



RECRUITMENT BOOTCAMP

ON-SITE VISITS, FOLLOW-UP AND CONTRACTING

NOVEMBER 29, 2017

2 P.M. EASTERN

WEBINAR HOUSEKEEPING

We are
Recording

Ask Questions

Have Fun

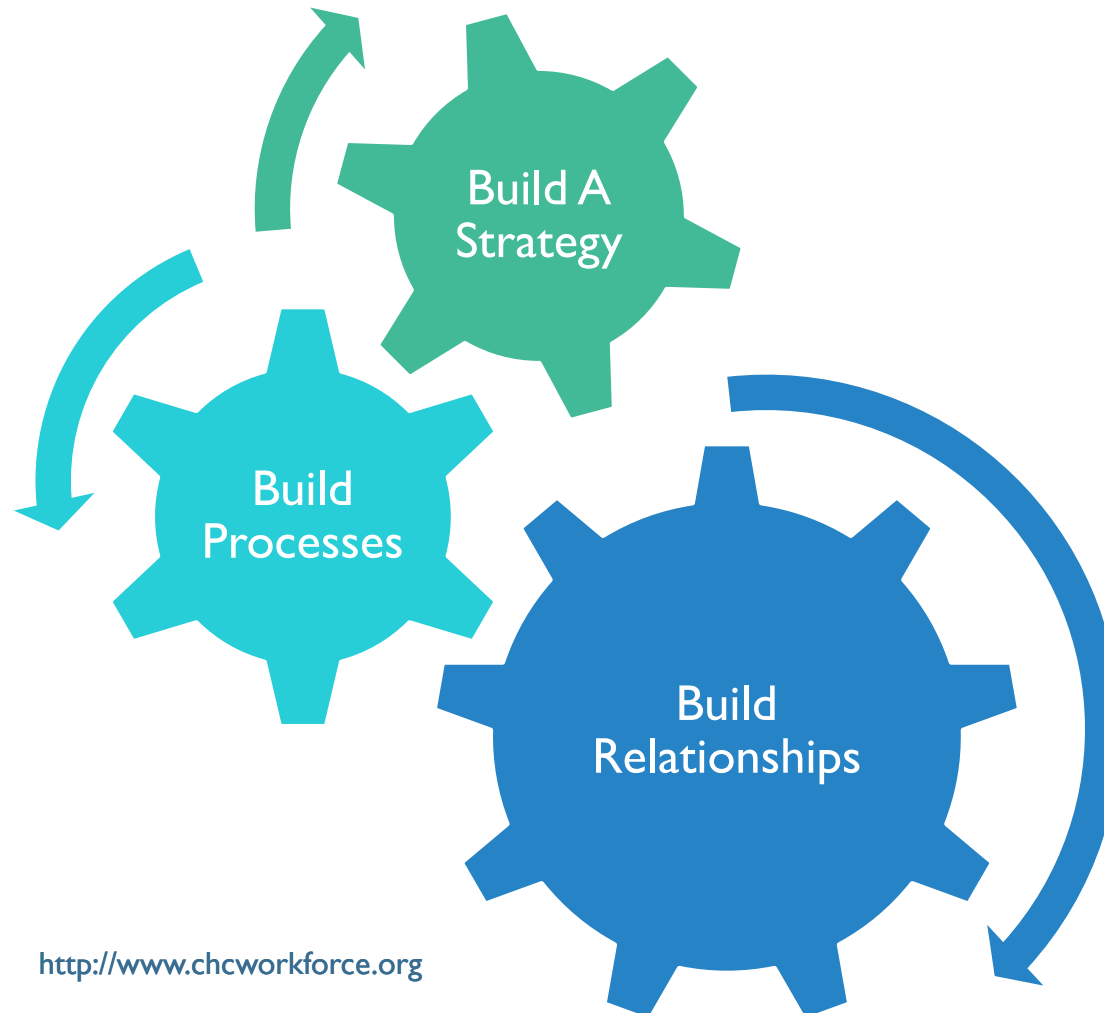
TODAY'S PRESENTER

Ann Hogan

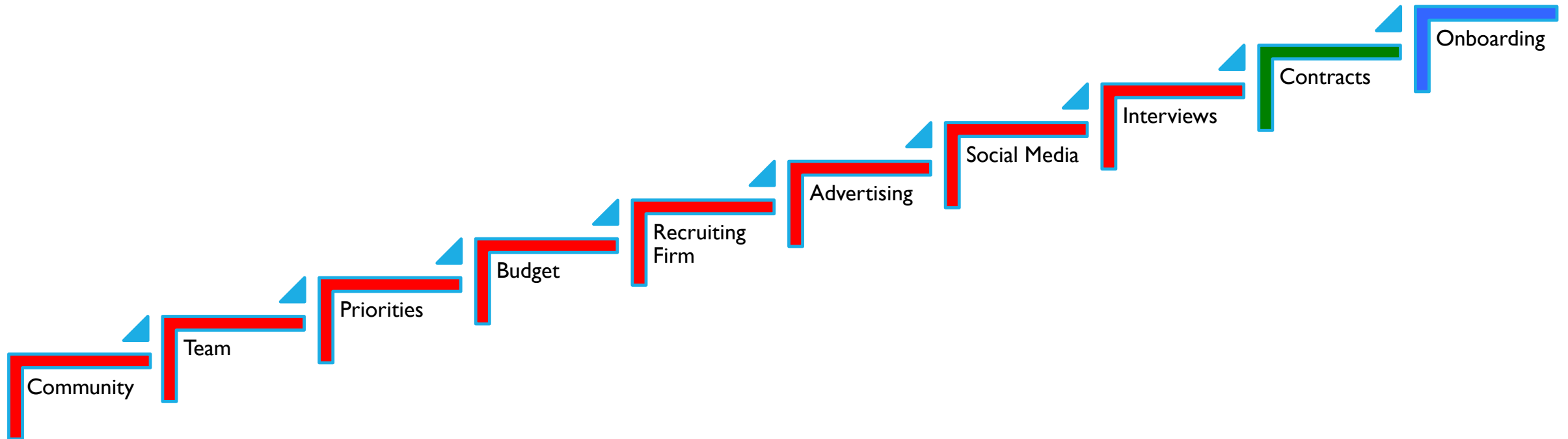
Ann Hogan Consulting



OUR BOOTCAMP GOALS



RECRUITMENT PLANNING PROCESS



DISCUSSION BOARD

- Select “2017 Recruitment Bootcamp” group
- Select relevant week
- Comment and reply to others!

The screenshot shows the STAR² Center website dashboard. At the top, there are navigation links for RESOURCES, TRAINING, ASSISTANCE, ABOUT US, CONTACT US, and LOG OUT. The STAR² CENTER logo is prominently displayed. Below the navigation is a DASHBOARD section with icons for a calendar, a backpack, a clock, and a coffee cup. A large green arrow labeled "Group 2" points to the "2017 RECRUITMENT BOOTCAMP" button under the DISCUSSION GROUPS section. Other buttons include "DISCUSSION BOARD FEEDBACK". Below this are three main content areas: RESOURCE CENTER (with a book icon), WELCOME (with a house icon), and ONLINE COURSES (with a folder icon). Each area contains a brief description of its function.

LAST WEEKS RECAP: SCREENING PROCESS

- **Describe position**
- **Describe the Health Center**
- **Describe the town and region**
- **Ask Questions**
- **Review with your Recruitment Team**
 - **Sign on to discussion board to replay the webinar**

TALES FROM THE DISCUSSION BOARD



SITE VISIT

Logistics

Visit

Partner
Itinerary

Joint
Itinerary

Make the
Visit “Real”

LOGISTICS AND VISIT

Logistics

