

Master Class Presented by:

Brian Garver, SVP Business Development and Marketing

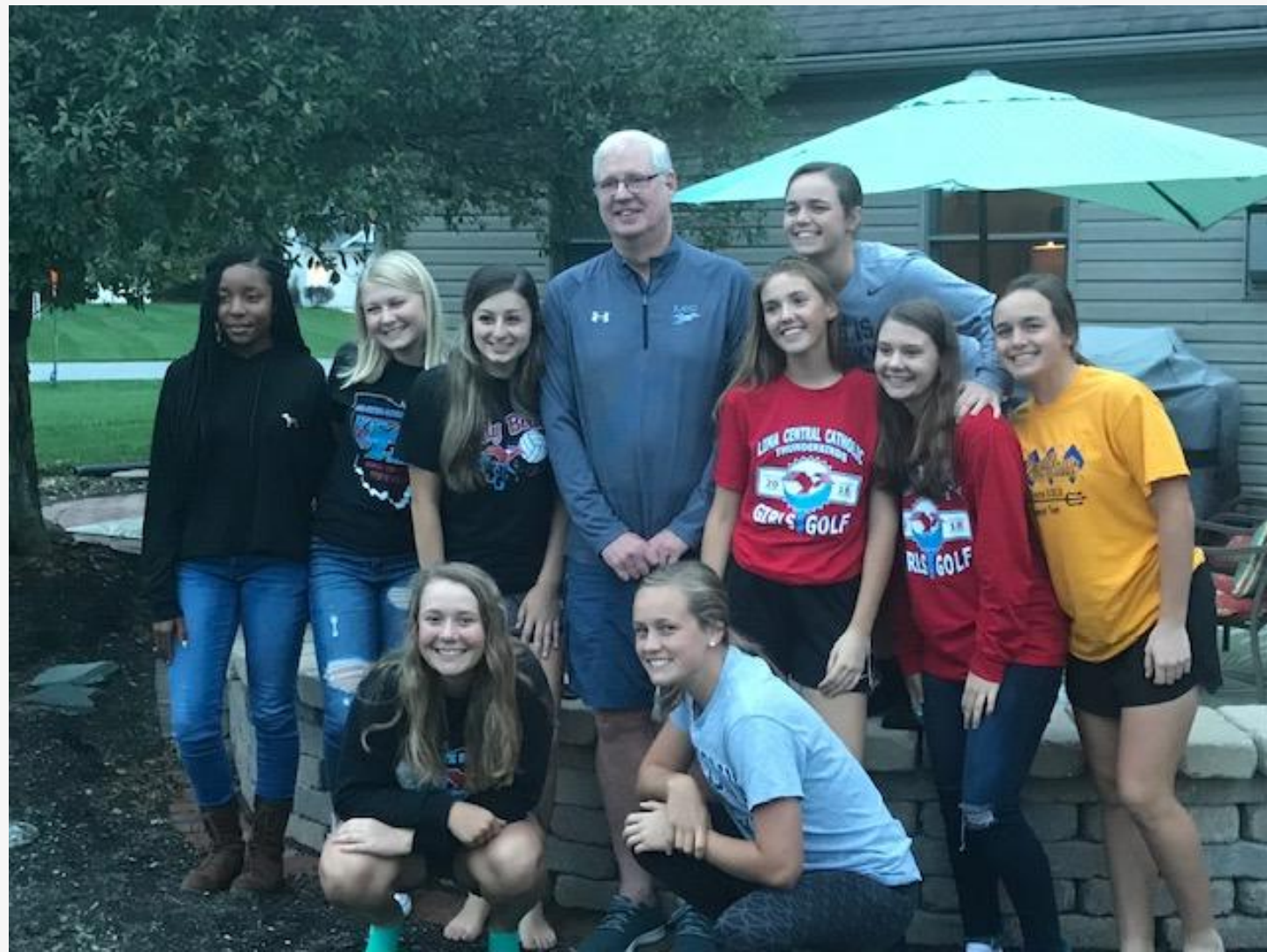
KeyBridge Medical Revenue Care

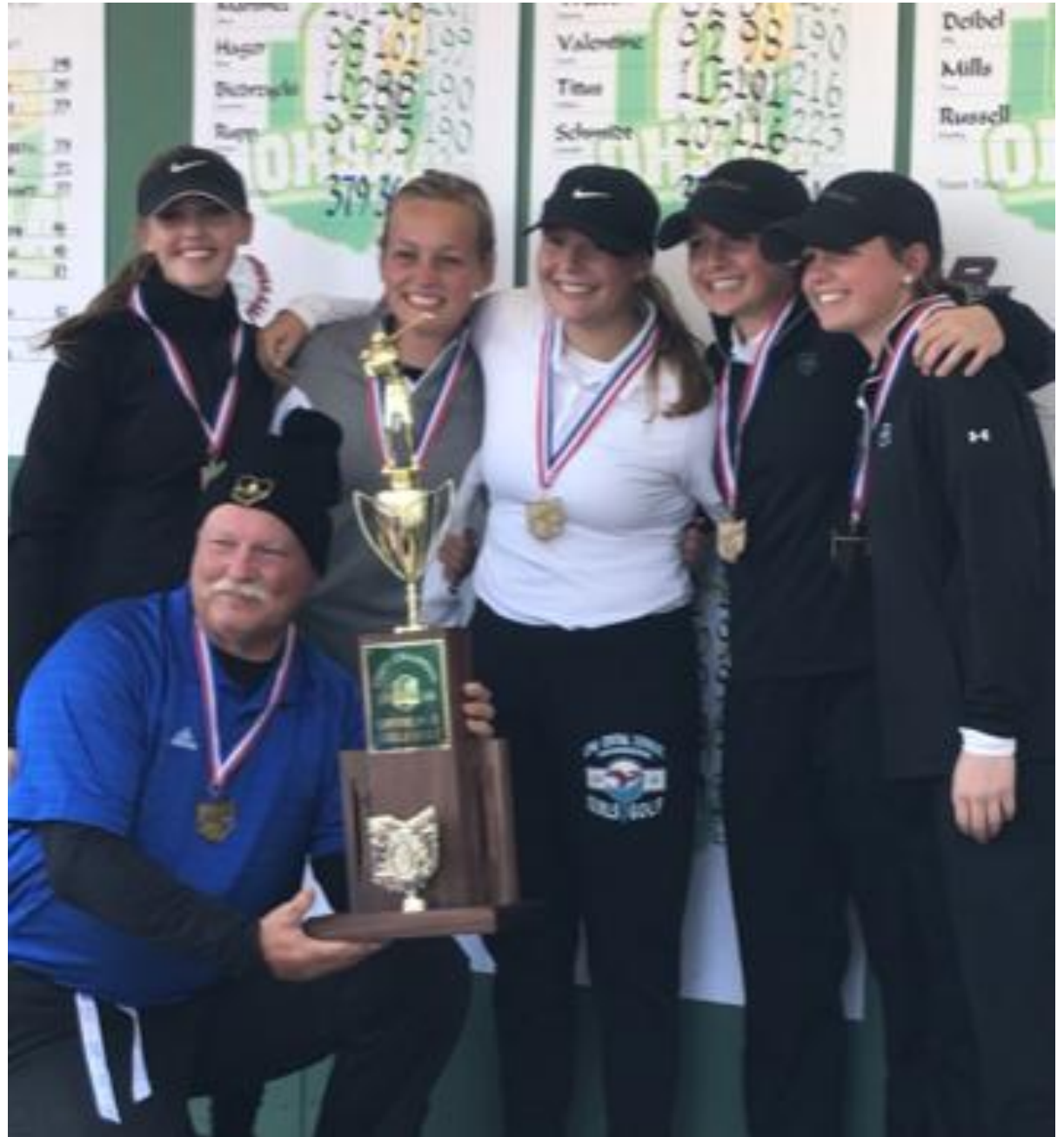


