



American Association
of Physician Liaisons, Inc.

“Work Smarter Not Harder” Tools And Tips To Increase Time In The Field For Maximum Accountability

Join us for a Webinar on October 18

REGISTER NOW

Space is limited.

Reserve your Webinar seat now at:

<https://www3.gotomeeting.com/register/931204086>

Presented by:

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Organizations are rapidly changing their physician strategies from volume-based to value-based alignments in response to healthcare reform. As a result, Physician Relations programs are being asked to support the new value-based alignment strategies while still being accountable to growing volumes and in many cases without being given more resources. This session will use real life management stories to illustrate techniques, strategies and tactics and the application of best practices for increased efficiency and effectiveness with proven success to demonstrate return on investment for your organization.

Webinar Objectives/Take Home Tools:

- a. Identify systems, models, techniques that will engage the sales and retention staff in successful behaviors resulting in achievement of organizational goals.
- b. Review the key performance indicators for sales day to day management of territories and growth and retention tactics.
- c. Learn how to apply accountability measures for yourself, your colleagues, and Leadership through a range of applicable methods.

Title: *“Work Smarter Not Harder” Tools And Tips To Increase Time In The Field For Maximum Accountability*

Date: Friday, October 18, 2013

Time: 12:00 PM - 1:15 PM EDT

After registering you will receive a confirmation email containing information about joining the Webinar.

System Requirements

PC-based attendees

Required: Windows® 7, Vista, XP or 2003 Server

Mac®-based attendees

Required: Mac OS® X 10.5 or newer

Mobile attendees

Required: iPhone®, iPad®, Android™ phone or Android tablet