

Growth and Profitability with CHAP Growth Solutions

About CHAP Growth Solutions

CHAP Growth Solutions service provides transformational growth consulting, leveraging industry expertise to help community-based healthcare organizations navigate rapidly changing markets, regulatory demands, and customer expectations.

CREATING A CULTURE OF GROWTH

- ✓ Growth is everyone's responsibility, including sales, operations, clinical, etc.
- ✓ Make goals visible with a daily/weekly scoreboard
- ✓ Lead as a coach: develop people and build confidence
- ✓ **Biggest Barriers of Growth:** Leadership and Direction; Operational Efficiency; Talent Management; Culture and Engagement; Strategic Planning; Market Intelligence

KEY DIFFERENTIATORS THAT DRIVE GROWTH

- 🔒 Speed to service / timely start of care
- 🔒 Consistent client & family updates (communication)
- 🔒 Specialty programs, customer service, and partnerships
- 🔒 Make it easy to work with you

Growth = Reach + Frequency + Messaging

The FOUR DISCIPLINES OF EXECUTION (4DX)

by Chris McChesney, Sean Covey, and Jim Huling

- 1 Focus on the wildly important
- 2 Act on the lead measures
- 3 Keep a compelling scoreboard
- 4 Create a cadence of accountability



Schedule a **complimentary**
discovery call with me

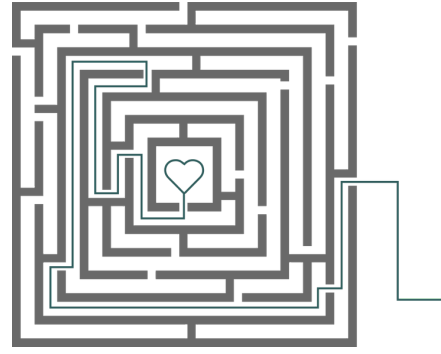
chapinc.org/lead

Jacquie King, Growth Consultant

📞 540-750-9023

✉ jacquie.king@chapinc.org





WHY WAIT? GROW NOW.

LET'S GROW
TOGETHER



Take the First Step
Towards Growth.
Scan the QR code
to learn more.



LEVERAGE OUR EXPERIENCE



Actionable Growth Strategies

Growth is not just increasing referrals; it's about evolving with purpose. Without a clear plan, organizations risk falling into familiar traps: underperforming sales teams, high turnover, and revenue shortfalls.



Proven Track Record

Our tailored strategies are built on deep industry experience, ensuring your organization can navigate these hurdles and achieve sustainable growth.



A Strategic Plan for Growth

- Talent Optimization and Development
- Value Propositions
- Territory Optimization and Mapping
- Sales Training + Enablement
- Onsite Evaluations: SWOT/GAP Analysis
- Referral to Admission Efficiency
- Strategy + Leadership Development
- Fractional Leadership + Management