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Allied Health & NGO Business Master Class Coming in 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

LIKE TO KNOW MORE?

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

Day One will be a combination of background theory and practical group work: how to analyse and scan the healthcare environment of Aotearoa New Zealand 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 response), 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. Feedback will be provided to all teams.

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