and furthers a relationship. A new perspective and another persons insight can help us grow.**



**“CAN YOU HELP  
ME WITH SOMETHING”**



# F – Follow Up

## DON'T JUST HEAR.....LISTEN

- **Reinforces Memory and Recall:** Cognitive psychology shows that repetition and reinforcement enhance memory. A follow-up serves as an additional touchpoint that makes you or your message more memorable
- **Enhanced Relationship Building:** The mere-exposure effect in psychology suggests that familiarity breeds preference. Following up increases the familiarity and can, therefore, enhance the relationship.
- **Improves Communication:** The Shannon-Weaver model of communication suggests that feedback is essential for effective communication. Following up is a form of feedback that can clear up misunderstandings and ensure that both parties are on the same page.
- **Demonstrates Professionalism and Reliability:** According to social psychology, trust is built through repeated interactions where expectations are met. Following up as promised can contribute to building trust

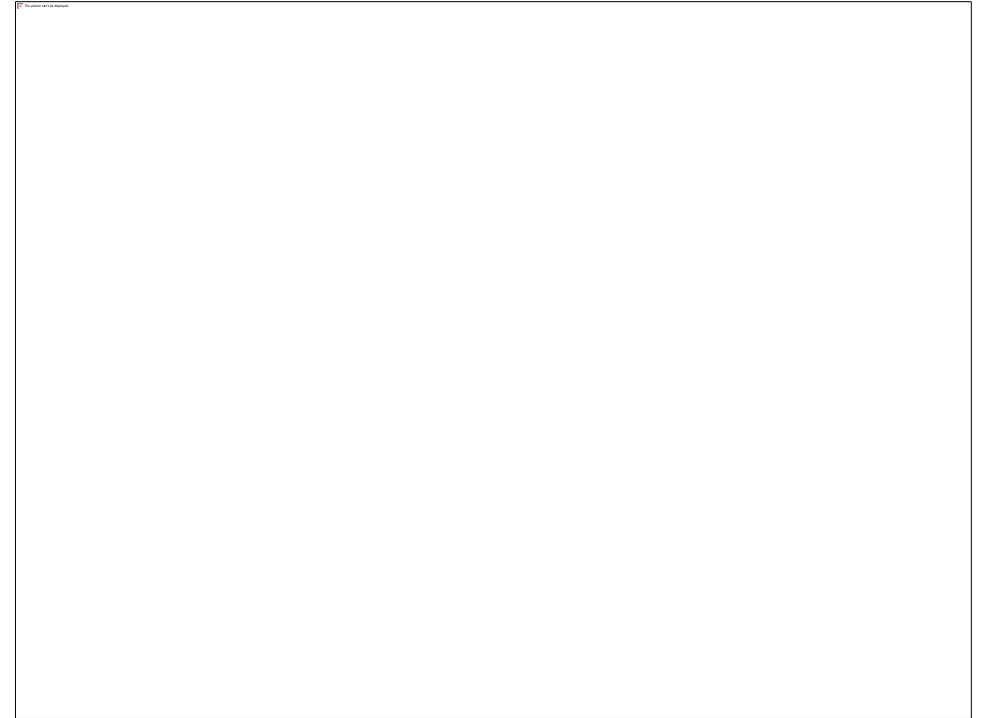


“ROGER THAT”

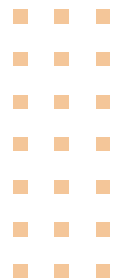
# T – Take Action

## JUST DO IT!!!

- **Best time to plant a tree was 20 years ago, second best time is today**
- **Take Action sooner than later while the topic is fresh**
- **Make meaningful changes and get the right parties involved when making the changes.**
- **You have to be honest with your colleague and what is best for your facility**
- **Be SMART and Document the Process(More on this soon)**



“THINK BIGGER”



# S – Show Results

## GIVE EVERYONE THE CREDIT THEY DESERVE

- Show the good things that were achieved through the process
- Humans Beings are the only creature on this earth that can change their circumstance in an instance
- Document the process and show the positive results you have achieved. Take those results and present them to the stakeholders that brought the ideas
- CELEBRATE THE SMALL WINS!!!
- REPEAT THE PROCESS AND MAKE IT REGULAR PRACTICE!!!



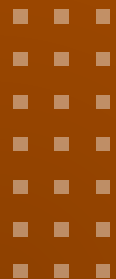
“CELEBRATE THE  
SMALL WINS”



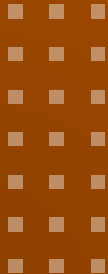
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# PRACTICE

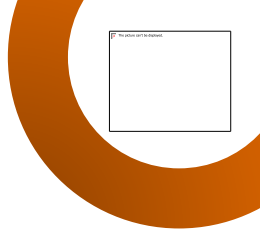
—Every Day



# TRIUMPH



# SINGULAR FOCUS

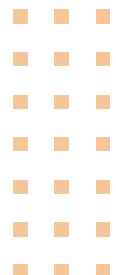


## SELL OUT TO YOUR PLAN

- Better to Read 1 Book 100 times or 100 Books 1 time
- TAKING WHAT IS LEARNED AND PUTTING IT INTO ACTION IS THE DIFFERENCE
- Find someone you relate to, that you like, that you want to be like, want your company to be like



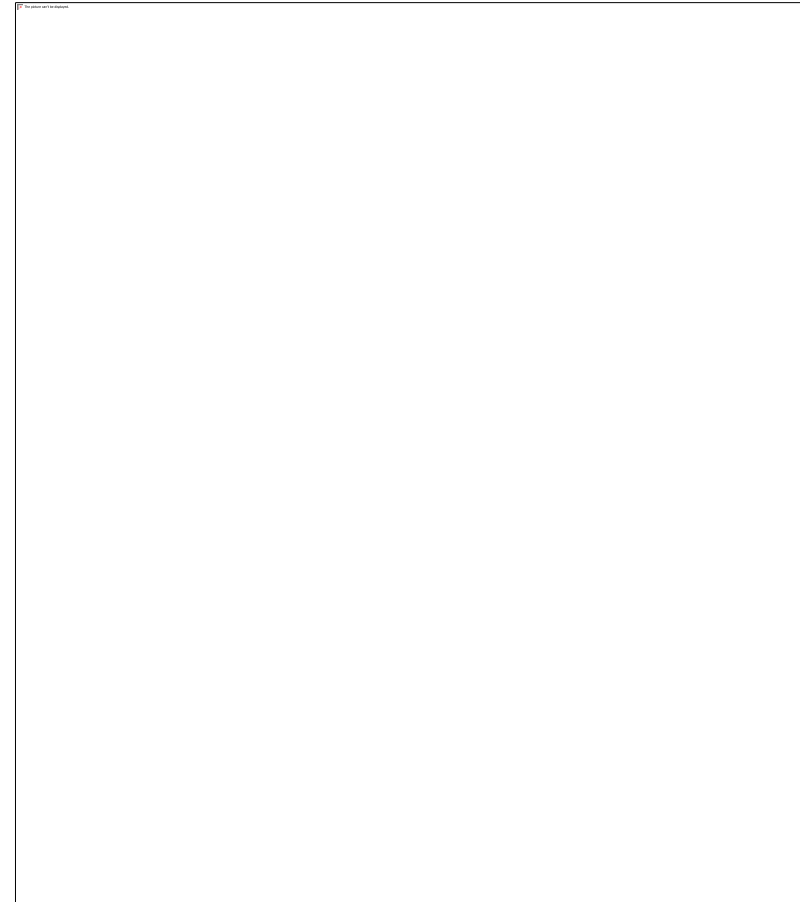
“KEEP YOUR MAIN THING THE MAIN THING”



