Discover why leaders at 1400+ hospitals have made this webinar series the #1 HCAHPS education program in America!

The HGAHPS Breakthrough Leadership

Results tell the story...

Before & After HCAHPS Scores



 Yearly Comparison 	Small enough to care. Large enough to heal.	
HCAHPS Composite	May 2012-2013	Dec 2013-2014
Quietness of the Hospital Environment	91 st %	97th %
Cleanliness of the Hospital Environment	75 th %	91 st %
Communications about Medications	51st %	91st %
Communications with Doctors	75 th %	93 rd %
Communications with Nurses	64 th %	96 th %
Discharge Information	61st %	87 th %
Pain Management	67 th %	94 th %
Responsiveness of Hospital Staff	91 st %	98 th %
Care Transitions	47 th %	99 th %
Overall Rating	70 th %	97 th %
Willingness to Recommend	73 rd %	94 th %
Data Complied by Avatar		

Webinar Series Faculty:



Founder of CLS



David Dworski, MA Implementation Specialist



Join US for this dynamic, high impact, innovative, practical leadership education series, designed to achieve breakthrough in sustainable improvements for your HCAHPS patient experience scores.

The HCAHPS Breakthrough Leadership Series™ (HBS) includes:

Engaging How-to Roadmap

Designed to provide an engaging, educational, how-to roadmap that will captivate the imagination of attendees to successfully drive positive frontline behavioral change at every level.

One Hour a Month, Time Sensitive Education Blueprint

Each webinar includes a downloadable Learning Guide that features priority best practice tools, LEAN friendly standard operating proceedure checklists, and vital implementation skills.

Learn How to Overcome...

The two biggest barriers to improving hospital HCAHPS scores:

- Managers & staff don't know what to do
- Staff don't want to do it

What would it mean to your hospital, patients, and community if every leader were HCAHPS competent?

Invaluable!

Who Should Attend?

The CEO, CNO, CMO, Senior Leadership, Physicians, Providers, Directors, Managers, Supervisors, Charge Nurses, and Key Influencers.

The 10% Tipping Point

With 10% of your team participating (5% management and 5% frontline key influencers), you will create a critical mass of expertise to generate sustainable results. You can register 100% of your team members (at no additional charge).

Everyone's a Caregiver

Everybody depends on somebody for something.

- Brian Lee, CSP

This series is equally valuable and relevant to your:

- Emergency Department
- Ambulatory/Surgery/Outpatient Dept
- Medical Practice
- Skilled Nursing/LTC Unit

It All Starts with Webinar #1:

The C Suite Role in HCAHPS Transformation™

Capitalize on the entire HCAHPS Breakthrough Leadership Series[™] by ensuring your entire leadership team participates in this eye-opening HCAHPS role defining "wake up call."

A High Impact Agenda that Educates

- Why this HCAHPS domain matters
- Key leadership engagement best practices
- 6-8 competency based proven skills and best practices
- Critical tools and resources
- Key Frontline engagement best practices
- Team "DO IT" Implementation Plan (Daily Ongoing Improvement Tactics)

Create Your Own Timetable

To fully leverage your leaders' busy calendar, the HBS™ Series can be viewed:

- At the pre-scheduled time, or
- At a time that works for you and your team by accessing the library 24/7 anytime after the webinar has aired

It's a Total Package!

Thanks to the financial sponsorship of your webinar series partners, you have access to the entire HCAHPS Breakthrough Leadership Series[™], free of charge

Each Webinar Comes Complete With:

- 12-15 page downloadable learning guide featuring priority best practice tools, LEAN friendly standard operating procedures checklists, and critical implementation skills.
- One page Team DO IT Plan of all the best practices needed to move scores and sustain improvement.
- The Webinar Master[™] team DO IT implementation system – a step-by-step guide to achieving sustainable improvement.
- Library Access
 - Participants who miss any of the scheduled webinar series and wish to revisit or share the content with other employees, can access the HCAHPS Breakthrough^{TM} library for **three months** following the 13th webinar.
- CHPP Certification: Participants have the option of completing a post series online test and earning the designation Certified HCAHPS Practicing Professional "CHPP"



Four HBS™ Value Added Features

Take full advantage of 4 benefits of the complete high-impact education tool kit, including:

All **13 Webinars** with unlimited access for 3 months after the last scheduled webinar

A personalized **coaching call** with author Brian Lee, CSP.

