



SIMPLE BUT POWERFUL SOLUTIONS THAT PRODUCE RESULTS

Leadership actions required to achieve your organization's vision.

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Dear Colleague,

Continuing with our central theme: FOCUS + EXECUTION + LEADERSHIP = RESULTS, in this issue of *Simple but Powerful Solutions That Produce Results* we suggest a **deceptively simple process that leaders can employ** to define the leadership actions required to set -- and achieve -- your organization's vision.

In our [last newsletter](#), we highlighted Seiko, Dell, Southwest, and GE as examples of companies whose leaders invented new ways of defining their businesses by changing the boundaries of their thinking first, and then their actions. Leaders of these companies created the time and discipline needed to define, communicate, and execute the bold beliefs and actions needed to achieve their vision.

FOCUS

A simple question:

In **your** business, what seems *impossible* today that - if you found a way to do it - would *fundamentally change your results*?

What is your equivalent to the Seiko, Dell Southwest or GE innovation?
Where does your breakthrough opportunity lie?

- Quality?
- Operational Performance?
- Physician Collaboration?
- Leadership Development?
- The flawless execution of a major project or initiative?
- A clinical innovation?
- Growth?

Most organizations try to find the answers to these questions in an elaborate planning process. Is there another way to stimulate innovative thinking to guide the planning and execution processes? **We think it begins with focus.**

EXECUTION

A simple starting point:

Identify priority areas and keep everyone focused.

Consider the following key questions:

1. What is working today that you want to continue and/or expand upon?
2. What have you tried that has either failed to produce material results or been disappointing?
3. What are the key lessons to glean from the first two questions?
4. Where is your focus today?
5. Where did you expect to be by this point in time?
6. What is the "gap" between your expected strategy and your actual results?
7. **What must be different going forward?**

LEADERSHIP

How can it be this simple?

We conducted a facilitated leadership session with [Craig Broman](#), President, [Saint Cloud Hospital](#), and here's what he found in our approach:

"The time spent considering these questions with the professionals of Hindin Healthcare Advisors was extremely valuable. It challenged our leadership to look beyond the day-to-day pressures and get clear on whether or not the organization is focused on the actions that will provide our long-term success. It was amazing to see the power and simplicity when we were skillfully walked through the probing process. It helped identify some gaps and potential adjustments we need to make to ensure success."

Having the chance to consider these questions in a facilitated leadership session provides a unique and objective opportunity to clarify your own situation.

We've helped numerous other leadership teams and we can help you too.

All you need to do is schedule an investigative conversation with one of our industry professionals. We guarantee this time will produce a valuable return.

Simply reply to this message with "I'm ready" in the subject line, call us at 201 656 1004 or send an email to ehindin@hhadvisors.com and we'll schedule a time to talk at your convenience.

And we invite you to visit our [website](#) for additional [resources](#) and [case studies](#) that may be of interest and welcome your comments and suggestions about this publication, our point of view or topics you would like to see explored.



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