

Health Care Industry Committee

What is it?

The Health Care Industry Committee supports health care professional service providers through market intelligence, cross-industry conferences, analytical and forecasting tools, direct access to experts, and ready-made educational resources to better understand their provider customers. HCIC includes Clinical Services and Professional Services.

90

The number of suppliers and service providers that we currently serve.

The Details

Launch Date: 1992

Average Cost: \$55,000

Audience:

CXOs at Imaging chains, staffing firms, ED management firms, lenders/banks, benefits firms

What to Listen For

Consulting firms, staffing firms, lenders/banks; benefits and executive search firms; marketing and PR firms

What is Unique?

- HCIC membership is for a variety of organizations that serve suppliers and service providers of the health care industry.
- Often their challenges are understanding the market place, how to differentiate their services, and how to grow the pipeline.
- Serve them mostly through expert PAs, national meetings, sales crashers, and VIP days

How to Start the Conversation

- What challenges are you facing when it comes to overall business success in the next year?
- Tell me about the training program that you have for new hires or even your existing team? Do you feel like they understand the realities and environment that hospitals are facing? (e.g., we can help them via trainings etc.)
- Have you seen new stakeholders become involved in the purchasing process? Would you like more information about these stakeholders?

Related Products

Human Resources Advancement Center, Philanthropy Leadership Council, Financial Leadership Council, Health Care Advisory Board