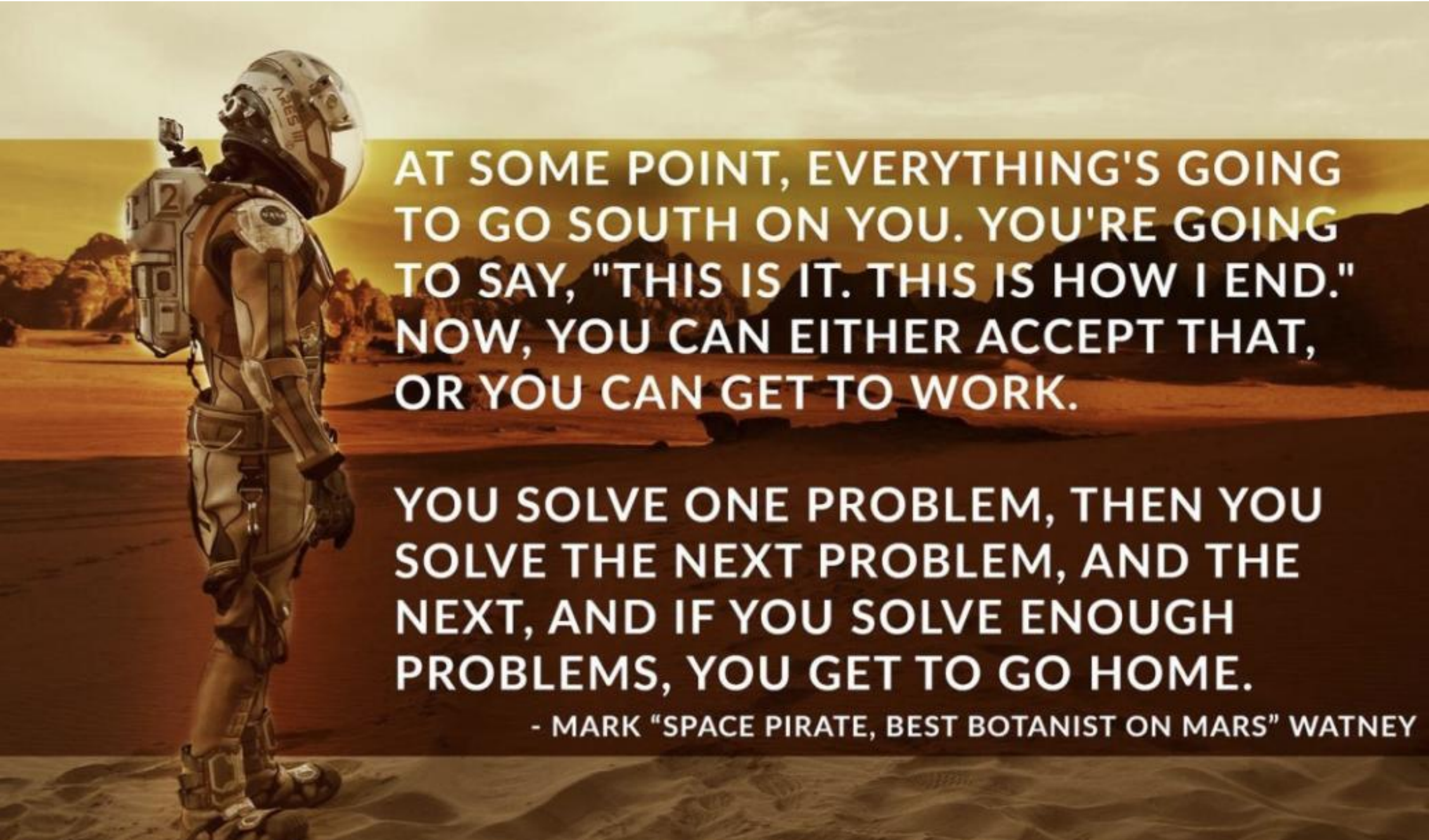
Transforming YOUR Team into a Performance Powerhouse!







