



We understand healthcare organizations are at the center of every community, big and small, working tirelessly to provide patients and families the care they need. We also know the delivery of these services is changing every day. As healthcare businesses adapt to meet these changes, they need solid advice and counsel to stay profitable, affordable and relevant to the communities they serve. Our team of insurance and healthcare specialists partner with you so you can focus on delivering the best services and care.

OUR EXPERIENCE

The Healthcare Specialty Division at PayneWest is a team of experienced and knowledgeable professionals across our four-state footprint. We are fortunate to work with over 1,600 clients in Montana, Idaho, Oregon and Washington. Whether it's a small rural acute care hospital, regional health system, multi-specialty physician group, dentist's office, assisted living facility, ambulatory surgery center or any of the dozens of sub-specialty organizations involved in treating and caring for patients; we're here to help manage the risks inherent in doing business in today's complex healthcare environment.

Our goal as healthcare specialists is to deliver protection and value to every client through relationships built on integrity, industry competence and neighborly advice. Whether an organization needs to protect against potential data breaches, professional liability claims or professional assistance in designing the health plans you offer physicians, caregivers and other employees, we have you covered.

We are healthcare-focused professionals delivering insurance, benefit plan and risk management solutions.

Riscover[®]

- ▶ **Our exclusive Riscover[®] risk assessment process works with organizations to determine the greatest concerns of a business.**
- ▶ **According to FEMA, 40% of businesses in America fail after experiencing a disaster, and an additional 25% fold within a year.**
- ▶ **We work to determine your overall business risk and create a plan to keep you operating for years to come, despite any disasters experienced along the way.**



OUR GUIDANCE

Even though every organization is unique, healthcare organizations face similar concerns and we're not just talking about patient falls or needle sticks. Through our **Riscover**[®] process, we create a unique risk plan to address strategic and operational concerns that can directly affect your bottom line. Risks involving:

- **Employee and physician burnout**
- **Billing and revenue cycle processes**
- **Facility and employee safety practices**
- **Recruitment and retention**
- **EHR conversions**
- **Data security and breaches**

By understanding these concerns and others, and their impact on your organization, we begin to uncover underlying risks and the key solutions and proper benefit planning strategies that can mitigate or reduce these threats.

OUR TEAM

With experience handling all types of healthcare claims and benefit plan arrangements, our team of professionals work together so you receive the benefit of our collective expertise. Together, we advise healthcare clients on how best to navigate the changes in health care through risk minimization and proper planning. As healthcare specialty director, Leif leads our team to bring industry-focused advice. Prior to joining PayneWest Insurance, Leif spent more than eight years as an executive director for Virginia Mason Memorial, a large community hospital with dozens of primary and specialty care clinics. Prior to working with Virginia Mason Memorial, Leif worked at Moss Adams as marketing director for their firm-wide Healthcare Industry Group.

Our healthcare specialty professionals work with clients to manage risks, leading to improved efficiency, better patient outcomes and greater sustainability.



Call Leif about your healthcare insurance needs today.

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