



Hospital Engagement Pre-Conference Agenda

August 7, 2023

8:00am – 5:00pm ET

Hyatt Regency Grand Cypress | Orlando, FL

8:00am – 8:05am	Welcome <i>(Introduce Faculty)</i> <i>Karen Libs</i>	
8:05am – 10:00am	The Impact of becoming an Influencer <i>Tania Houle/Faith Hilterbrand</i> We will discuss the importance of establishing collaborative working relationships with your partner organizations, share innovative ideas to build constant engagement and make donation an important focus within the hospital's mission.	
Breakout Sessions	Core Curriculum	Advanced Practice
10:00am – 10:15am	Break	
10:15am – 11:15am	The Foundation of Hospital Engagement <i>Katherine Orozco/Emily McGlaughn</i> Building the foundation of a hospital's donation program ensures success. In this course, new HD professionals will learn how to use data and strategic planning to systematically energize existing programs and initiate conversations that enact real change, support effective processes and results in more lives saved through transplantation.	What Is My Title? <i>Michelle Reef/Tania Houle</i> From In-House Coordinators to Hospital Development Coordinators to Referral Responders, Hospital Development professionals have constantly adapted to the needs of our industry so that even one opportunity for donation is not missed. Learn how a variety of OPOs created strategic staffing models to address the changing healthcare landscape and borrow a few ideas that might work for your team.
11:15am – 12:15pm		NRP – Do You Know Me? <i>Michelle Reef/Heather Osipowicz</i> Exciting, yet sometimes controversial methods exist in our industry, all to save more lives and give recipients better outcomes. Normothermic regional perfusion, better known as NRP is an innovative technology that has been used for years and is also being adopted in the US. Hear how this procedure is being received by external partners, families, and OPO professionals, while learning educational best practices to create successful NRP recoveries in your hospitals.

12:15pm – 1:00pm	Networking Lunch	
1:00pm – 2:30pm	<p>Connecting the Why <i>Emily McGlaughn/Faith Hilterbrand</i></p> <p>A presentation interweaving stories and experiences from those personally and professionally touched by donation. How the processes shared by the OPO and their hospital partners impact families, communities, and the frontline team members to further strengthen cultures of donation.</p>	<p>Preparing for the Future: How Hospital Development Professionals Can Impact the new CMS Metrics and Tier Status <i>Moderator: Heather Osipowicz</i> <i>Leadership focused</i></p> <p>During this session, the CMS Metrics and Key Performance Indicators for OPO tiers will be reviewed, supplemented by group discussion on how Hospital Development professionals impact their OPOs goal for top tier performance.</p>
2:30pm – 2:45pm	Break	
2:45pm – 3:45pm	<p>DCD: Best Practices <i>Moderator: Michelle Reef</i></p> <p>Open Forum - The faculty can submit questions for discussion regarding DCD practices. Cards to submit questions from the group. The facility from today's sessions with bring questions and best practices that are helping drive their OPO's DCD program. We will also be collecting and asking questions from the attendees and asking attendees to share a best practice.</p>	
3:45pm -5:00pm	<p>What are the biggest challenges you are facing?</p> <p>Open Forum – we will collect questions from all attendees that will drive a working conversation to share processes and ideas to solve challenges faced by our collective OPOs. <i>Moderator: Tania Houle</i></p>	