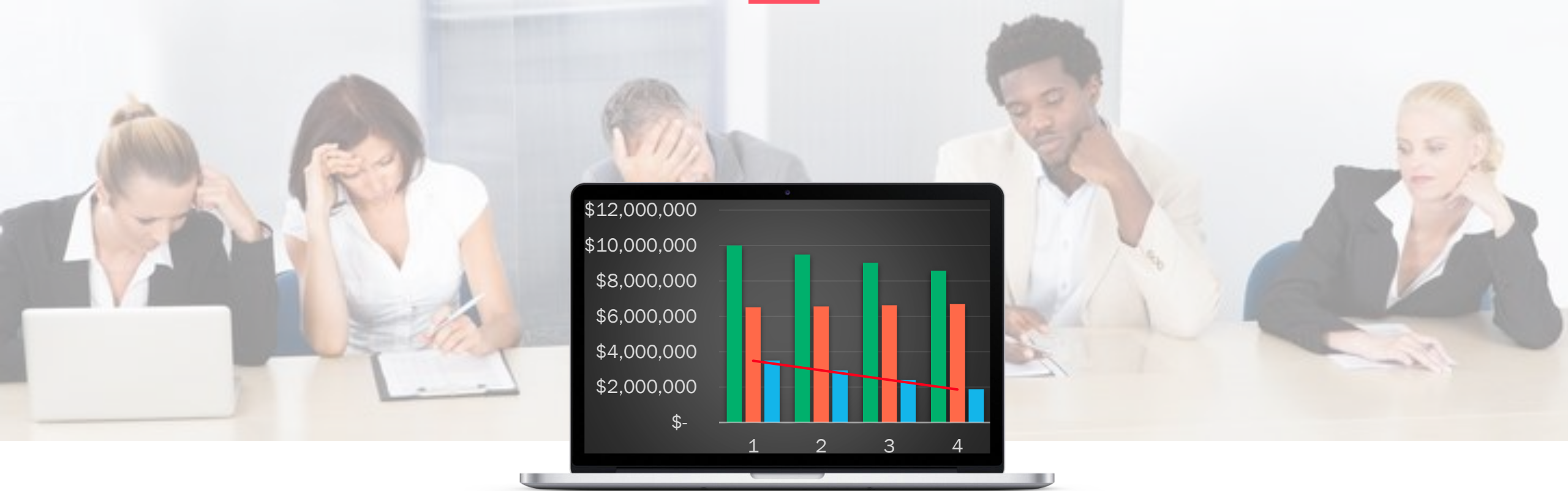


A full-page background image featuring an astronaut in a white and orange spacesuit standing on the reddish-brown surface of Mars. The astronaut is facing away from the camera, looking out over a vast, desolate landscape with low hills in the distance under a hazy, orange-tinted sky. The astronaut's helmet has 'NASA' and 'MARK II' visible, and a small camera is mounted on the side. The number '2' is visible on the back of the suit.

AT SOME POINT, EVERYTHING'S GOING TO GO SOUTH ON YOU. YOU'RE GOING TO SAY, "THIS IS IT. THIS IS HOW I END." NOW, YOU CAN EITHER ACCEPT THAT, OR YOU CAN GET TO WORK.

