



Maryland Patient Safety Center presents

## The ROI of QI:

*Making the Pitch to Leadership*

**NEW!**

**Tuesday, October 18, 2022 • 1:00 pm – 3:00 pm**  
**LIVE VIRTUAL TRAINING SESSION VIA ZOOM**

### **A Guide to Making a Successful Financial Presentation**

You and your colleagues have just presented an improvement initiative to the leadership team. You're optimistic and hopeful. Then, the hard questions begin. Where does the money come from to pay for all of this? Why should we devote our scarce resources to this? And perhaps the most difficult of all: Don't you understand? We can't afford any expense increases! Suddenly, as you struggle to answer these questions, hope turns to despair, your optimism quickly evaporates, and you feel like your train has left the tracks.

But while these are indeed challenging questions, they don't have to derail your initiative. You just need to understand how to respond to them. How to offer the relevant financial information to make your case.

### **Learning Objectives**

This program will cover such topics as return on investment, revenue and cost behavior, drivers of profitability, and tips for making a presentation. At the conclusion of the program, participants will:

- Understand the concept and be able to calculate return on investment,
- Describe the revenue, expense, and profit implications for an improvement, and
- Make a successful "pitch" to decision makers.

### **Who Should Attend?**

Patient safety coordinators, quality and performance improvement professionals, risk managers, and others who have responsibility for facilitation of Quality Improvement Projects.

### **Program Fee**

Non-members: \$98

Maryland Patient Safety Center members: **FREE**

### **About the Speaker:**

William J. (Bill) Ward, Jr., MBA



William J. (Bill) Ward, Jr., MBA is an Associate Professor of Health Finance and Management in the Department of Health Policy and Management at the Johns Hopkins Bloomberg School of Public Health. His areas of expertise include management and leadership, governance, budgeting, financial management, quality and patient safety, and hospital operating efficiency.

Bill is a former hospital executive who has provided a variety of consultative services to organizations throughout the United States. He has worked on projects overseas in the Caribbean, Latin America, Asia and the Middle East. He is or has been a member of the governing boards of hospitals, health systems, foundations, and financial institutions in both for- and non-profits. Currently, Bill is Chair of the HR Committee of a multi-hospital system in New York.

He is the author of three textbooks and numerous articles and has lectured widely on a variety of healthcare financial and operational subjects. His newest book, *Health Care Budgeting and Financial Management*, was published by Preager, an imprint of ABC-CLIO.

**Register Here:**

<https://marylandpatientsafety.org/education/>

**Contact Us:**

[programs@marylandpatientsafety.org](mailto:programs@marylandpatientsafety.org)