



Halley Consulting Group

Strategy and Performance Improvement for Physician Networks

Physician Network Turnaround Success Indicators

- Is improving the financial performance of your physician network widely viewed as one of the top goals for your organization?**
- As CEO, do you have the political leverage necessary to risk a turnaround, especially when the going gets tough?**
- Are you personally willing to engage your employed physicians as "partners" when the going gets tough?**
- Are you willing to support the establishment of new performance expectations for your physician network and to close sites and/or terminate relationships in practices that cannot or will not come up to those performance standards?**
- Can you and your senior management team acknowledge that your primary care physician network cannot be operated like a department of the hospital?**
- Are you confident in your management team's experience and ability to implement your turnaround plans successfully?**
- Do you have a clear vision of your organization's "retail" strategy and the role of primary care practices in providing acceptable geographic coverage for health care decision-makers (primarily women) in your target market area?**



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