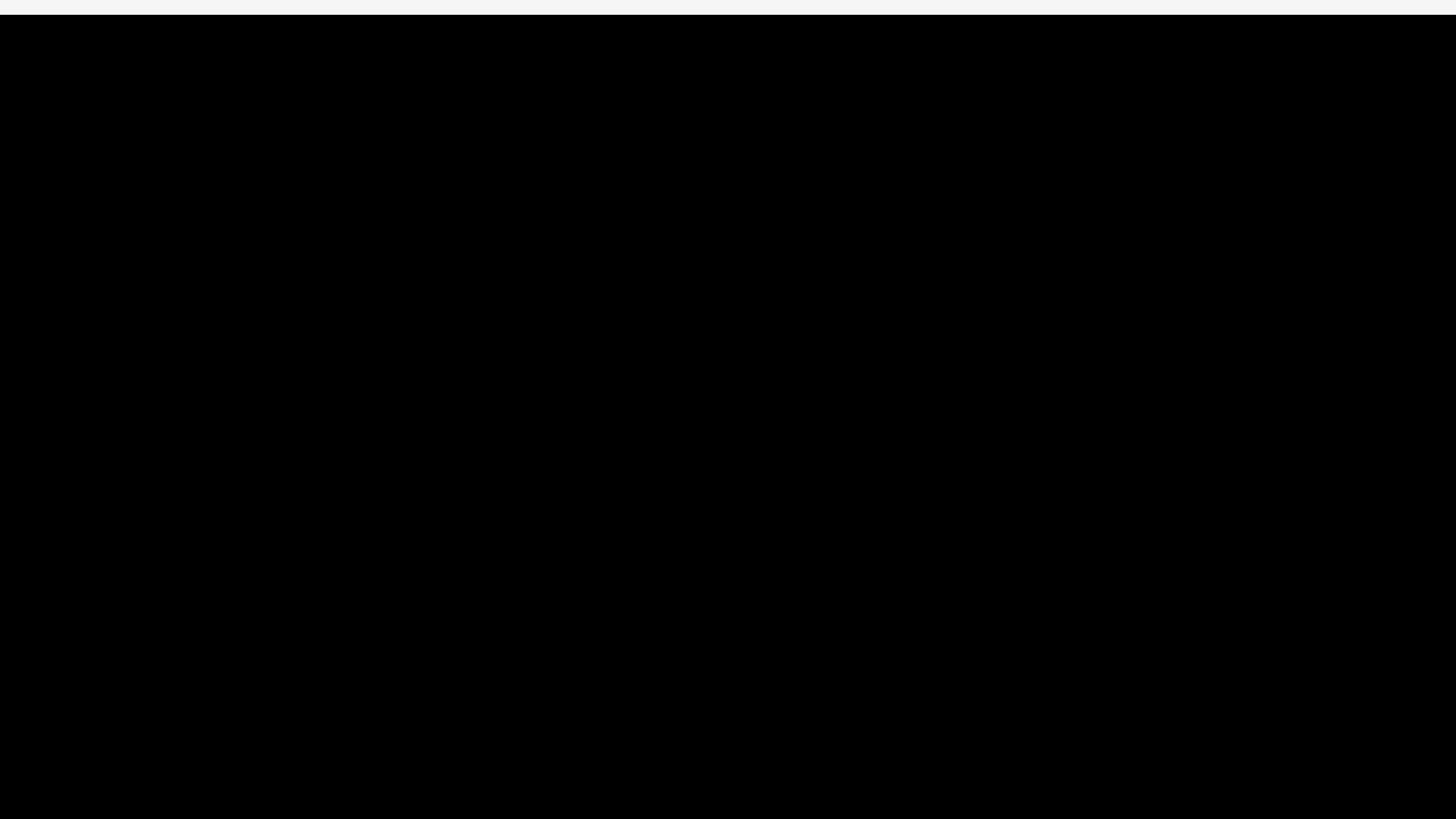
YOU SOLVE ONE PROBLEM, THEN YOU SOLVE THE NEXT PROBLEM, AND THE NEXT, AND IF YOU SOLVE ENOUGH PROBLEMS, YOU GET TO GO HOME.