A customized Leadership Teleconference

The Magic of Frontline Engagement™,

The 12 Biggest Barriers to Frontline

Engagement and How to Overcome Them.

Two-day onsite visit – The CEO's Service Excellence Initiative $^{\text{TM}}$ (travel expenses only) that includes:

- HCAHPS Hospital of Choice[™] Leadership Seminar
- The development of a Strategic HCAHPS Patient Experience Improvement Plan™

Contact 1-800-667-7325 x202 or webinars@customlearning.com

www.customlearning.com/hbs

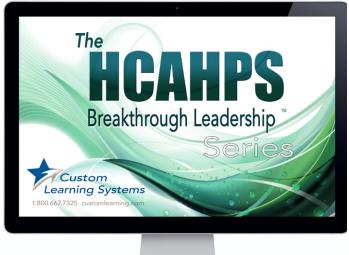
The HCAHPS Breakthrough Leadership Series Schedule All webinars scheduled on Tuesdays at: 10PT / 11MT / 12CT / 1ET

	Webinar	Date
1.	Leadership Engagement: The C-Suite Leader Role in HCAHPS Transformation ™ Creating Leadership Inspiration, Engagement & Accountability to Drive HCAHPS Success	January 17, 2017 59 minutes
Na	Pre-Conference Day – The 17th Annual HealthCare Service Excellence Conference in Long Beach, California, Feb 6-8, 2017	February 6, 2017
2.	Quiet at Night: The Quiet Revolution ™ How to Create a Restful, Healing Environment that Patients Perceive to Be Quiet	February 21, 2017 55 minutes
3.	Cleanliness of Patient Rooms: Cleanliness Matters ™ Cleanliness Is Next to Godliness	March 21, 2017 59 minutes
4.	Communication about Medicine: Medication Education Imperative $^{\text{TM}}$ <i>Master the Skills of Successful Patient Medication Education</i>	April 18, 2017 58 minutes
5.	Communication with Doctors: Skillful Physician Communication $^{\text{TM}}$ <i>Master the Communication Skills for a Compassionate Patient Experience</i>	May 16, 2017 66 minutes
6.	Communication with Nurses: Relationship-Based Nurse Communication $^{\text{\tiny TM}}$ <i>Master Relationship-Based Communication Skills that Heal</i>	June 20, 2017 64 minutes
7.	Discharge Information: Discharge Satisfaction Guaranteed $^{\text{TM}}$ How to Prepare Every Patient for Safe, Continued Recovery at Home Every Time!	July 18, 2017 62 minutes
8.	Pain Control: Compassionate Pain Care $^{\text{TM}}$ Create a Culture of Compassionate Pain Control Through Proven Skills and Best Practices	August 15, 2017 74 minutes
9.	Responsiveness of Staff: Revolutionize Staff Responsiveness $^{\text{TM}}$ Create a Culture of Empathetic, Timely, Responsive Service	September 19, 2017 90 minutes
10.	Transition of Care: Care Transitions Done Right ^{TM} Engage Staff and Patients in Creating a Seamless Care Transition Experience	October 17, 2017 70 minutes
11.	Overall Rating: High-Performing Overall Hospitals ™ A Strategic Blueprint to Engage All Staff in Creating a Compassionate Experience for Patients and Family Throughout their Hospital Stay	November 21, 2017 112 minutes
12.	Willingness to Recommend: The Power of Word-of-Mouth Marketing ™ Create a Hospital Experience that Patients Will Enthusiastically Recommend	December 19, 2017 90 minutes
13.	BONUS WEBINAR! Marcus Engel: Applied Inspiration $^{\text{TM}}$ Discover How Small Acts of Compassion Make a Big Difference in the Patient Experience	January 16, 2018 40 minutes

Registration:

Hospitals and Hospital Systems may register directly with Custom Learning Systems based on this published fee schedule:

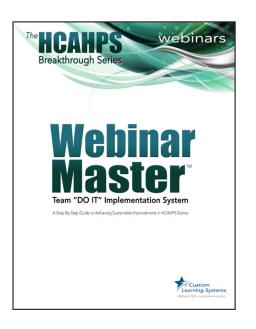
Full-Time Employees	Hospital
0 - 200	\$ 495
201 - 400	\$ 995
401 - 600	\$1,450
601 - 800	\$1,700
801 - 1,200	\$2,000
1,201 - 1,500	\$2,500
1,501 - 1,750	\$2,800
1,751 - 2,500	\$3,950
Over 2,500	\$4,950



Check with your sponsor for special pricing

HBS Webinar Master™ Team DO IT Implementation System

A Step-By-Step Guide to Achieving Sustainable Improvements in HCAHPS Scores



You will know how to:

- Appoint an HCAHPS Domain Owner/Champion
- Create a domain-specific HCAHPS Tactical Plan
- Schedule dynamic "Lunch and Learn" team events
- Fast-track improving scores by utilizing the "WWWH" (Who will do What by When and How) Action Tool
- Choose an HBS[™] Series Coordinator to fully capitalize on the Four HBS[™] Value Added Features
- Save time and energy by utilizing the forms and time planners included

Thirteen Powerful Webinars Hospital Leaders Won't Want to Miss

Discover for yourself why hospital leaders from across the nation are raving about the value and impact of the HCAHPS Breakthrough Leadership Series™



Leadership/Executive Strategy

The C-Suite Leader's Role in HCAHPS Transformation™

MISSION: Creating leadership, inspiration, engagement, and accountability to drive HCAHPS success.

You will learn how to:

- Effectively educate your leaders on the core skills and competencies of how to improve and sustain HCAHPS Patient Satisfaction Survey Scores
- Successfully engage, motivate, and empower frontline staff at every level to own the patient experience and deliver compassionate care to every patient, every time
- Avoid the two fatal mistakes most C-Suite teams make designing their HCAHPS strategy, and create a plan of action to move scores to the 75th percentile
- Gain an immediate snapshot of your leader's patient satisfaction survey score literacy, and learn how to create consistently high ownership and commitment
- Create organization-wide positive anticipation and enthusiasm about completing the HCAHPS Performance Improvement Series[™]

Reviews:

- The webinar was a gift from heaven."
 - Katherine Pearce, Memorial Hospital of Bradford Health System
- Very informational on point, kept my interest with good takeaways I can implement, and take back to the rest of my team.
 - JoEllen Patterson, CNO, Pekin Hospital, Pekin, IL

$\sum_{i}Q_{i}$

Quiet at Night

The Quiet Revolution™

MISSION: Create a restful, healing environment that patients perceive to be quiet.

You will learn how to:

- Ensure that patients get the rest they need in order to heal and recover
- Make them feel like they are honored guests, not objects being "processed" through a mill

- Engage all staff in making an effort to create a healing environment - even as they go about the job of caring for others during the night
- Let patients appreciate special "healing time" during the day when they know they won't be disturbed
- Provide positive proof that the care team is concerned about the experience of patients and family members, and their return to good health

Reviews:

- Excellent down to basics, good information and good tips. Motivating. "
 - Esther Van Baren, Quality Care Specialist, Fairchild Medical Centre, Yrek, CA
- Wonderful! The presentation, the materials, the resources are wonderful.
 - Katie Pfitzer, HR Representative, Mid-Valley Hospital, Omak, VA

3

Cleanliness of Patients Rooms

Cleanliness Matters™

mission: Cleanliness is next to godliness. Create a hospital culture where Everyone's a Housekeeper!

You will learn how to:

- Use a five step coaching model to engage all hospital associates in cleanliness awareness
- Take advantage of latest research on sanitizing room surfaces to combat the threat of HAIs
- Avoid nosocomial infections
- Use "behavior labeling" to let patients know what you're doing to keep them safe and comfortable
- Lead a hospital culture that sees Environmental Services and its housekeepers as "life savers"

Reviews:

- The speakers were great. Very informative, understandable. Information current and usable.
 - Diane Ochiltree, Director of Respiratory Care, Stonewall Jackson Memorial Hospital, Weston, WV
- Relevant to us and our low patient satisfaction scores.
 - Denise Krajewski, CNO, Doctors Hospital, Dallas, TX



Communication about Medication

The Medication Education Imperative™

MISSION: Master the skills of successful patient medication education.

