

Program Description

The CFO is one of the most important positions in a hospice. The CFO has perhaps the biggest paddle in the hospice canoe regarding direction, with the exception of the CEO. Why? Because the CFO is armed with some of the most persuasive data in the organization, the quantified facts of the business...data! The underlying truth with all businesses is that **the economic model MUST work**. To be effective, the CFO must accurately quantify the current state of the organization, interpret the situation with predictive insight of the future, formulate strategies, and influence others to execute positive action. The EVIDENCE of an effective CFO is in the numbers! An effective CFO can help a hospice be radically successful. A poor CFO can help a hospice out of business.

The purpose of the program is to instill the financial leadership mindset, the technical skills, and the deep knowledge of the numbers to be an **effective** hospice CFO into individuals that desire to be better at the position. To achieve this end, participants will undergo a sequence of testing, evaluation, training, and retesting until the subject matter is mastered. The program was designed by Andrew based on his experience as the CFO of numerous hospices and the insight gained from working with literally hundreds of hospices. The program is an intense 2½ days in duration. Participants are removed from their respective environments by coming to Hendersonville or an alternative site. Absolute FOCUS is given to the subject matter that is critical to being an effective CFO. A single comprehensive test is given. Once a question of the exam is successfully completed, it is no longer necessary to be retested on the question on days 2 or 3. It is desired that all participants pass all sections and successfully answer every question.

Participants will learn:

- The Mindset of an Effective CFO
- The Measures and Metrics of Hospice Operations
- Scenario Analysis
- Best Practices and About MVI tools

The difficulty of the program is relative to the talents, preparation, and skills of the individual. Successful participants should feel EMPOWERED and CONFIDENT in what they KNOW. This is a difficult program and upon completion, participants should have a great sense of achievement.

The cost of the 2½ day program is \$2,250 per participant. MVI offers a \$250 discount for participants that register 1 month prior to a program. This helps us with planning as we try to provide high-quality events with tremendous attention to the details of the experience.

CEOs, other leadership and financial positions are also encouraged to attend. Go to www.multiviewinc.com and click on the **Tough Training Programs** link to sign up. **NASBA approved: 21 CPE hours.**

CFO Program Details

Contact Information

For questions, concerns or comments email us at:
toughtraining@multiviewinc.com.

Scheduled Dates

June 5-7, 2017

The program begins at 8:16am each day and ends at approximately 5:30pm on days 1 and 2. Day 3 begins at 8:16am and ends approximately at 12:00. Testing resumes after 12:00 (for those who have not passed the exam) until 1:30.

Participants will have 6 opportunities to pass the exam. Approximate testing period times will be as follows:

Test Period	Day	Begin Time	End Time
1	Day 1	8:30am	9:15am
2	Day 1	4:00pm	5:30pm
3	Day 2	8:30am	9:30am
4	Day 2	4:00pm	5:30pm
5	Day 3	8:30am	9:00am
6	Day 3	12:00pm	1:30pm

Training Location

MVI Executive Retreat & Conference Center,
2362 Big Hungry Road, Flat Rock, North Carolina 28731 Phone: (No Phone)

- Take **I-26 to Exit 53**
- Turn onto **Upward Road** towards Waffle House away from the McDonalds
- Go 1 mile and turn **Right onto Big Hungry**
- Go ½ mile and turn **Left to stay on Big Hungry**
- Go ¼ mile and turn **Right to stay on Big Hungry**
- Go approximately 3 miles(you will cross a bridge and see water falls, go up the mountain)
- Turn **Right at the Entrance** of the Center (rock columns and large black gate)

- Park around the Center sequentially according to the signs
- Welcome!

Lodging and Transportation

The CFO Program is held at the MVI Executive Retreat & Conference Center.

MVI Executive Retreat & Conference Center

If the program is held at the MVI Executive Retreat & Conference Center, attendees normally stay at the Mountain Lodge or Mountain Inn & Suites off of I-26 Exit 53. These accommodations are especially prepared for MVI guests and are located near the center. The Mountain Lodge is a bit more up-scale than the Inn. Special rates are given when you mention that you are with MVI. Both places are located next to each other.

Mountain Lodge: (828) 693-9910 – 42 McMurry Road, Flat Rock NC 28731

Mountain Inn & Suites: (828) 692-7772 – 755 Upward Road, Flat Rock 28731

We have two airports in our area. They are:

- ❖ Asheville Regional Airport; Asheville, NC
- ❖ Greenville/Spartanburg Airport; Greenville, SC

A rental car is necessary due to the distances from either airport to the hotel and also from the hotel to the conference center.

Pre-Test

Pre-Tests will be emailed approximately one month prior to the program upon receipt of payment. This exam closely resembles the actual test and will help you prepare for the program. IT IS VERY IMPORTANT TO REVIEW THIS DOCUMENT!!!!

What to Wear? What to Bring?

Wear comfortable clothes! This is about knowledge and not fashion! Wear comfortable LAYERED clothes since it is difficult to make the room temperature right for everyone. We want you to be in a great state of mind and relaxed.

Bring a calculator.

If you have a laptop computer, you might want to bring it too. As certain tools are discussed, you can access them. Having a laptop is nice, but it is not

necessary...but in the modern world why not? You might also consider bringing the management statements you actually use to manage your hospice. You may want to reference them or discuss them.

Bring an energized and enthusiastic spirit!

This is a rewarding adventure. You will learn a great deal from this experience!

Recognition

Participants that successfully complete the program will receive an MVI certificate, which will be mailed after the program. There will be cause to celebrate completion of the program!

Worried about Passing?

Everyone will be given the OPPORTUNITY to pass. This course has real expectations and high standards. The difficulty will be relative to the person. If a person fails the first time through the program, the individual will be allowed to participate again at a reduced rate of \$500. The goal is that everyone successfully completes the program.

The CFO Program is Excellent for CEO and Leadership Team Members

The CFO Program is an excellent program for senior leadership, especially CEOs to learn hospice financial operations on a deep level. With this said, one of the comments I receive from some CFOs is that “our CEO needs to hear this Andrew.” Now this may simply be “weenie-ism” in some cases. However, I can’t help but think it’s a good idea to get the CEO and CFO on the same page financially since so much is at stake in the modern hospice era. CEOs and members of the leadership team can attend the program for at a discounted rate of \$750. The information provided is equally important to CEOs, the “real” or “ultimate” financial leader as the CEO holds the purse strings!

Repeating the Program Periodically is Encouraged

The CFO Program is updated before each event. The CFO Program is approved by NASBA for 21 CPE hours. Repeat attendees DO NOT HAVE TO TAKE THE TEST! The cost to repeat the program is \$750.

Program Registration & Cancellation Policy

To register for the program, please go to www.multiviewinc.com and click on the **Tough Training Programs**.

An invoice will be sent to you directly. Please remit payment upon receiving the invoice. This will hold your spot. We will be accommodating in the event of cancellation. Cancellations receive a refund less a \$200 administrative fee.

Program Outline

Note: This program outline is subject to change as new material is added or modified.

- Emailed Pre-Exam – This exam closely resembles the actual test and will help you prepare for the program. It is especially beneficial if participants have a working understanding of Excel and F9. It is expected that participants understand accounting. We will work with participants that are deficient in any area.
- Bring current management reports. These will be evaluated and discussed if desired.

TESTING: A single comprehensive test is given. Once a section is successfully completed, it is no longer necessary to take the same section on days 2 or 3. It is desired that all participants pass all sections and successfully answer every question.

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Andrew Reed, CPA/System Analyst
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