



Janice Mueller

Sharon Peck



Karen Evison

Taima Campbell



Dr Robert Jones

Dr Fiona Jenkins

Allied Health & NGO Business Master Class February 2019

Business Case Development & Presentation for AHPs & NGOs

*Expanding your business?
Need to know how to win contracts and
positively influence Funders of healthcare
services?*

19/20 FEB – WELLINGTON AND
21/22 CHRISTCHURCH

Wellington
Regional Hospital
Education Centre,
Riddiford St, WGTN

CONTENT

Manawa
Education Centre
276 Antigua Street,
CHCH

Over 1.5 days, our team of experienced Aotearoa and United Kingdom presenters will provide an interactive, evidence-based learning experience.

Day One combines background theory and practical group work: how to analyse and scan the healthcare environment of Aotearoa to identify where a proposed new service/case for change could be successful, how to address equity issues, what elements need to be in a proposal (e.g. for an ROI, RFP or stand-alone business case), how to incorporate quality, the use of data/information, and how to be successful in pitching your ideas.

Day Two (half day) starts with marketing and branding, then moves to a “Dragon’s Den” style event, where participants will work together in small groups to present a proposal to a panel of a mock Executive Team.

COST - \$680.00 excl. GST

For further information or to register go to <http://www.waipiata.com>
Or contact Janice Mueller on 021 753 020, email janice@waipiata.com