You will learn how to:

- Involve family caregivers in new medicine education
- Utilize conversation-starters for patients reluctant to ask questions about new medicines
- Be certain patients understand all aspects of a new medication
- Assure all clinical staff are skilled at delivering medication instructions
- Reduce medication errors

Reviews:

- You provide an organized hour of why and how with great ideas and useful tools. Easy to understand with practical recommendations.
 - Rhonda Marcus, Quality Coordinator, Granite Falls Hospital, Granite Falls, MN
 - Excellent. Valuable information for meds as well as other educational opportunities for patients.
 - Laura Woods, Nurse Manager, Richland Memorial Hospital, Olney, IL

5

Communication with Doctors

Skillful Physician Communication™

MISSION: Master the communication skills of a compassionate patient experience.

You will learn how to:

- Understand why patients place more importance on doctor's interpersonal skills than on the medical judgment or experience
- Enable doctors to communicate skillfully with patients
- Support physicians to make the most of their time with patients
- Leverage ten practical tools to empower the patient and improve outcomes
- Apply three thoughtful questions that guarantee improved HCAHPS scores

Reviews:

- Outstanding! My CNO and I will develop a plan to have all leadership watch. "
 - Emmett Schuster, President/CEO, Gibson General Hospital, Princeton, IN
- Listen and learn the skills the MDs need to bring on board. HCAHPS are serious and the MDs need to get on board.
 - Barb Urbis, Supervisor Dietary Aspirus

6

Communication with Nurses

Relationship-Based Nurse Communication™

MISSION: Master relationship-based communication skills that heal.

You will learn how to:

- Manage patient expectations around their hospital stay
- Consistently deliver courteous and respectful behaviors for listening well
- Overcome barriers to better patient communication
- Apply a take-home model for providing bedside care with empathy, intent, and compassion
- Utilize "Chat Time" as a way to develop a positive relationship

Reviews:

- Oynamic speakers. Thought provoking. Great ideas that are ready for implementation.
 - Marilyn Mandas, BSN, RN, Placentia-Linda Hospital, Placentia, CA
- Wery informative and wonderful ideas. "
 - Sandy Otten, Performance Improvement Coordinator, Memorial Hospital, Chester, IL

7

Discharge Information

Discharge Satisfaction Guaranteed™

MISSION: How to prepare every patient for safe, continued recovery at home... every time!

You will learn how to:

- Adapt to patient and family preferences in everyday decision-making
- Eliminate the root cause of most adverse events after discharge
- Apply new skills for communication about medication
- Perform effective, thorough medication reconciliation
- Provide timely care transition communication and follow-up

Reviews:

- I felt like I knew pretty much everything about the discharge process, but this program organizes the information in such a way that I was inspired in spite of myself.
 - Colleen Todd, RN, Coquille Valley Hospital, Coquille, OR
- Agree that all Nursing Leaders should be utilizing this resource. The speaker makes it usable for any size facility, which is great.
 - Tammy Lambright, Nurse Manager, Critical Care Services, Anderson Hospital, Maryville, IL



Compassionate Pain Control™

MISSION: Create a culture of compassionate pain control through proven skills and best practices.

You will learn how to:

- Evaluate pain as the "5th Vital Sign"
- Overcome misconceptions about pain medications
- Teach alternative pain-reduction techniques
- Restore patient's self-esteem, often lost when in the grip of pain
- Create a culture of nurse pain control mastery

Reviews:

- Outstanding! The best pain management webinar I have ever attended.
 - Randall Aitchison, Coordinator, Patient Satisfaction, University of Iowa Hospitals and Clinics, Iowa City, IA
- Easy to listen to. The energy from the speakers is contagious.
 - Theresa Kirby, Quality Risk Manager,
 Grande Ronde Hospital, LaGrande, OR

9

Responsiveness of Staff

Revolutionize Staff Responsiveness™

 ${\it mission:}$ Create a culture of empathetic, timely, responsive service.

