

Expert facilitation: Advisory Board's current offerings

Latest update – July 2025

How does Advisory Board expert facilitation work?

What to expect from Advisory Board expert facilitation

Advisory Board expert facilitation will educate your team on the broad context of the healthcare industry and how it directly relates to your organization. Our experts can present to your team virtually or in person. We can tailor content according to your learning objectives and desired level of interactivity.

Advisory Board offers two types of expert facilitation: interactive presentations and facilitated workshops. Here's how those sessions differ.

	Interactive presentations	Facilitated workshops
Audience size	25 – 200+	<40
Time	1 – 2 hours	2 – 4 hours
Intended purpose:	<ul style="list-style-type: none"> • Share the latest industry insights with team or customers • Leverage Advisory Board experts to speak at a conference or event • Engage and educate market-facing teams 	<ul style="list-style-type: none"> • Make concrete progress toward a defined goal • Unravel a challenge or advance a strategic initiative • Build consensus across leadership team or board
Level of support	<ul style="list-style-type: none"> • An interactive, visual learning experience on a specific topic • Dedicated time and conversation with one Advisory Board expert 	<ul style="list-style-type: none"> • Support from up to two Advisory Board experts in navigating interpersonal dynamics to lead a productive discussion • Prioritized action steps in follow-up, including key themes and takeaways • Interactive breakouts and group work time

Interactive presentations

Deep dive into a healthcare topic for any size audience

Our experts will educate your team, board, or customers on a selected topic.

- Ideal audience size: 25 – 200+
- Session format: 1 – 2 hours
- Available either virtually or in person
- We will tailor the presentation to meet your learning objectives
- You'll have dedicated time and conversations with an Advisory Board expert to plan the session in advance

What are people saying?

“

This was one of the best webinars that I have attended in multiple years. The presenter was clear, knowledgeable, and fun.

This was my first experience with the Advisory Board, and I found the information accessible, fascinating, and applicable.

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The content was very applicable to the world of healthcare that we are living in today. The expert discussed challenges and opportunities that we are facing in our institution and ways to address them.

Interactive presentations

Our most-requested sessions, addressing your most critical goals

State of the healthcare industry

2026 UPDATE available in November

- Understand and prepare for the biggest changes happening in healthcare right now. Discuss the market forces leaders should watch and the strategic bets leaders should make to navigate the industry's future dynamics.
- **Recommended for all audiences**

Value-based care, demystified

- Understand and implement value-based care (VBC). This dialogue will clarify what VBC is, what it looks like in practice, and how it affects provider organizations. It will also delve into current and future trends.
- **Recommended for all audiences**

Mind the gap: Building enterprise leadership capacity to thrive in complexity

- We will explore why traditional leadership practices are no longer enough in today's volatile, uncertain, complex, and ambiguous operating environment. You'll learn about the shifts required to increase enterprise leadership capacity based on our decades of work with thousands of leaders across the healthcare industry.
- Topic eligible for continuing education (CE) contact hours for registered nurses
- **Recommended for all audiences**

How will health systems grow in 2025?

UPDATED

- You know you need to grow in 2025 — but how? In this presentation, we'll discuss how structural dynamics are impacting volumes, how your peers are approaching growth (and what we think market-leading performance looks like), and the changes needed to sustain (and accelerate) your growth ambitions in 2025 and beyond.
- **Recommended for all audiences — especially strategy, planning, growth, and business development teams**



250+ “State of the healthcare industry” presentations already scheduled in 2025

Interactive presentations

New content from our 2025 summit series

The health plan clinical cost management playbook

NEW!

- Rising cost of care continues to be critical for health plans and purchasers in all lines of business. In this session, we explore three steps to creating a better clinical cost management playbook:
 1. Rely on data-driven processes to identify your plan's main problems
 2. Prioritize strategies based on the results your plan cares about
 3. Pilot and adopt initiatives that can be executed and evaluated reliably
- Attendees will learn how leading plans are strategizing for clinical cost management holistically, shifting from traditional utilization management to next-generation care management, and structuring pilots to prioritize provider and member experience at scale.
- Recommended for health plan clinical and strategy leaders, as well as stakeholders looking to understand health plan clinical priorities

What the provider workforce wants in 2025

NEW!

- Physicians and advance practice providers (APPs) have more practice options than ever before. This session features the latest data from Advisory Board's 2025 survey of physician and APP job preferences. The presentation unpacks what the clinical workforce prioritizes when selecting a job, their relative preferences for different employment models, their satisfaction levels, and their attitudes toward compensation. You'll leave with a data-informed point of view on what a competitive employer and partner proposition involves in today's evolving landscape.
- Recommended for executives responsible for physician and/or APP recruitment, as well as medical group boards and leadership

Hear from our summit attendees:

“Once again, the Advisory Board *assembled a really spectacular meeting!* The presentations were very insightful, and I enjoy the breakout session approach. The venue was great as well.”