# INVEST IN YOURSELF

## BEST INVESTMENT EVER

- **Lebron James 1M in Health**
- **The Pie of Knowledge**
- **Learn Something New Everyday**
- **Different Ways of Doing the Same thing exist and someone out there is doing it, you just don't know about it.**
- **Will not regret money spend on your personal development**



“YOUR GROWTH = DIVIDEND”

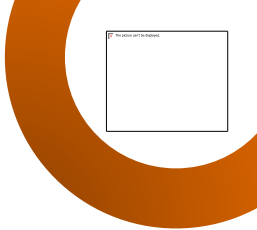


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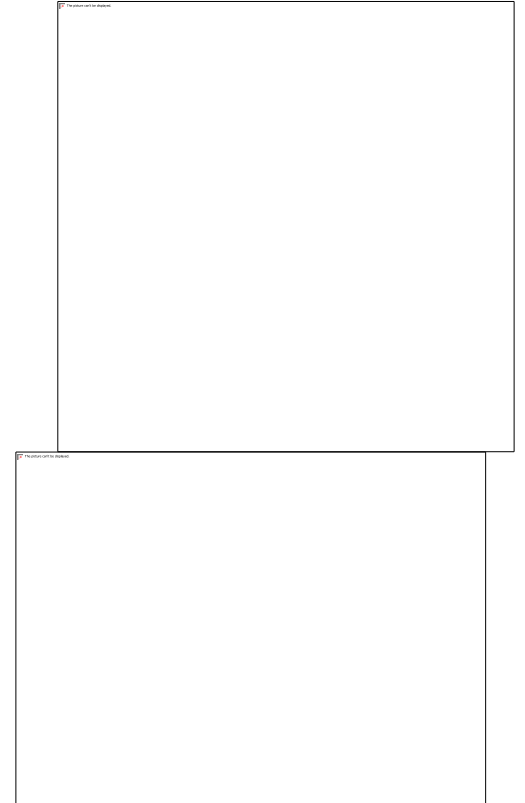
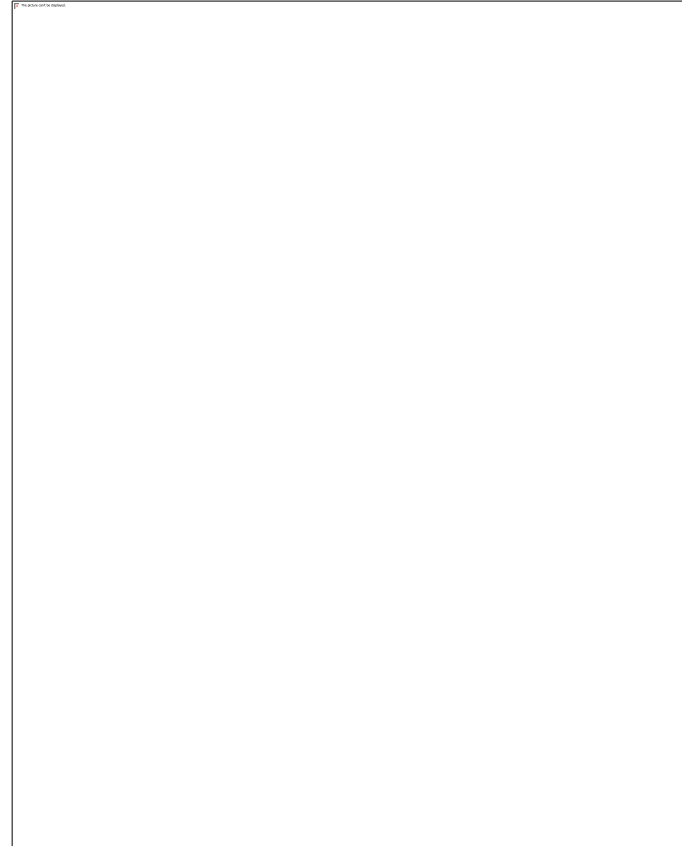
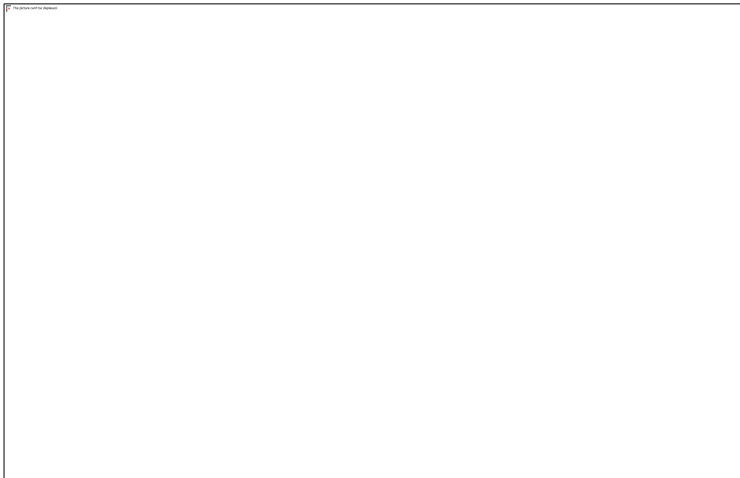
[www.sevals.net](http://www.sevals.net)