You will learn how to:

- Train all staff to overcome service delays and perform service recovery
- Establish trust by responding to the patient's emotional needs
- Allow your empathy to create a privileged intimacy between you and your patient
- Realize the Magic of Frontline Engagement
- Implement best practices that lead to sustainable results

Reviews:

- So many useful tips to implement for immediate use. I like the conviction and passion of the speakers.
 - Marilyn Mandas, BSN, RN, Linda Hospital, Placentia, CA
- Very informative. Although people think of 'responsiveness of staff' as being primarily Nurses, the speakers were great at pointing out the contributions that can affect patients, are not just the result of nursing.
 - Lottie Whitmer, Compliance/AQ/RM, Rio Grande Hospital, Del Norte, CO

Transition of Care

Care Transitions Done Right™

MISSION: To engage staff and patients in creating a seamless care transition experience.

You will learn how to:

- Apply the five essentials to get care transitions done right – and avoid adverse events
- Perform a collaborative assessment of care transition needs
- Understand why medication reconciliation is vital
- Implement the keys to a timely handoff and follow-up
- Establish the importance of post-transition phone calls
- Deliver special care/safety for high-risk patients

Reviews

- Excellent ideas, content, information. Provided superb ideas for working with skilled nursing facilities to reduce readmissions.
 - Roy Boland, ED Director, Saint Francis Hospital, Memphis, TN

110

Overall Rating

High-Performing Overall Hospitals™

MISSION: A strategic blueprint to engage all staff in creating a compassionate experience for the patient and family throughout their hospital stay.

You will learn how to:

- Discover the key evidence-based drivers that directly influence a patient's overall judgment and perception
- Utilize an Overall HCAHPS Scorecard to pinpoint specific improvements needed for every domain
- Clarify and link your "brand promise" to your deliverables.
- Stop over-promising and under-delivering
- Crystallize the role of the CEO and senior leadership needed to achieve breakthrough results.
- Implement the 12 core leadership competencies that drive frontline engagement and empowerment

Reviews:

- They understand what makes hospital employees want to serve the patients, and what patients need to see to improve the perception of the hospital.
 - Wylenthia Reynolds, Occupational Therapy Manager, Pinckneyville Community Hospital, Pinckneyville, IL

Recommend the Hospital

The Power of Word-of-Mouth Marketing™

MISSION: To help you create a hospital experience that patients will enthusiastically recommend.

You will learn how to:

- Lead the understanding of what "recommend" really means
- Harness the power of referrals and increase volume
- Exceed patient expectations by consistently meeting them
- Empower an enthusiastic frontline their good will builds recommendations from your patient population
- Onboard new employees so they feel appreciated and ready to deliver personal, patient-centric care

Reviews:

- The content and information was priceless! This was right in line with what our hospital needs and where we are trying to go.
 - Jamie Dickenson, Patient Experience
 Coordinator, Grande Ronde Hospital, LaGrande,
 OR
- They are knowledgeable in all aspects of becoming a hospital where people feel like they belong.
 - Wylenthis Reynolds, Pinekneyville Community Hospital, Pinekneyville, IL

13 BONUS WEBINAR

Marcus Engel: Applied Inspiration™

MISSION: Discover the small acts of compassion that make a big difference in the patient experience.

You will learn how to:

- Apply innovative techniques to treat patient challenges
- Celebrate the healing power of humor
- Manage the not-so-caring aspects of the health care system
- Rediscover the rewards of providing health care
- Understand the unique issues surrounding trauma and loss

Reviews:

- "Fantastic! Best one yet!"
 - Holly Richard, Grand River Health
- I have never been so inspired and touched by another individual. For Marcus to share his story is to inspire those of us that forget how truly blessed we are. His determination and perseverance is amazing!
 - Shannon Chostoski, Harrisburg Medical Center

The HCAHPS Breakthrough Leadership Series™ Tool Kit This comprehensive HBS™ competency based

This comprehensive HBS™ competency based education program includes 24 ready-to-use how-to tools:

The C-Suite Role in HCAHPS Transformation™

1 Tool: Leadership Accountability Agreement Forms

Quiet at Night - The Quiet Revolution"™

2. Tool: Satisfaction Guaranteed eBook

Cleanliness of Patient Rooms - Cleanliness Matters™

3 Tool: Service Excellence Council Charter

Communication about Medicine - Medication Education Imperative™

4. Tool: Patient Medication Education Team Charter

Communication with Doctors – Skillful Physician Communication™

5. Tool: Skilled Physician Communication At-A-Glance
Poster, and Skilled Physician Communication
At-A-Glance Three Thoughtful Questions that
Guarantee Improved HCAHPS Scores (Reference)

