HCCA's Compliance Institute
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NAVIGATING YOUR OPPORTUNITIES AS A COMPLIANCE PROFESSIONAL

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Session Agenda

- Introductions
- Learning Objectives for the Session
- Maximizing your Current Opportunity
- Leveraging your Experience to Broaden your Horizons
- A Look at Compliance Across Industries
- Questions & Answers

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Learning Objectives for the Session

- Provide an understanding of how to excel at and maximize your current opportunity
- Provide an understanding of how to leverage your experience as you seek to broaden your horizons as a healthcare compliance professional
- Provide an understanding of the compliance profession across industries to demonstrate the range of opportunities that may be available as a compliance professional

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Audience Polling?

- Industry
- Role
- Years of experience
- Who has had only 1 compliance related job?
- Who has had at least 3 different compliance related jobs?
- Who has had at least 5 different compliance related jobs?
- Anyone trying to land their first compliance position?
- Who has changed jobs in last year? Last 2 years?
- Who is actively looking? Or would consider the right opportunity?

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Maximizing Your Current Opportunity

- Discussion on progressing to next level from most junior to most senior
  - Junior to Mid Level
  - Mid to Senior
  - Senior to Valued Executive
- Internal focus – staying with your current organization
  - Getting additional training / certifications / experience / internal rotational opportunities
  - Presentation of a Competency / Skills Matrix ?
  - Gaining credibility with all constituents within the organization as a compliance professional
- External focus – considering opportunities at other organizations
  - Pros / Cons

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Positioning Yourself for Other Opportunities

- Additional Course work/graduate degree
- Certifications
- Volunteer for Projects
- Leadership Initiatives
- Publish Articles / Speak at Conferences
- Network

Exposure is Key!

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Leveraging Your Experience to Broaden Your Horizons

- Considering Other Opportunities / Evaluating if it is Time to Leave
- Evaluating the Other Opportunity
- Evaluating the Other Organization
- Presenting Your Credentials in Pursuit of Another Opportunity
- Preparing to re-establish your credentials and credibility in a new organization
  - The development of a 90 day plan

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Pursuing Opportunities

- Resumes
- Elevator speech
- Permission Paradox
- The art of interviewing
- The end goal
- It's a world of laughter, a world of tears

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Career Planning: A Look at Compliance Across Industries (and Roles ?)

- The growth of compliance profession
- The prevalence of compliance opportunities across industries
- Showing the spectrum of compliance opportunities across healthcare – i.e. Provider, Payor, Life Sciences AND also roles – i.e. Specialist, Compliance Officer, Privacy roles, EWR, Risk Management, Consultant, Regulator, Vendor (tracking, hotline, billing, published resources, training, auditing, etc.)
- Discussion on how to bridge the gap from being a "healthcare compliance professional" to being viewed as qualified to move into other industries.

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Thank You

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