# BE A MODEL

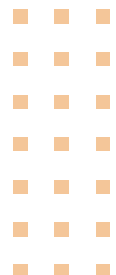


## MAKE AN INITIAL IMPACT

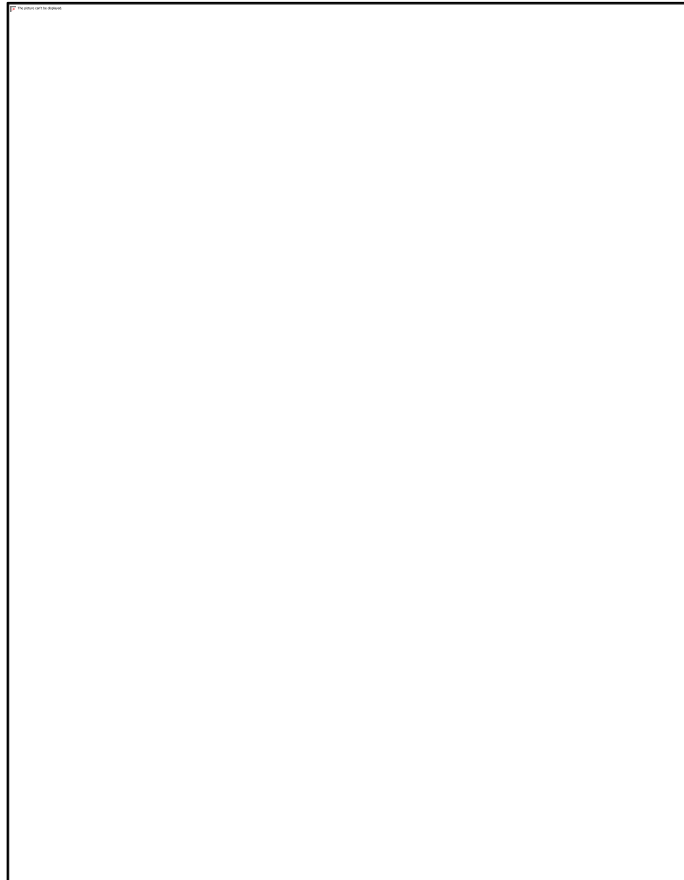
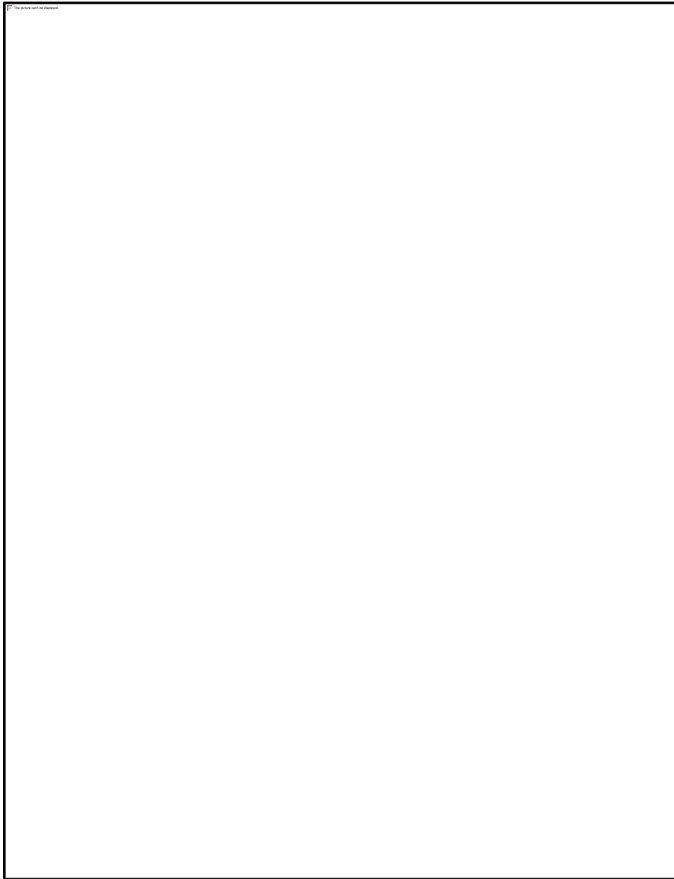
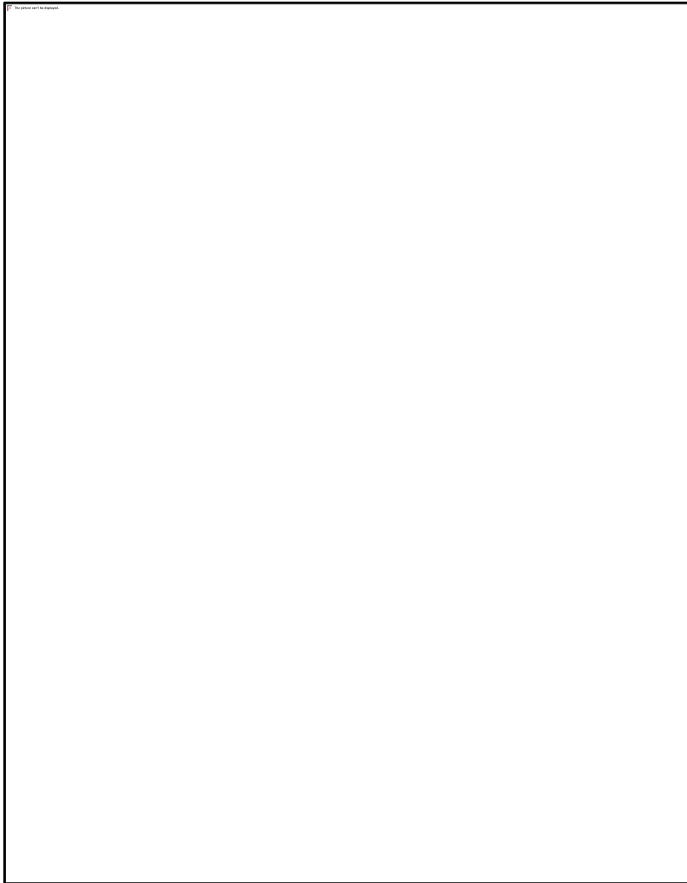
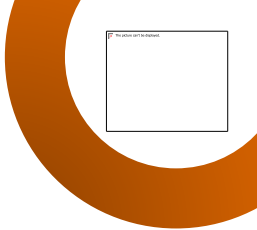
- **Make it part of your CULTURE**
- **Personal. Professional. Financial**
- **Start in the Interview**
- **Utilize with your clients to the extent they allow you to.**
- **FOLLOW THROUGH and RESET**



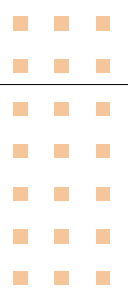
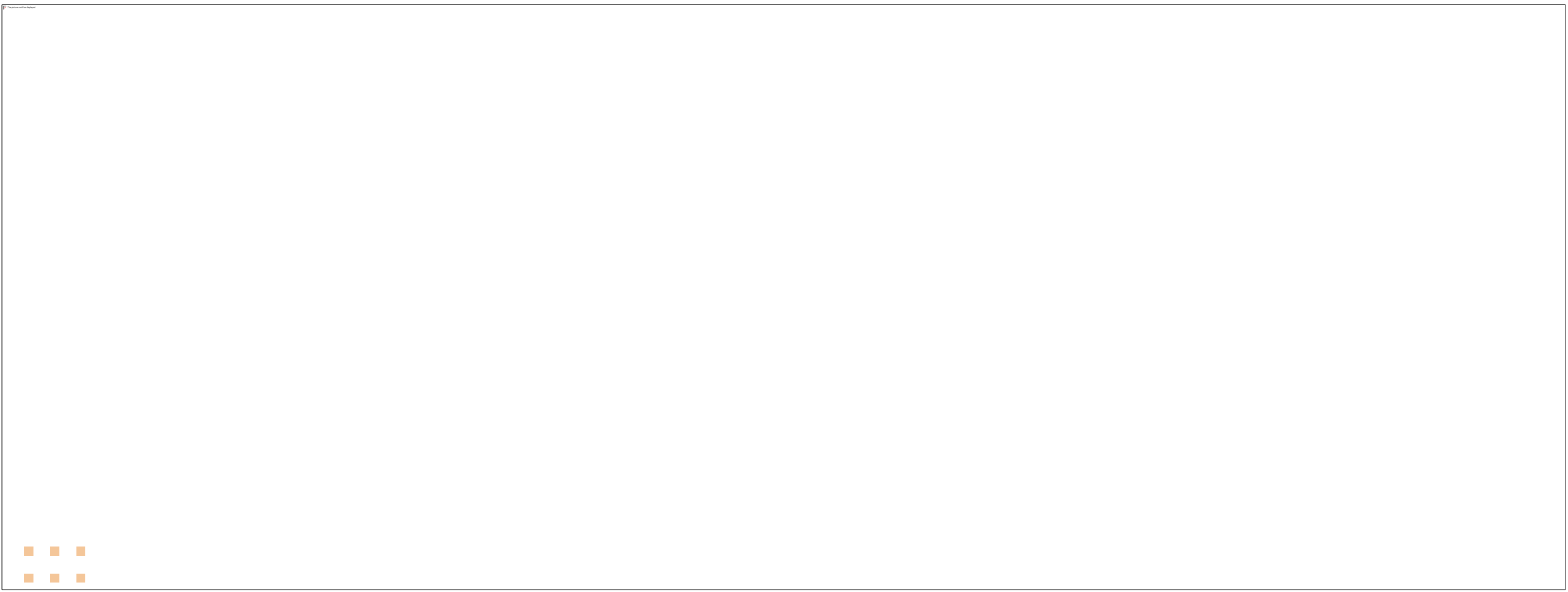
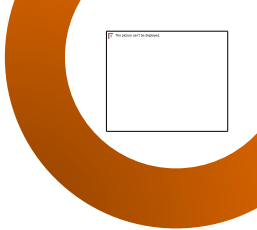
**“CLEAR PATH TO SUCCESS”**



