



HCC | MODULE ONE: KNOW YOUR PARTNER

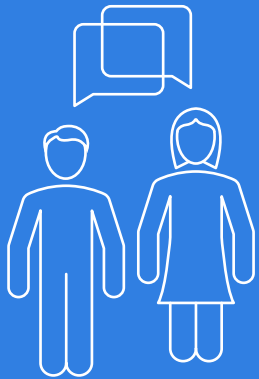
# GET TO KNOW YOUR PARTNER AND POSITIVE OUTCOMES WILL FOLLOW

## IDENTIFY GOALS AND ROLES



Defining expectations is a critical step in learning how you will best work together.

Discover the individual qualities each party has to offer so you can align your efforts in a way that best drives success.



## THE MORE YOU SHARE, THE BETTER THE CARE

Sharing unique expertise, tools and resources allows you to leverage strengths and identify weaknesses.

## DEVELOP A PARTNER PROFILE

- ◉ Community you serve
- ◉ Their need and your purpose
- ◉ Services delivered
- ◉ Operating and leadership structure
- ◉ Key operational terms and definitions
- ◉ Partnership reasons and relevance to your strategic and financial goals
- ◉ Your unique contributions: technical | operational | clinical | other

## FLEX YOUR SUPERPOWERS



Combining your greatest strengths raises the bar for both partners.

Make each other aware of vulnerabilities so you know exactly where to fill in the gaps.

Even if you've worked together in the past, prepare for this partnership's unique goals.



## TRUST AND COMMUNICATION FORM THE GLUE THAT KEEPS YOUR RELATIONSHIP STRONG

Establish a plan for governance and shared transparent and frequent communication between partners.



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