



Health Systems Finances: How the Money Flows and How to Make Business-Based Appeals That Resonate With Health System Leaders

Session Worksheet

What is your specific “ask?” (i.e. what are you asking for support for?)

Who, within your system, has the power to approve your ask?

Why is what you’re asking for needed?

What is the “win” for the system?

Who, within your system, might support your ask?

What type of data might you use to support your ask?

Where could the funding come from to support the start-up of your ask?

Where could the funding come from to support your ask on an ongoing basis?

How will you measure if implementation is a success?