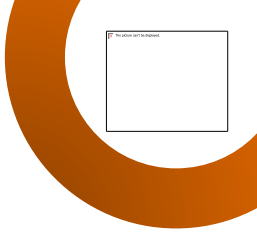
# BUILD YOUR CULTURE



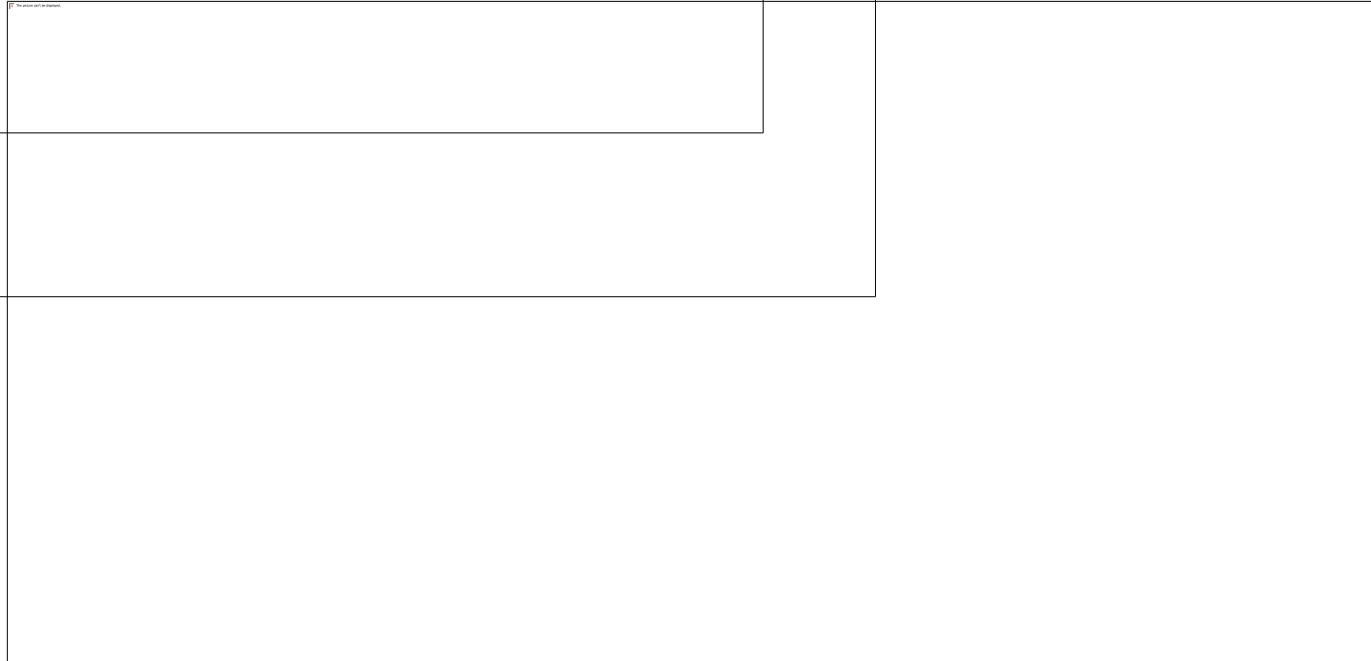
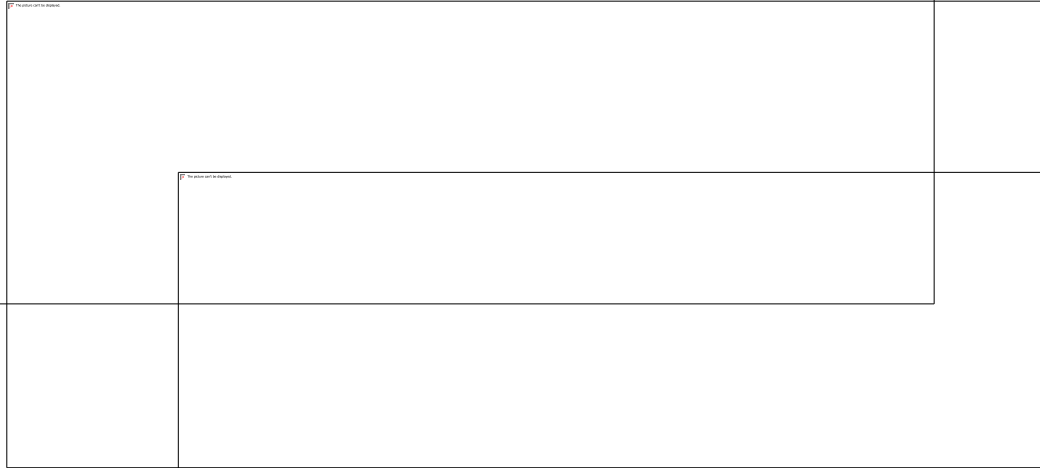
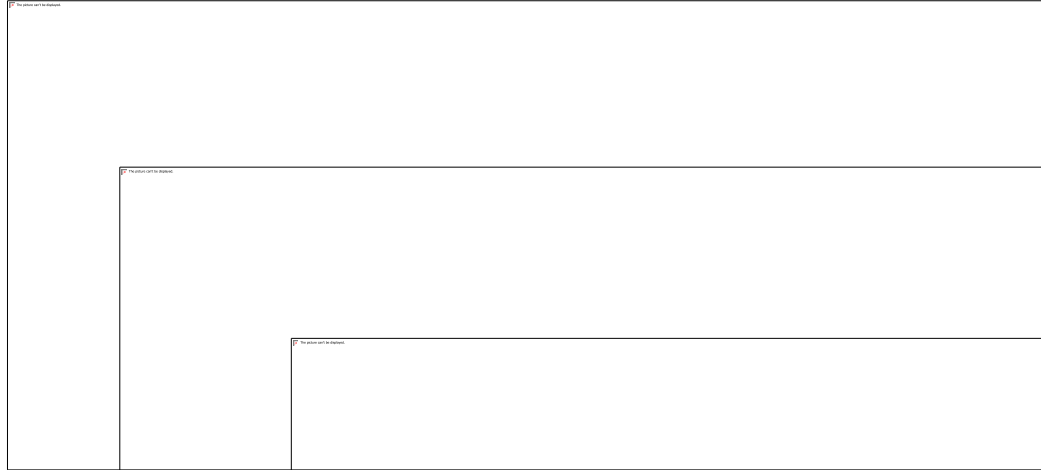
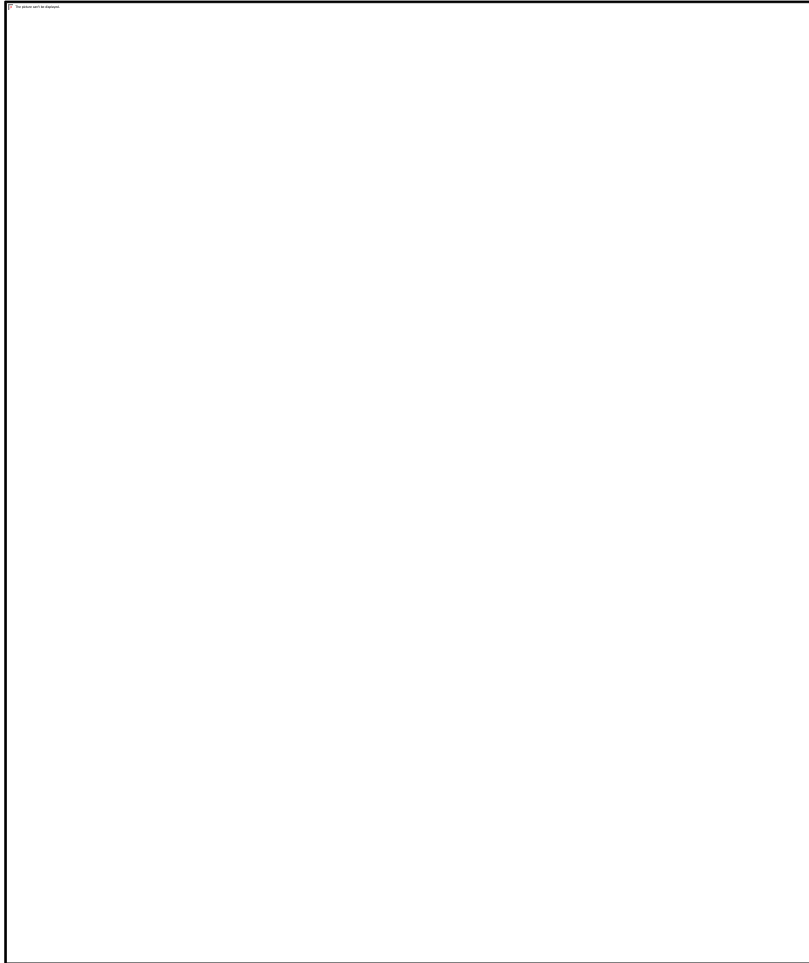
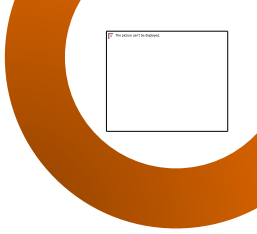
# THE THREE Ps