- MARK "SPACE PIRATE, BEST BOTANIST ON MARS" WATNEY





<https://youtu.be/K7agjXFFQJU>



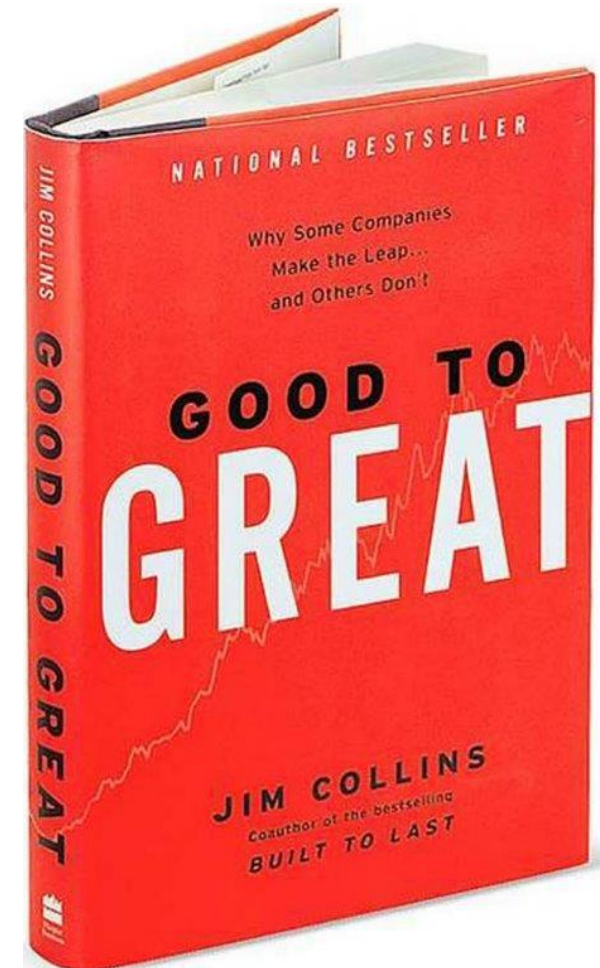


What is a High Performing Team?



“Greatness is primarily not a function of circumstance. It is first and foremost a matter of conscious CHOICE and DISCIPLINE.”

- Jim Collins





Expect the Incredible

“Be a yardstick of quality. People are not used to an environment where excellence is expected.”

Steve Jobs
Co-Founder and former CEO of Apple, Inc.

**EVERYONE
It starts with
LEADERSHIP**



KeyBridge™

Medical Revenue Care™



97% Patient Satisfaction

16x Winner!



