



PROSPECTUS
... workshop ...
Board Financial Fitness & Savvy

Dennis M. Stillman, MHA, CPA, FHFMA
in association with:
Dennis D. Pointer & Associates
206-632-6066 • dennis.pointer@comcast.net
www.BoardFood.com

FOCUS

What boards must have in place and do to ensure/enhance their organization's financial performance and condition.

FORMAT

one-half day; 3 – 4 hours

VENUES

- state and local hospital association meetings
- professional/trade and alliance association conferences
- health system, hospital and medical group board retreats

CONTENT OUTLINE

- the governance imperative: making a difference (on behalf of stakeholders) and adding value (to the organization)
- the nature of board work ... governing obligations, responsibilities and roles
- essence of governing
- distinctive aspects of governing nonprofit healthcare organizations
- board core responsibilities
 - ends
 - executive performance and compensation
 - quality of care
 - finances
- the "two faces" of healthcare organizations: social institution and business enterprise
- board financial responsibilities
 - formulating/approving organization-wide financial objectives
 - reviewing/approving management financial plans
 - ensuring the organization's credit worthiness
 - ensuring the organization effectively allocates capital
 - monitoring/assessing the organization's financial performance and condition
 - ensuring the organization's financial integrity and credibility
- essential director financial competencies
 - understanding accounting fundamentals
 - accounting entity
 - accounting period
 - accounting value
 - matching and accrual
 - the accounting equation
 - being able to read, analyze and interpret the organization's financial statements
 - revenue and expense summary
 - balance sheet
 - statement of cash flows
- key board financial practices
 - governance-friendly financial statements
 - financial ratio analysis
 - financial oversight processes

- credit worthiness and bond ratings
- board financial systems
 - the financial planning cycle
 - financial plans: alignment of capacity and need
 - capital allocation
- the independent/external audit
 - objectives and purpose
 - process
 - types of opinions
 - meeting with the auditors
 - the board's role
- board financial infrastructure
 - finance committee
 - audit committee
 - relationships: board, board committees, CEO, CFO

LEARNING RESOURCES

Each participant will be provided with complete handout package ... PowerPoint slide set and note taking guide.

We recommend the sponsoring organization purchase, and have ready for distribution to each participant: *Essentials of Health Care Organization Finance - A Primer for Board Members* by Dennis Pointer and Dennis Stillman (Jossey-Bass, 2004).

OUR COMMITMENT

Financial Fitness & Savvy is designed/presented by Dennis D. Pointer & Associates which has completed over 250 governance development engagements for healthcare organizations, commercial corporations, government agencies and trade/professional organizations.

We will:

- work with your staff on arrangements to ensure seamless planning
- provide copy for inclusion in a workshop announcement
- provide the handout package ready for duplication by you

FACULTY



Dennis M. Stillman is Senior Lecturer, Program in Health Services Administration, University of Washington School of Public Health and Community Medicine where he teaches graduate-level courses in accounting and finance. He is an adjunct faculty member at San Diego State University (Program in Health Services Administration, Graduate School of Public Health), Seattle Pacific University (School of Business) and the University of Colorado School of Business (Program in Health Administration). In addition to university courses, Dennis teaches continuing education programs in accounting and finance basics for mid-level managers and clinical leaders. He is principal, Dennis M. Stillman Associates; his firm

specializes in providing interim financial management in addition to financial analysis, evaluation and consultation for healthcare organizations and their boards.

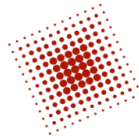
Dennis is co-author of *Essentials of Health Care Organization Finance - A Primer for Board Members*, published by Jossey-Bass.

Dennis was, for 12 years, Associate Administrator and Chief Financial Officer of the University of Washington Medical Center (UWMC). During his tenure, UWMC was consistently ranked among the best hospitals in the country by *U.S. News and World Report*. He has held previous positions as: Vice President and Chief Financial Officer, Pacific Medical Center (Seattle, WA); Controller, Marshall Hale Memorial Hospital (San Francisco, CA); Assistant Administrator, Sonoma Valley District Hospital (Sonoma, CA); Auditor, Arthur Andersen and Company; and Chief Accountant, Valley Medical Center (Renton, WA). He has completed interim CFO engagements for: Sacred Heart Medical Center (Providence Health System) – Spokane, WA; Minor & James Medical Group – Seattle, WA; and PolyClinic Medical Group – Seattle, WA.

Dennis received his B.A. in business administration (with a concentration in accounting) from the University of Puget Sound and M.H.A. from the University of Washington. He is a Certified Public Accountant (inactive) and Fellow of the Healthcare Financial Management Association.

If you want to talk with us about scheduling a *Board Financial Fitness & Savvy Workshop*, please call or send an e-mail message.

dennis d. pointer & associates
5544 Kenwood Place, North
Seattle, WA 98103



206.632.6066 (voice)
206.632.6266 (fax)
dennis.pointer@comcast.net