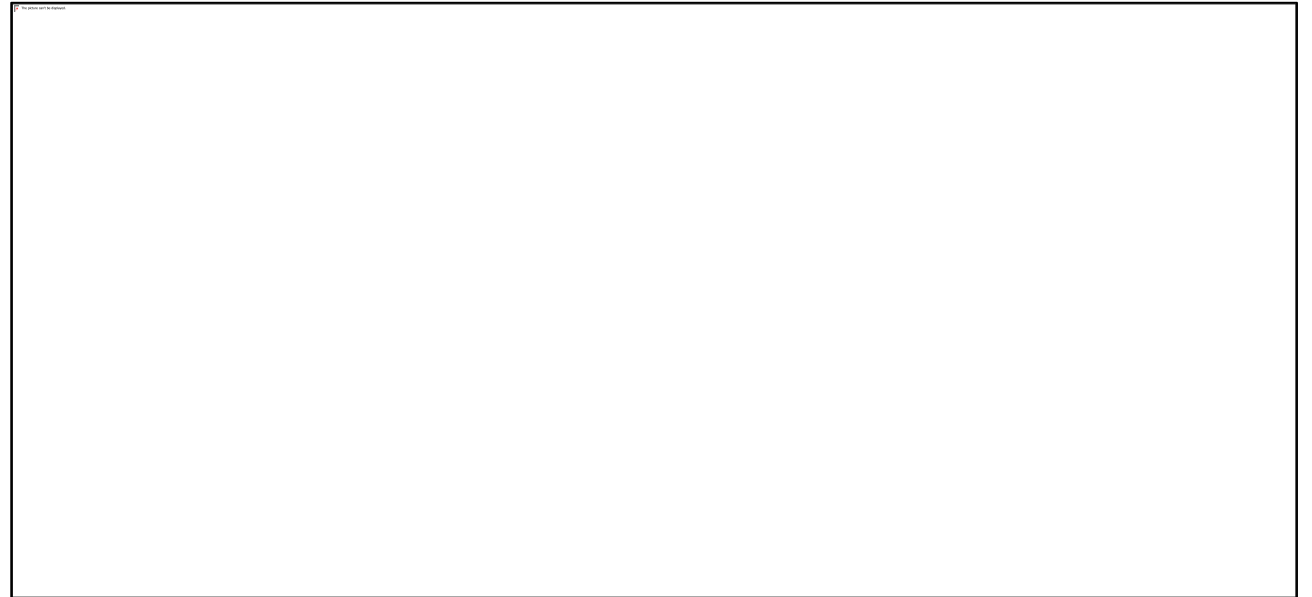
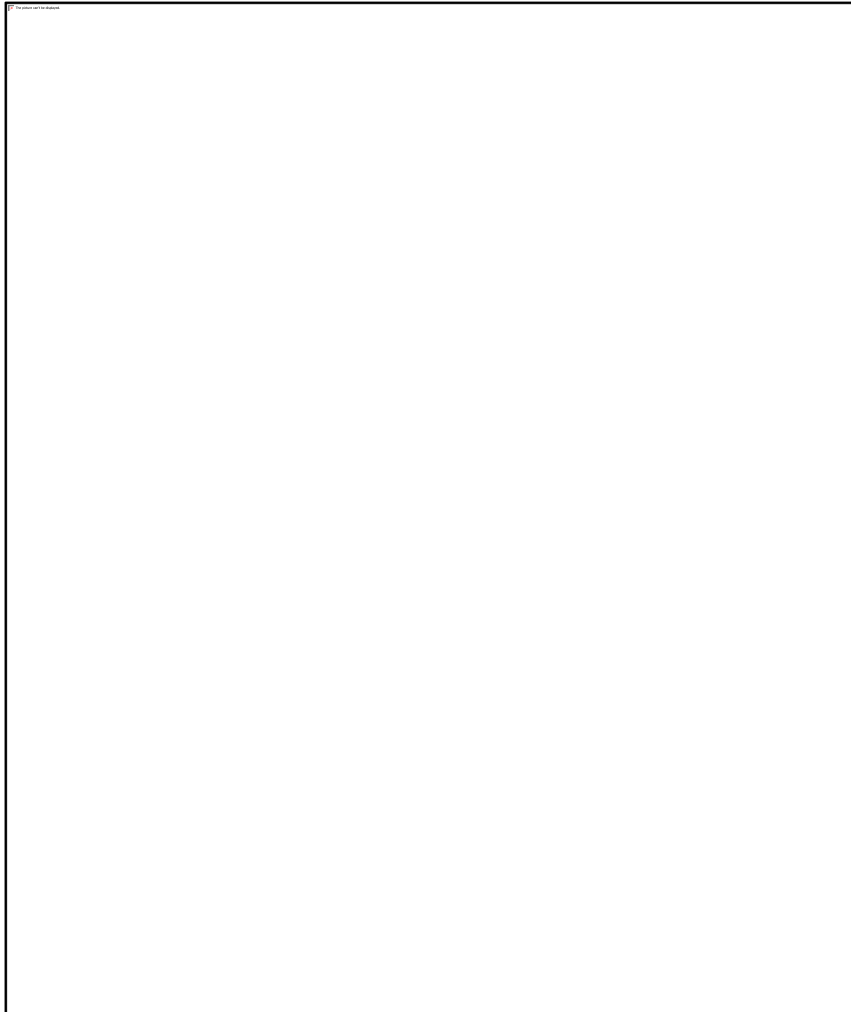
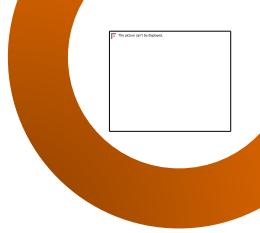
# WAYS TO PROMOTE



