




BUSINESS OF **Strengths-Based Health Care**



CHRISTOPHER
MILLER

Purpose & Values (Foundations)

Christopher Miller



Chris is remarkably patient and tolerant. He will know the answer to a problem but quietly guides you to find the solution yourself which for me is a very effective coaching style.

Richard Greenwood
Greenwood Grincare

Photo courtesy of Richard Greenwood

Why does the practice exist?

For each individual role in the practice, what are you most inspired to contribute?

What problem(s) is the practice uniquely positioned to solve?

Purpose & Values (Foundations)

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What does each team member care most about at work? In life?

What are your core principles for the way you treat patients AND the way you treat each other in the practice?



Patient-centered services

Christopher Miller

Ideal patient - who are they...

demographically,

geographically,

socioeconomically?

What is their greatest need...?

physical?

emotional?

intellectual?

What is their primary driver to seek a health intervention?

Patient-centered services

Christopher Miller

Who is the most important influencer of your ideal patient, and how might they influence decision making?



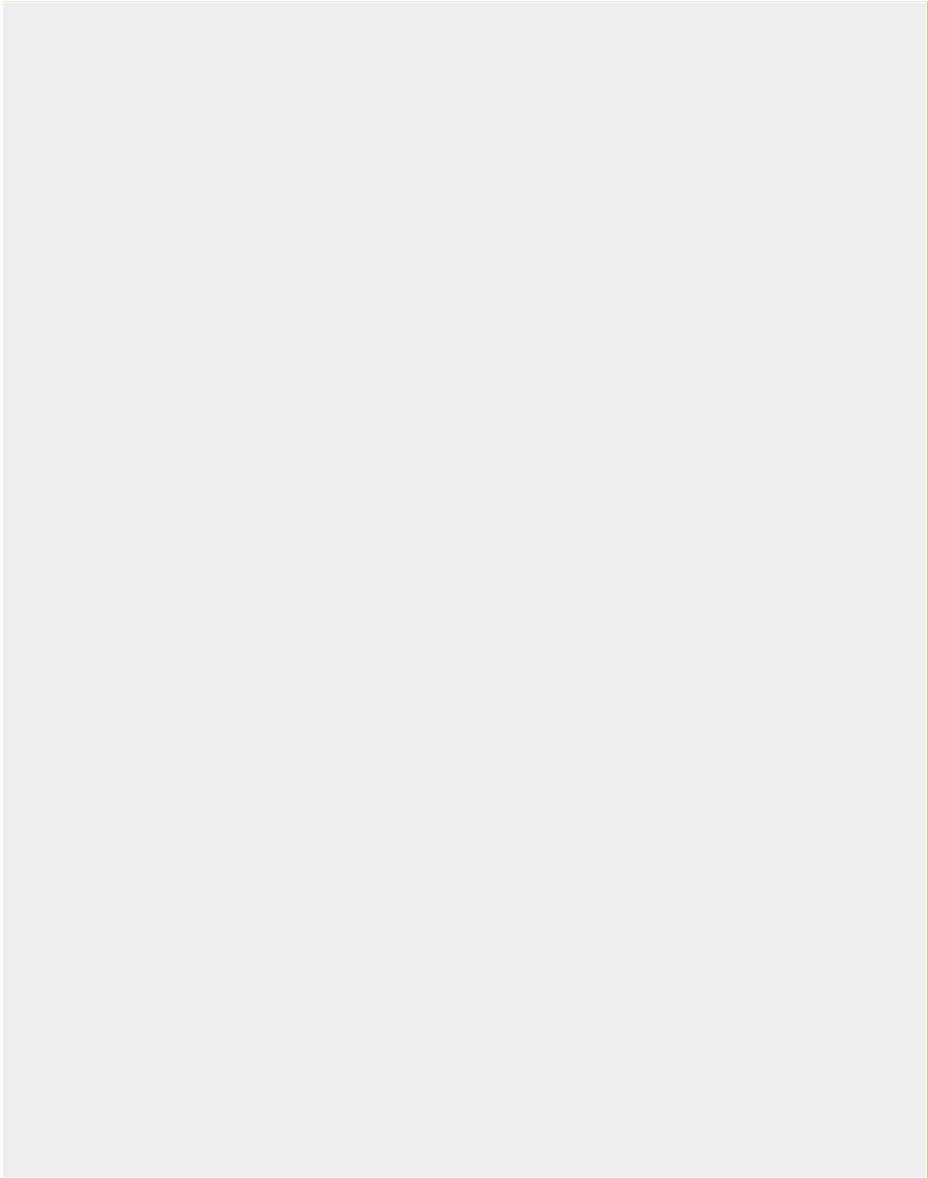
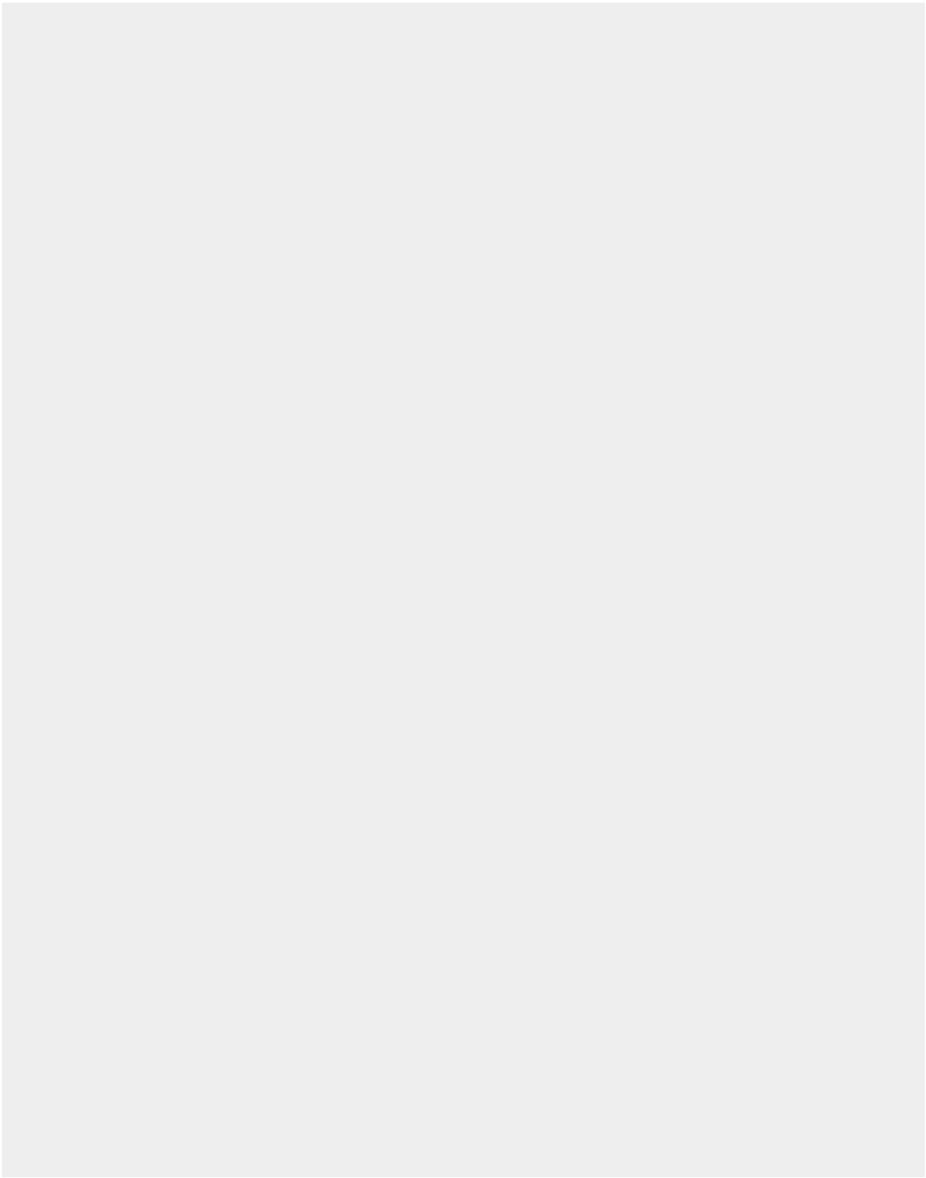
Finding your unique point of difference

Christopher Miller

What do you want to become known for?