Communication with Nurses - Relationship Based Nurse Communication™

- 6. Tool: S.E.R.V.E. Communication Tool Mini Poster
- 7. Tool: Keep your Nurses for Life eBook

Discharge Information - Discharge Satisfaction Guaranteed™

- 8. Tool: Three Questions asked Three Ways to Guarantee a Satisfied Discharge Experience.
- 9. Tool: Discharge Team Charter

Pain Control - Compassionate Pain Care™

- 10. Tool: Pain Care Resource Team Charter
- 11. Tool: Nominate a Pain Care Angel Poster and Pain Care Nomination Form
- 12. Tool: Pain Care Management Flow Sheet

Responsiveness of Staff - Revolutionize Staff Responsiveness™

- 13. Tool: Service Recovery Sample Policy
- 14. Tool: Rapid Cycle Improvement Planner

Transition of Care - Care Transitions Done Right™

- 15. Tool: The Skilled Nursing Organization Checklist
- 16. Tool: Person Care Plan Checklist
- 17. Tool: Care Transition Team Charter

Overall Rating - The High-Performing Overall Hospital™

- 18. Tool: The CEO's Engagement Checklist
- **19. Tool:** Semi-Annual Leadership Empowerment and Retention Survey
- 20. Tool: The Patient and Family Advisory Council Charter
- 21. Tool: Active Physician Engagement Checklist
- **22.** Tool: The High Performing Emergency Department Tool Kit

Willingness to Recommend - The Power of Word of Mouth Marketing™

- 23. Tool: Ideas Worth Quoting and Reading
- 24. Tool: Community First Council Charter

Leadership Skills and Competencies

In addition to 90+ patient experience improvement skills, the HBS™ Series includes 50 practical, ready to apply leadership competencies and best practices.

1 C-Suite Role

Patient Survey Literacy Pop Quiz

2 Quiet

Daily Leader Intentional Staff Rounding

3 Cleanliness

- Five Step Coaching
- The Service Excellence/Patient Experience Council
- Empower RNs as Advocates

4 Medication Education

- The Patient Medication Education Team
- Keeping Repetitive Communication Fresh
- Recognize, Collaborate & Celebrate

7 Discharge

The Discharge Satisfaction Team

8 Pain Care

- Inspired Coaching
- The Pain Control Resource Team
- Pain Care Angels Recognition Program

9 Staff Responsiveness

- Peer Based Train-the-Trainer
- Nine Tools in Support of Staff Responsiveness

10 Care Transitions

- Mastering Moments of Truth
- Care Transitions Team
- Your Partnership with Skilled Nursing

11 Overall

- Why Overall Matters BIG Time!
- Reality Check & the HCAHPS Balanced Scorecard
- Clarify Your Brand Promise
- Role of the CEO
- The Accountability Protocol
- Change Your Culture or Be Doomed to Repeat the Past
- Chief Experience Officer
- Create High-Performance Leadership Engagement

- Team Based Leadership
- The Highly Visible Leader
- Create High Performing Frontline Engagement
- Choose Well & Onboard Effectively
- Measure Staff Engagement & Continuously Improve
- Frontline Engagement Bundle
- Create High-Performing Patient Engagement
- The Patient & Family Advisory Council
- Create High Performing Sustainability
- Culture of Continuous Quality Improvement
- Active Physician Engagement
- The High Performing Emergency Department
- Integration with Ancillary & Support Departments
- The High-Performing HCAHPS Hospital Scorecard

12. Recommend

- The Reality Check Revisited
- The Power of Referrals
- How Patients Choose Hospitals
- Unleash the Priceless Value of Lifetime Patient Loyalty
- Imperative #1: Engage
- The Mother Test
- The Mystery Patient
- Patient Reality Checks Done Weekly
- Imperative #2: Empower
- Over-Communicate
- Tell Stories!
- The Daisy Award
- Imperative #3: Transform
- Transform Your Team into Real Life Ambassadors
- The Community First Council
- Lead the Paradigm Shift
- The Boomers Are Coming
- Ideas Worth Quoting & Reading
- Take the CHPP Challenge