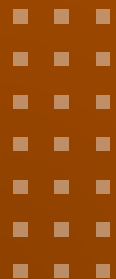
# TRACK EVERYTHING



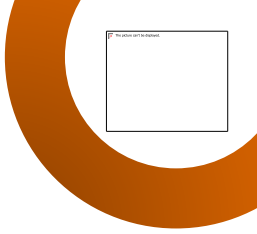
# STANDARD OPERATING PROCEDURES

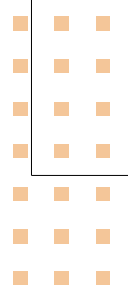


# DOCUMENT THE PROCESS



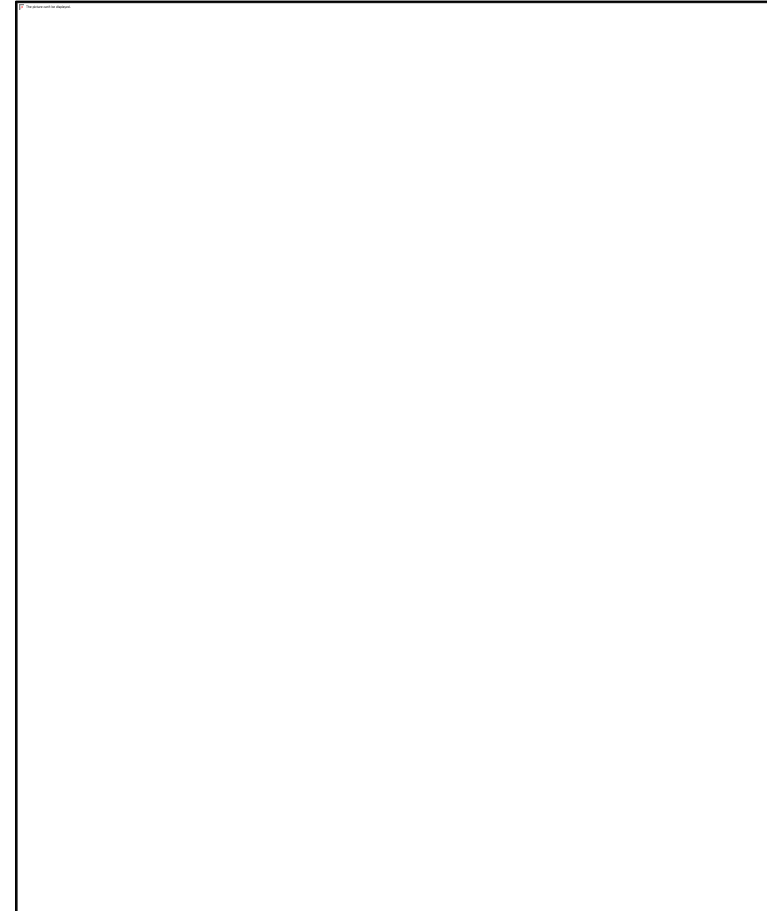
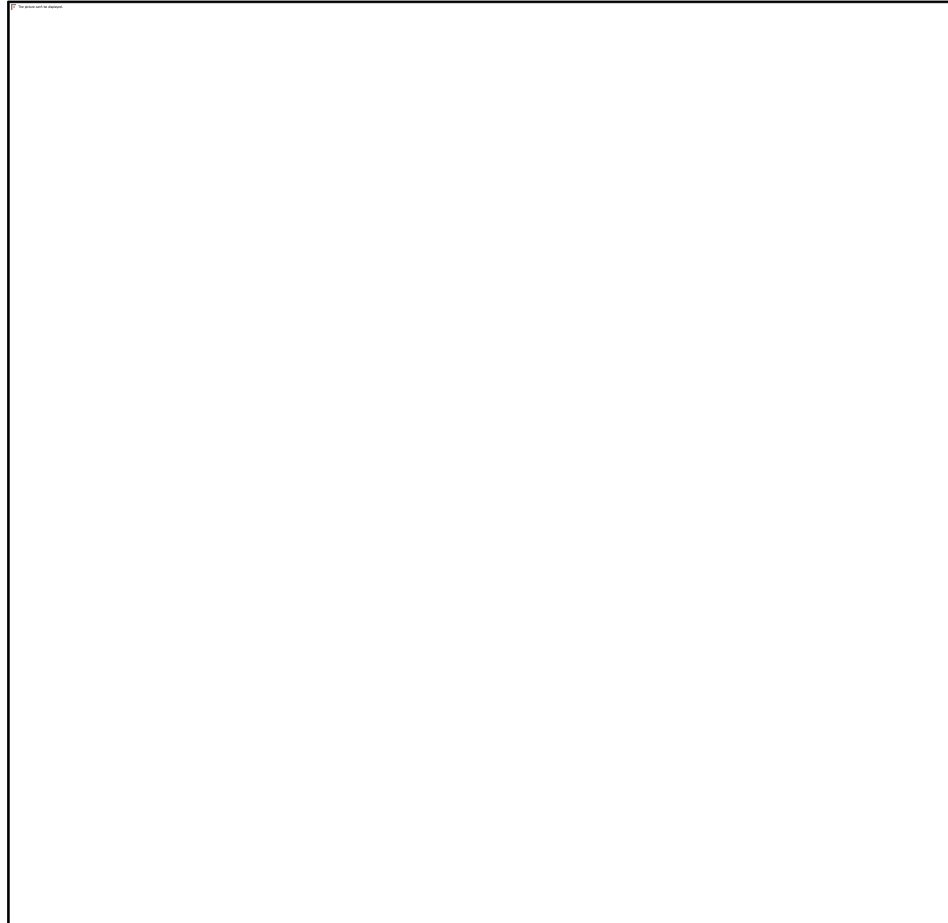
# GET FEEDBACK



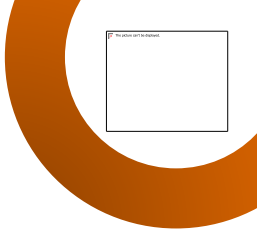
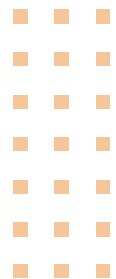