- Travel – who is going to make the trip?
- Car, Hotel, Meals
- Directions and Maps to health center and places of interest

Visit

- Tours of site(s) and Local Hospital
- Have meeting arranged with your support staff, providers, CEO and CMO

PARTNER ITINERARY & JOINT ITINERARY

Partner Itinerary

- Schools
- Childcare
- Realtors and Community Members
- *Potential Employers

Joint Itinerary

- Dinner or meeting with Providers and Administrative Staff
- Culture or Unique Community Event

FOLLOW UP WITH CANDIDATES

Develop
Plan

Frequency

Timeline

Type of
Contact

Who is
Responsible

PROVIDER CONTRACTS

- Work Expectation**
 - Clinical Hours, Administrative Hours and On-Call Hours**
 - Behavior**
 - Office Sites and Location**
 - Call Schedule**
- Compensation & Benefits**
- Professional Development**
- Expenses**
- Moving Allowances**
- Termination Clause**

NEXT WEEK:

- Assignment
 - Complete Table 19 and 20
 - Discussion Board Questions
 - Next Webinar – December 13th
- Office Hours
 - OPTIONAL
 - Wednesday, December 6th
 - 2 p.m. Eastern Time
 - <https://www.gotomeet.me/STAR2Center>

FACULTY

- Allison Abayasekara | aabayasekara@clinicians.org
 - 703-562-8820
- Mariah Blake | mblake@clinicians.org
 - 703-562-8819
- Ann Hogan | ann@annhoganconsulting.com
 - 303-916-6439
- Suzanne K. Speer | sspeer@clinicians.org
 - 703-577-1206

NEXT WEBINAR - DECEMBER 13TH

Onboarding and Wrap-up

WHAT TO EXPECT



- Faculty Emails – ask any questions you have
 - Webinar recording
 - Assignment & Discussion Board prompts
- You're done for the week!



THANK YOU!