**Best Places
to Work**

Modern Healthcare Best Companies Group



**Top 6%
agencies nationwide**



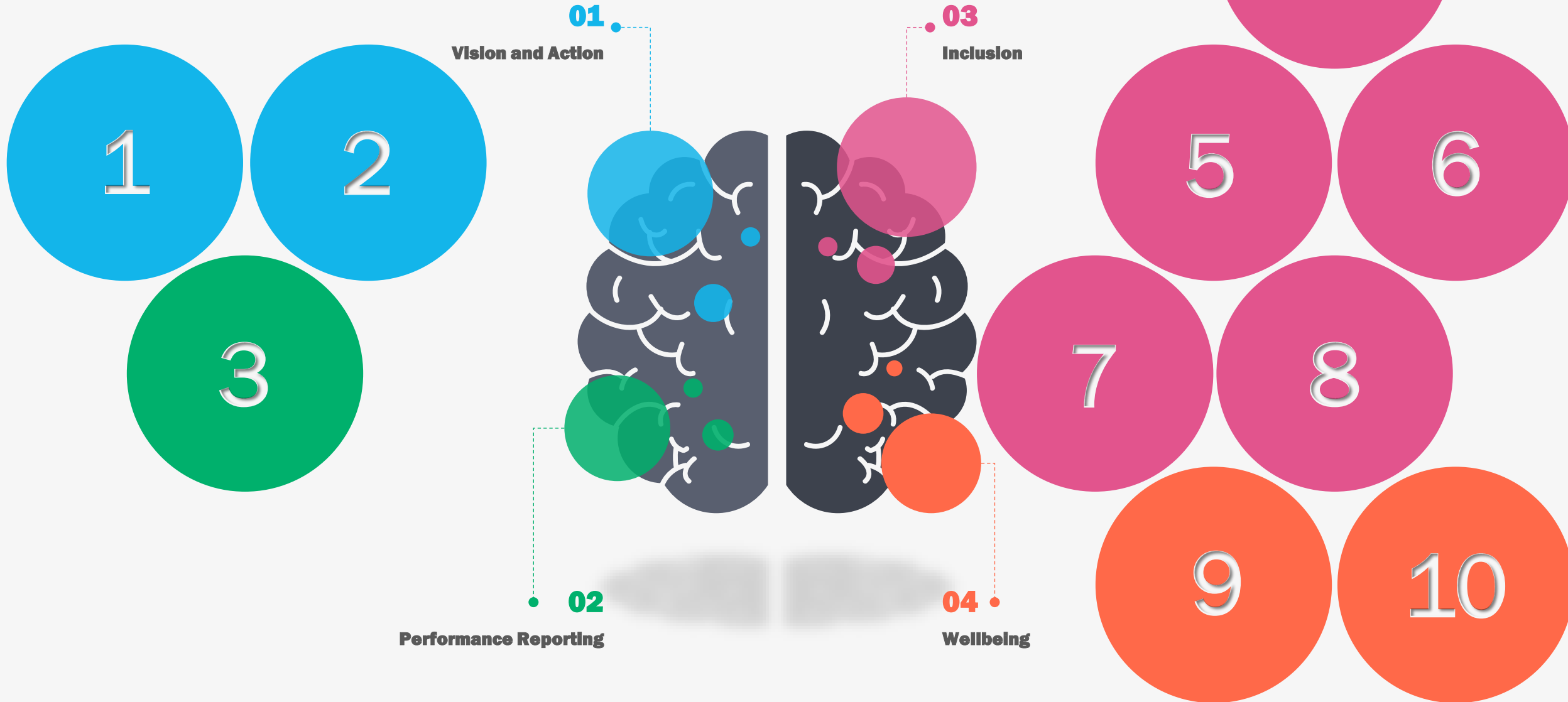
BECKER'S _____
HOSPITAL REVIEW

4 KPIs of a High-Performing Team



ACHIEVEMENT (Results)

ENGAGEMENT (Support)



**SHARE A
PURPOSE
AND GOALS**



WHY?

Repetition, repetition, repetition.

Tie achievements to the big picture.







CREATE PSYCHO- LOGICAL SAFETY

The single greatest
correlate with a group's
success

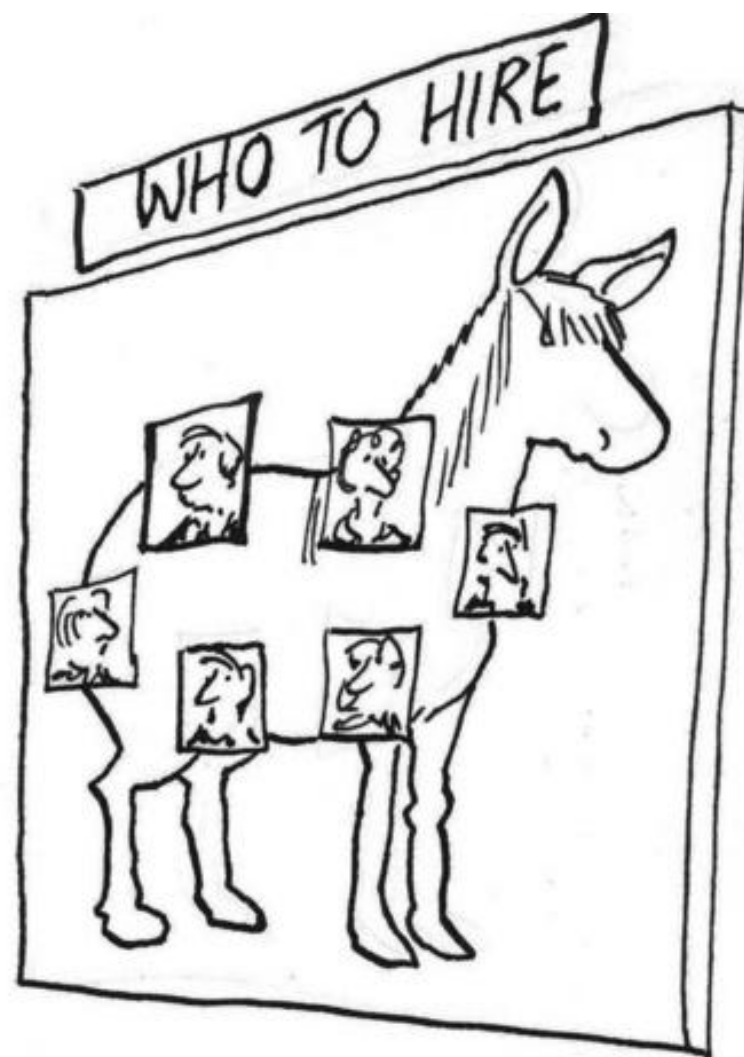


SET GOALS AND MEASURE PROGRESS





**HIRE
FOR
CULTURE**



**SHOW
APPRECIATION**

**CELEBRATE
WINS**



#1 reason most Americans leave a job is... they don't feel appreciated.