**“DOCUMENT THE PROCESS”**

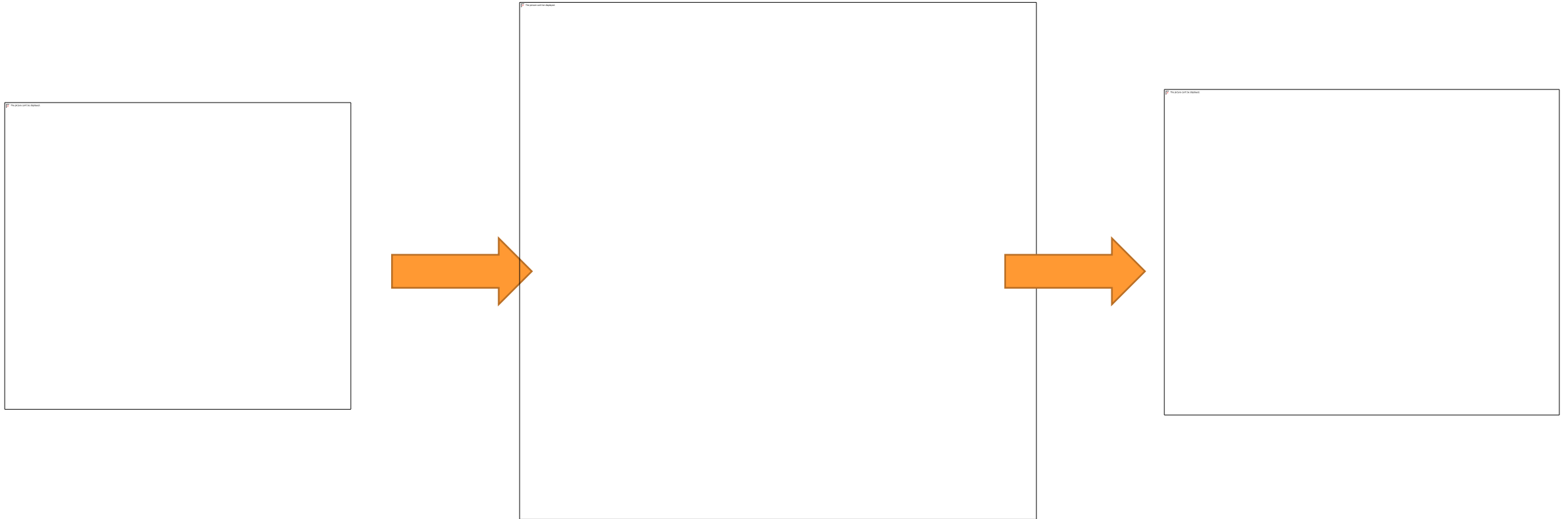
# JUST ASK



**“DOCUMENT THE PROCESS”**



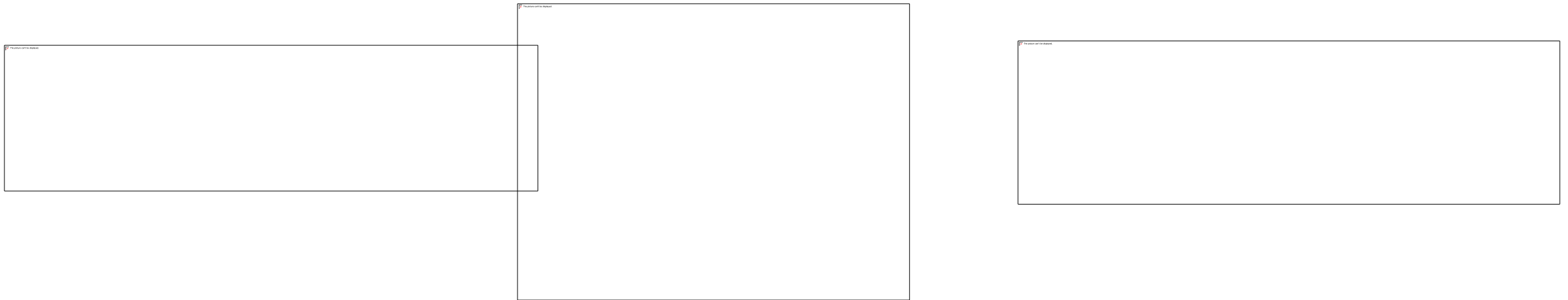
# LOOK FOR SYNERGIES



“DOCUMENT THE PROCESS”

# LEVERAGE TECHNOLOGY

“WHO CAN ASK THE BEST QUESTIONS”



“BUILD YOUR OWN GPT”

TAKE ACTION

ACCELERATE ACTION

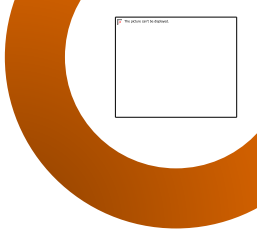
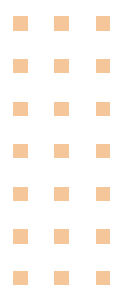
“I have dedicated my life to my art and I have lost my mind in the process”  
-Vincent Van Goh

“To regular society the ones that wake up at 9am and clock out a 5pm they would say I lost my mind but me, I have found it almost”  
-Conner McGregor

“A CHANCE AND A CHOICE”

# CLOSING REMARKS

- IT IS YOUR DUTY TO SUCCEED!!!
  - Your obligation to be a good example for your community
  - You are in a position to show others what is possible
  - Prime opportunity to show why health is important
  - Inflation is real – Why can't you Inflate your impact
- CELEBRATE THE LITTLE THINGS
  - Take a break from the Big Picture
  - Embrace the Ripple Effect
  - Compounding Impact
  - Winning Culture
- THERE IS POWER IN COLLABORATION
  - Take your team along for the ride
  - Give Back to your Community and Key Stakeholders

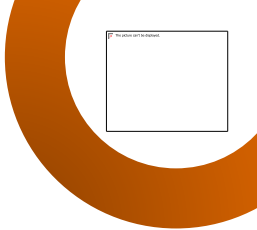


”

“By recording your dreams and goals on paper, you set in motion the process of becoming the person you want most to be. Put your future in good hands- your own”

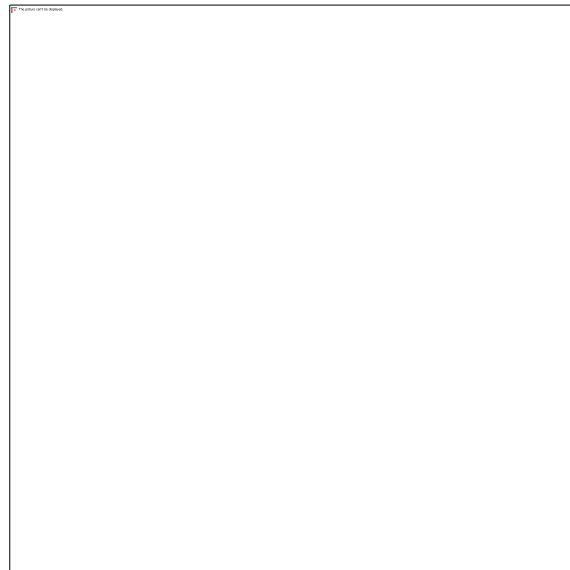
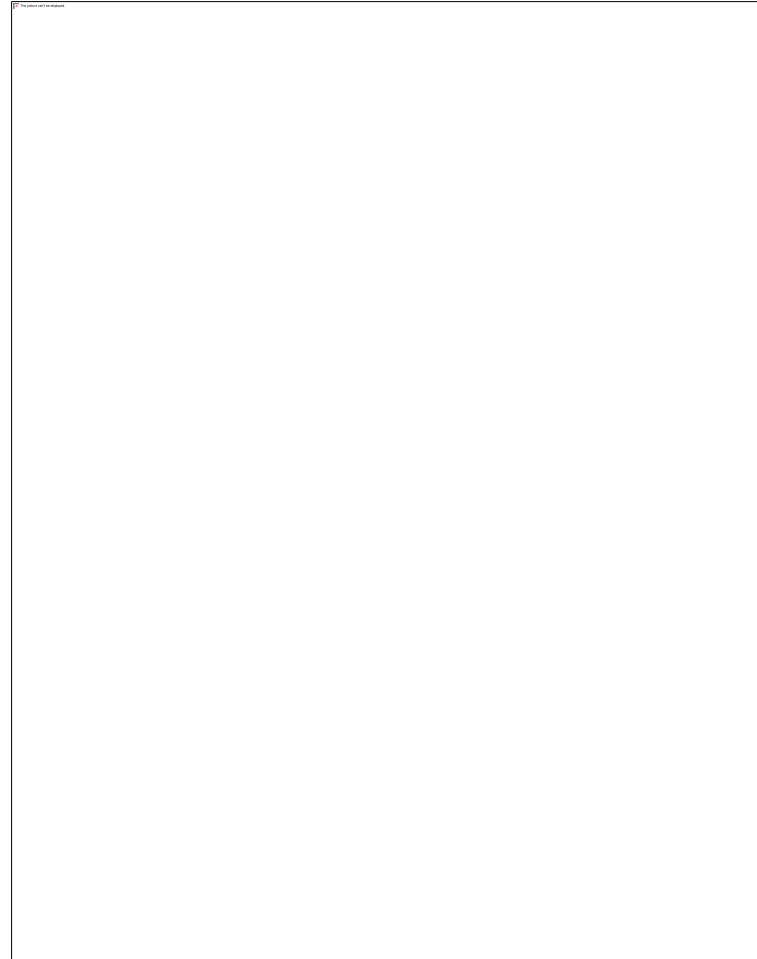
—MARK VICTOR HANSEN