Interactive presentations

New content from our 2025 Summit series

The transforming role of specialty pharmacies

NEW! Available in September

- With rising specialty drug costs, increasing competition, and misaligned incentives eroding trust in pharmacy care, health systems must evolve to protect key pharmacy revenues. Join this session to better understand the role that health system specialty pharmacy plays in driving system-wide growth and the steps executive leaders should take to leverage their integrated pharmacy assets to meet business objectives and shape future strategies.
- **Recommended for health system strategy leaders and pharma companies**

Strategic pivots for service line modernization

NEW!

- Are your service lines prepared to evolve along with the market? This session will explore emerging ideas for service line management, growth strategy, and cross-service line collaboration. Join us for a discussion on why service line modernization deserves to be a top priority at your health system today.
- **Recommended for service line leaders, health system executives, and provider strategy teams**

Innovations in cancer care access

NEW!

- In this session, we'll use the results from our recent oncology benchmarking surveys to identify top opportunities for enhancing patient access by optimizing staffing, scheduling, throughput, and more. Join us as we explore strategies to improve performance by capitalizing on cancer programs' strengths and addressing vulnerabilities.
- **Recommended for service line leaders**

Hear from our Summit attendees:

“ ***Best ever. Advisory Board walks the talk.*** The teams look in the mirror, challenge themselves, and figure out how to reinvent. Loved the plenary sessions at outset of each day and the breakout sessions. I was able to assign team members to breakouts and we'll debrief each other when we're back in the office. ”

Interactive presentations

Sessions to help you plan for the future of healthcare

Navigating AI in healthcare

NEW!

- Equip your leaders with an understanding of artificial intelligence (AI), the potential benefits these technologies offer, the unique challenges AI presents in healthcare, and how organizations, leaders, and teams should respond to AI today.
- **Recommended for all audiences. Content can be tailored to cover foundational topics, governance, approaches to investment, or early case studies based on audience roles and familiarity**

The future of cardiovascular care — how to adapt your CV care strategies for a new generation

- In the next 10 years, a new generation of cardiovascular patients and physicians will demand changes that our current delivery models can't sustain. Health system priorities will need to shift and shrink, while nontraditional providers emerge to fill the gaps. This session explores the changes reshaping care delivery and unpacks key strategic pivots that cardiovascular service line leaders need to make to ensure future success.
- **Recommended for all audiences, can be tailored to focus on implications for service line or life sciences leaders**

Build the ambulatory network of the future

- As care delivery evolves across diverse sites of care, providers and their partners are planning their future ambulatory footprints. Progressive organizations will need to clearly define their goals and map the required capabilities and services to future designs. This session will review varied ambulatory network models that contribute to new market ambitions while enhancing patient care.
- **Recommended for hospital and health system audiences**

The VBC roadmap: Case studies of successful health systems

- Many health system leaders hesitate to deepen their commitment to value-based care (VBC) because of a lack of consistently successful examples. But our research identified several effective plan-provider models worth emulating. This discussion dissects the strategies of four organizations that are deep in their VBC journey, highlighting the practices key to their success. During this presentation, you will gain actionable insights on how successful health systems moved from being VBC dabblers to VBC powerhouses.
- **Recommended for all audiences, especially health systems**

Interactive presentations

Sessions to help you plan for the future of healthcare

Broaden your definition of the nursing care team

- Nursing teams are the heart of inpatient care, but the current distribution of work is unsustainable. In this session, we'll unpack the challenges of traditional, RN-heavy care delivery models — including how those challenges are exacerbated by both a nurse shortage and less-experienced RN workforce — and uncover actionable ideas for change. We'll also delve into what fully integrating technology into the nursing workforce could look like.
- Topic eligible for continuing education (CE) contact hours for registered nurses
- Recommended for all audiences, specifically nurse leaders

The top priorities for health plans today — by line of business

- Explore the top priorities for health plans today and how plans are positioning themselves for future success. These presentation materials are constantly being updated based on Advisory Board's latest research to capture the pulse of the health plan market. In addition to big picture priorities — such as corporate strategy, member experience, provider relations, etc. — presentation materials detail the latest in:
 - Employer-sponsored insurance
 - Medicare Advantage
 - Medicaid managed care
 - Individual market
- For organizations interested in a presentation dedicated to a single line of business, we are happy to unpack those themes in greater depth as a stand-alone presentation.
- Recommended for health plans and/or audiences looking to understand the health plan market

Playbook for reducing LOS: Lessons from provider peers

- You keep hearing that patients are sicker, staffing levels are insufficient, and post-acute closures are driving up length of stay. But how much of this is true? And what kind of return could you unlock if you addressed these factors? Chasing solutions to those problems will be costly and you'll be up against established market players. Instead, join us as we reveal our playbook for reducing length of stay and optimizing patient flow — tactics we know will have an immediate impact and be worth the investment.
- Recommended for operations, improvement, and planning teams within hospitals and health systems

Facilitated workshops

Actionable working sessions for small audiences

Our experts will educate your team, board, or customers on a selected topic.