How will your service stand out from all other providers similar to you?

If you had to describe your service in one word, what would it be?



Strengths-based team building

Christopher Miller

What are you, and each member of your team best at?
What do each of you love most at work?

Who form the most important complimentary partnerships within the practice?

How will you overwhelm any individual or collective weaknesses by focusing on everyone's extraordinary strengths?

Intellectual innovation / thought leadership

Christopher Miller

What professional or technical skills does the practice have that you can further build your reputation around?

What might you be willing and excited to teach other health providers about your practice?

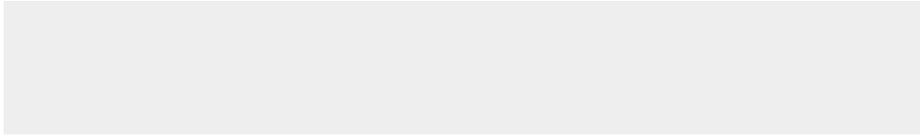
What breakthroughs are waiting to be discovered in your chosen field?

Profit AND Contribution

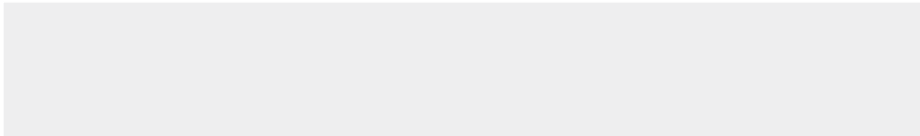
Christopher Miller

How will you redistribute the future wealth of the practice...

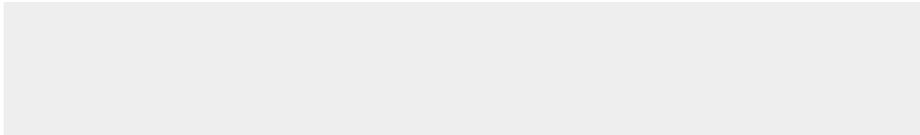
To benefit the patients?



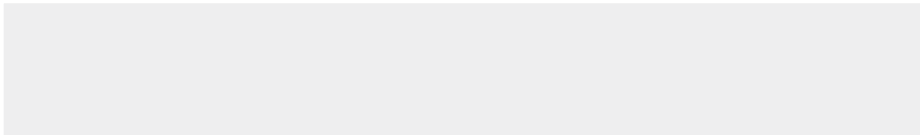
To benefit the profession?



To benefit the team?



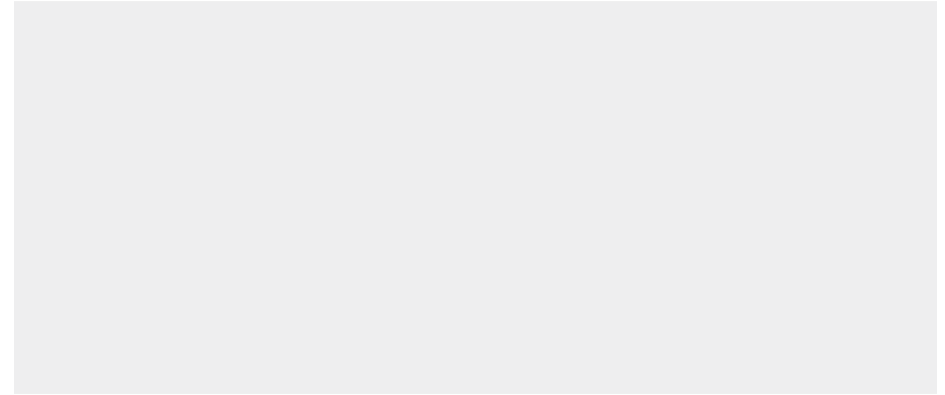
To benefit the practice leadership?



Profit AND Contribution

Christopher Miller

How else might future profits be invested?



Chris opened my eyes to the importance of understanding the purpose and values of our business and our people. When they align, staff will enjoy what they're doing and want to be part of the journey.

Rachel Lilley TBI Health



Photo by Toa Heftiba @ unsplash

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