# STRATEGIC GOAL SETTING

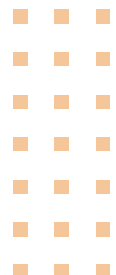


## KEY PIECES TO THIS PROCESS:

- Commit to getting Started
- Gratitude.
- Physically write your Goals
- Visualize Achievement
- Practice

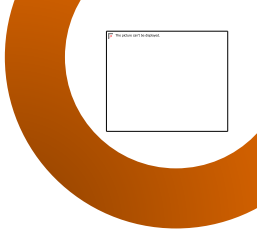
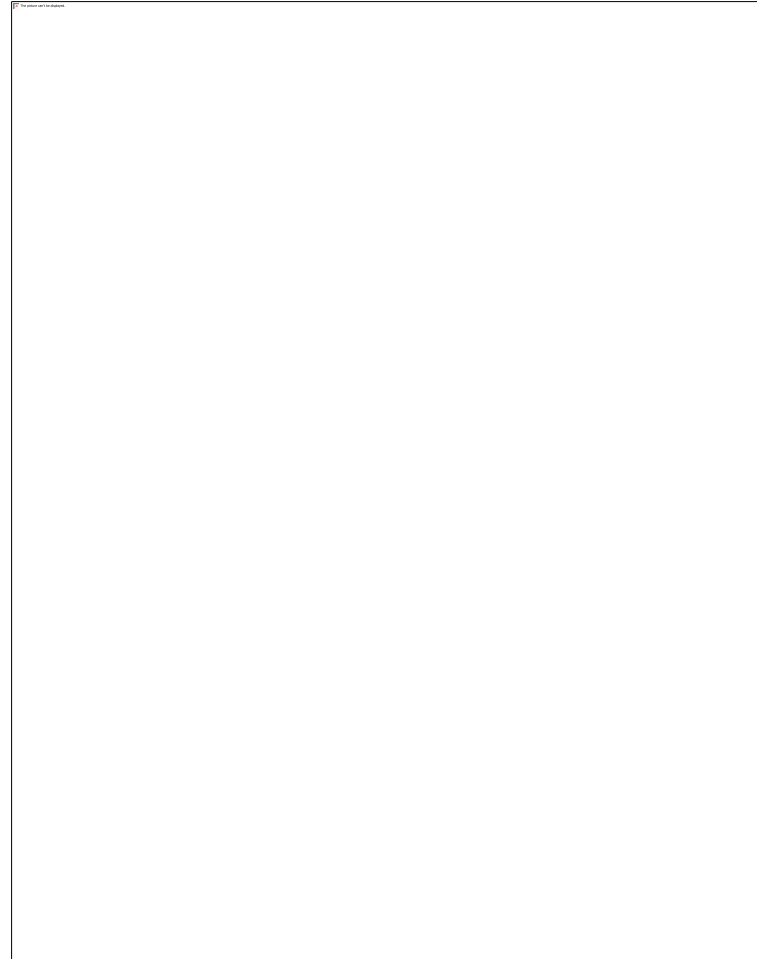
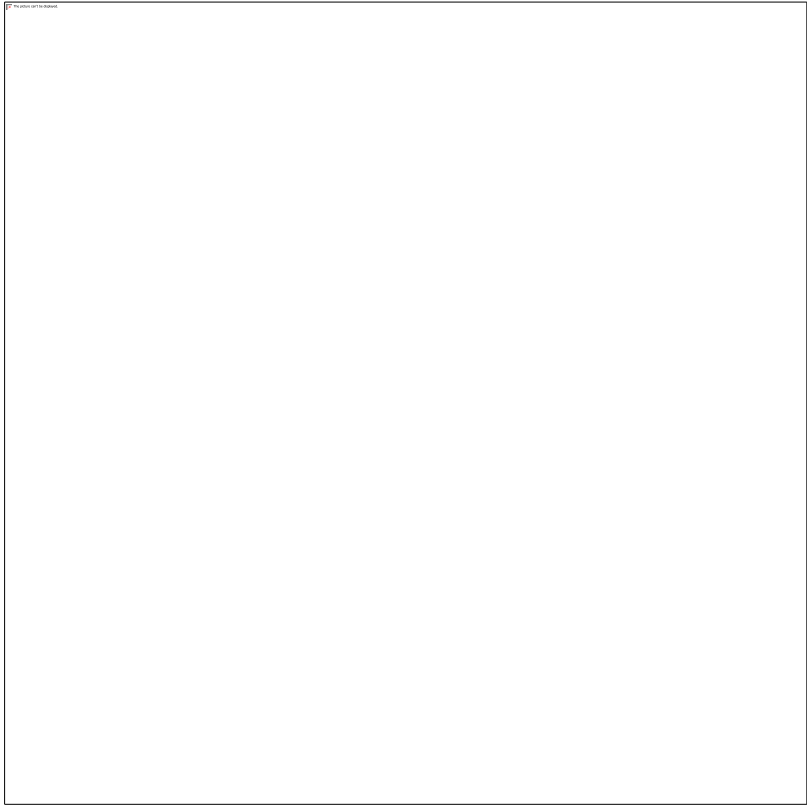


SCAN  
HERE



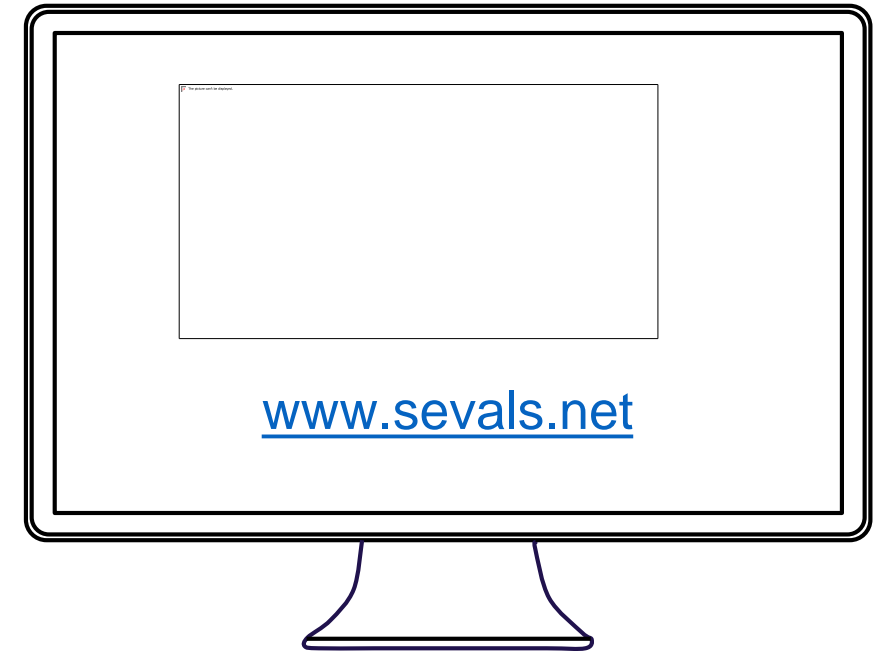
# GRAB YOUR FREE RESOURCE

SCAN  
HERE



# THANK YOU

If you have any questions at all, please shoot us an email or give us a call.



 **318-403-3788**

 **support@sevals.net**

 **www.sevals.net**