Developing Effective Revenue Cycle Leadership

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Leading leaders requires a different mind set. To add growth, Develop Followers, to multiply growth Develop Leaders.

Principles of growth and development include:

- If you develop yourself you will have personal growth
- If you develop your team you will have organizational growth
- If you develop leaders, your organization can achieve explosive growth
Video #1

To level set everyone on what the revenue cycle is.....show cat hearing video: cowboys herding cats
Leadership and Management Defined

Leadership and Management are different business disciplines that provide different results and outcomes. They can be defined as…….

- Management – is the **measurement** and **control** of people, processes, and systems

- Leadership – is the **development** of people, processes, and systems
Law of the Lid

Leadership ability determines a person’s level of success and the potential impact you can have on your organization.

• Personal success without leadership ability brings only limited effectiveness

• Your Leadership Lid keeps you from growing and reaching your potential

• Your organization will not out perform your level of leadership
“The higher you want to climb, the more you need leadership. The greater the impact you want to make, the greater your influence needs to be. Whatever you will accomplish is restricted by your ability to lead others.”
Law of the Influence

*The true Measure of Leadership Is Influence, Nothing More, Nothing Less*
Myths of Leadership

MANAGEMENT MYTH

ENTREPRENEUR MYTH

KNOWLEDGE MYTH

PIioneer MYth

Position MYth
Leadership Develops Daily,
Not in a Day
Developing leaders is not an event, but a process.

- The secret of success is found in your daily agenda

- Leadership is complicated and has many facets (experience, emotional intelligence, people skills, discipline, vision, intuition, understanding momentum and timing, etc.)

- Leaders require seasoning in order to become effective
A key to remember as you grow and develop your leaders is that it’s a never ending process.

<table>
<thead>
<tr>
<th>An Event</th>
<th>A Process</th>
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<tbody>
<tr>
<td>Encourages decisions</td>
<td>Encourages development</td>
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<tr>
<td>Motivates people</td>
<td>Matures people</td>
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<tr>
<td>Is a calendar issue</td>
<td>It’s a culture issue</td>
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<tr>
<td>Challenges people</td>
<td>Changes people</td>
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<td>Is easy</td>
<td>Is difficult</td>
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Growing Forward

To grow and develop your leaders commit to 5 daily activities…

• Lead Yourself – leading by example because people do what people see. Leadership is caught not taught
• Add Value to People – if you help people get what they want then they will help you get what you want. Adding value to people increases your influence
• Study Leadership – reading, research, learning lunches, etc.
• Practice Leadership – it’s estimated that to master anything takes 10,000 hours of practice
• Intentionally Grow – be forward focused and create a growth environment for yourself and team
Questions