- Ideal audience size: Fewer than 40 people
- Session format: 2 – 4 hours
- Available either virtually or in person
- We will tailor the workshop to meet your learning objectives
- You'll have dedicated time and conversations with an Advisory Board expert to plan the session in advance

What are people saying?

“

I thought the Advisory Board presenter was great. I really enjoyed the setup of how to move from insight to action. That is something I will use all the time moving forward. Thank you!

This exercise challenged me, really made us think about where we are as an organization and where we want to be.

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Sparked thought process of how best to support my team and build those foundations.

Facilitated workshops

Sessions to help you create tangible plans to address healthcare's biggest challenges

Assess your organization's performance in VBC

- How prepared is your health system for the healthcare industry's shift to value-based care (VBC)? During this workshop, participants will use Advisory Board's VBC self-assessment tool to evaluate their organization's performance in VBC and discuss action steps for progress.
- Recommended for strategy, clinical, and operations leaders at provider organizations and their teams

Pursuing differentiated health system growth

- Health system finances will remain strained in 2025, leading many health systems to approach growth differently. Rather than focusing on patient volumes and topline revenue from historically strong service lines, leaders are embracing two shifts in mindset: from growing to get bigger to growing to get stronger, and from focusing on conventional service lines strategies to identifying and cultivating a comparative advantage. This interactive workshop highlights several health systems that are pursuing differentiated avenues of growth. Our facilitators will guide your strategy team through our framework to begin identifying potential growth opportunities for your organization.
- Co-created and co-facilitated session with Optum Advisory
- Recommended for health system executives and strategy teams

Mastering health system buyer personas

- Evolving market dynamics are changing health system purchasing behaviors. In response, partner organizations must navigate new stakeholders, purchasing processes, and expectations from their customers. In this workshop, your team will gain a deeper understanding of key stakeholder personas and their priorities when making purchasing decisions. This session also includes small group breakouts to determine how best to engage key personas and support them as trusted strategic partners.
- Recommended for organizations that support hospitals and health systems

Refine your sales pitch

- Engage in a role-play exercise with our experts to review and constructively critique your sales pitch from the perspective of your target customer. The review includes feedback from a panel of Advisory Board experts, including suggested improvements on overall pitch and product messaging.
- Recommended for commercial, marketing, and/or product strategy teams

Facilitated workshops

Sessions to help you create tangible plans to address healthcare's biggest challenges

Leading in complexity

NEW! Available in August

- Healthcare is increasingly volatile, and relationships between stakeholders are becoming ever more complex. This session will identify four shifts required of leaders in confronting and thriving in that reality, based on our work with thousands of healthcare leaders. We'll explain these shifts, provide opportunities for small group discussion and exploration, and share examples of how leaders across healthcare have responded to these shifts in their own work.
- Please note this is the facilitated workshop version of the interactive presentation: "Mind the gap: Building enterprise leadership capacity to thrive in complexity."
- Topic eligible for continuing education (CE) contact hours for registered nurses
- **Recommended for leaders at any level**

Equip leaders to thrive in a changing environment

- Healthcare organizations can't solve workforce challenges like turnover and burnout with spending alone. Strong leadership is essential to engage and retain staff. Our interactive workshops build critical leadership skills through real-world problem-solving. Choose from key topic areas or partner with us for a customized learning journey
 - **Impact through influence**
 - **Championing change**
 - **Leader sustainability**
 - **Enhancing interprofessional collaboration**
 - **Engaging the workforce of the future**
 - **Navigating uncertainty**
- Individual summaries on each topic area available upon request
- Topics eligible for continuing education (CE) contact hours for registered nurses
- **Recommended for all leaders (can be tailored for employers of non-clinical or clinical staff, including nursing)**

Bedside nursing reimagined: How to appeal to the next generation

- Collaborate with peers to surface key challenges in bedside nurse retention and engage in a solution-focused discussion on declining interest in bedside roles. Together, we'll explore ways to align nursing roles with both organizational needs and nurses' expectations — making the bedside a more sustainable and rewarding career path.
- Topic eligible for continuing education (CE) contact hours for registered nurses
- **Recommended for nurse leaders and HR partners**



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