#1 Motivator

~~Money~~

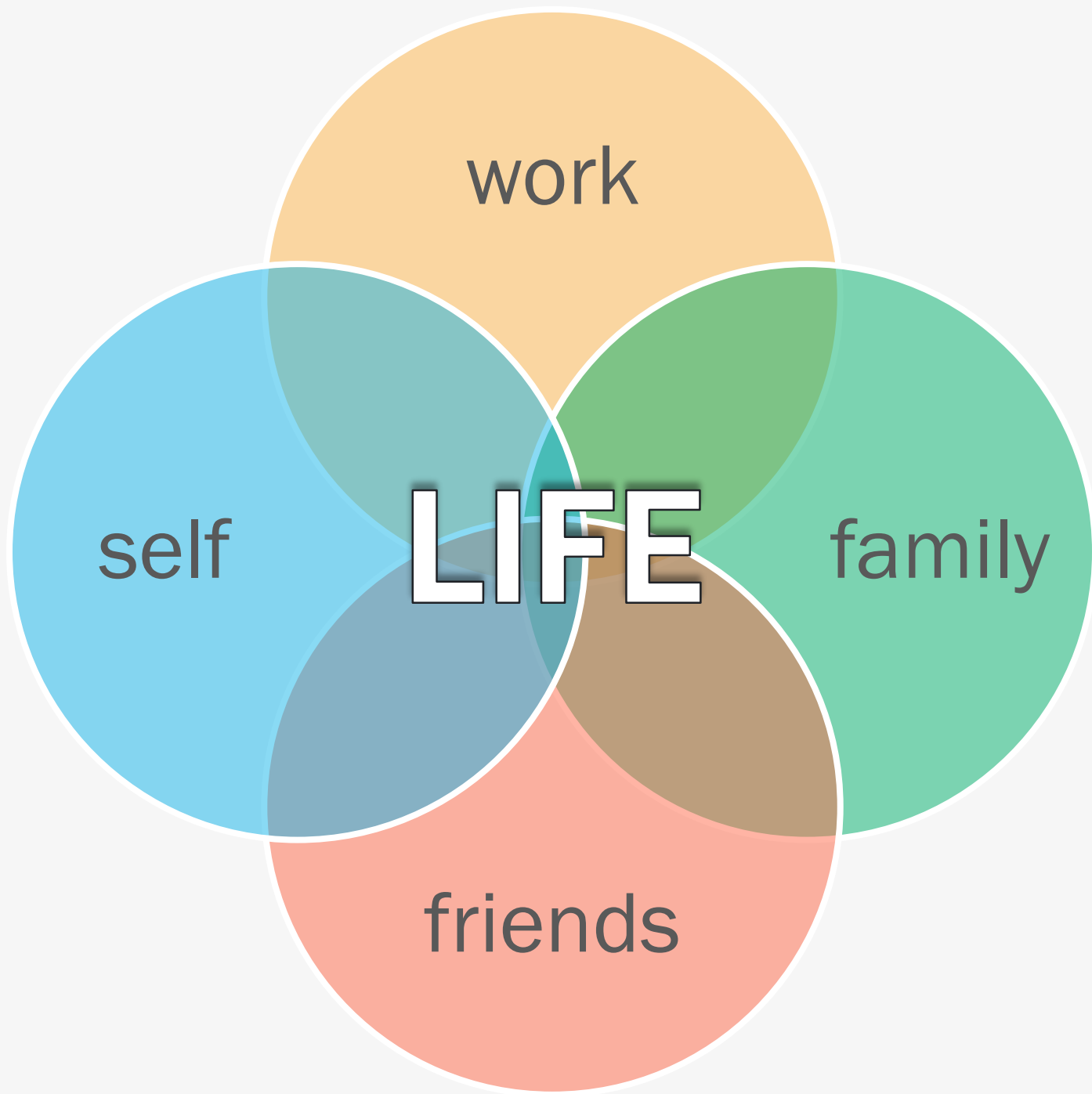
“Recognize Me”



**PROVIDE
OPPORTUNITIES
FOR GROWTH**



**PROMOTE
WORK-LIFE
INTEGRATION**





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