

Quantifying the Returns

Although you might understand the benefits of the program that interests you, your employer may not. Therefore, to be most effective in justifying the program, you need to clearly articulate the connection between your firm/organization's knowledge requirements and the program. DO NOT assume that your firm/organization leader will be able to automatically make those distinctions.

To support this process, use the following Returns Worksheet to help you focus on the benefits. Use whatever makes sense for your particular organization and program and omit the rest.

Returns Worksheet

Your Firm/Organization's Benefits	Specific Needs and the Program Sessions and Training that Meet the Need
Networking Benefits	This program will allow [specific team members] to network with other health law experts, government officials, regulators, healthcare professionals and vendors in the industry. We will be able to take the pulse of what is happening in the healthcare industry and the legal marketplace and hear ideas we weren't even aware of.
Teambuilding (if sending multiple members of your group)	This program will help build our team, providing a forum for team members to discuss developments in the law, regulations, tools, and processes and how we might apply them in our firm/organization to improve our workflow and processes.
Current Tools	
Future Tools Exploration	
Current Technologies	
Future Technologies Exploration	
Current Processes	
Future Processes Exploration	
Vendors With Tools and Technologies Your Employer Uses	