



47TH ANNUAL
ECC CONFERENCE

COMPLEXITY, AMBIGUITY AND VOLATILITY | LEADING IN THE
NEW NORMAL

ECC Forum 1: Leadership through Uncertain Environments – An Example Through the Healthcare Industry



Dan Greenleaf

Chairman & CEO
Home Solutions



Chris Lloyd

CEO Memorial
Hermann Physicians
Network



David Milich

CEO United
Healthcare South
Texas

Forum Agenda

- ARS Questions to Determine Demographics
- Healthcare Quick Facts
- Panel Introduction
- Forum Discussion
- Questions



ARS Connector

- Use the Keypad to Vote
- When prompted, either use the keyboard to type in your response or press the track ball to select your response
- When the vote is still open, you can change your response by simply submitting another option



Safety Topic – Fall Prevention

- According to OSHA, falls accounted for 36.5% of fatalities on construction sites in 2013 (302 out of 828 total deaths)
- In 2014, OSHA's most commonly cited deficiency was fall protection
- What is wrong with this picture?
- Focusing on accurate and compliant fall protection practices could significantly reduce the number of fatalities resulting from falls



ARS Question 1

- What type of company do you represent?
 - Owner
 - Contractor
 - Supplier
 - Academic
 - Other



ARS Question 2

- What area of the country do you represent?
 - West
 - Midwest
 - South
 - Northeast



ARS Question 3

- How much do you know about the changes within the Healthcare industry?
 - First time I am hearing of changes
 - I know my healthcare plan
 - I know quite a bit about the industry in general
 - I should be sitting on the panel



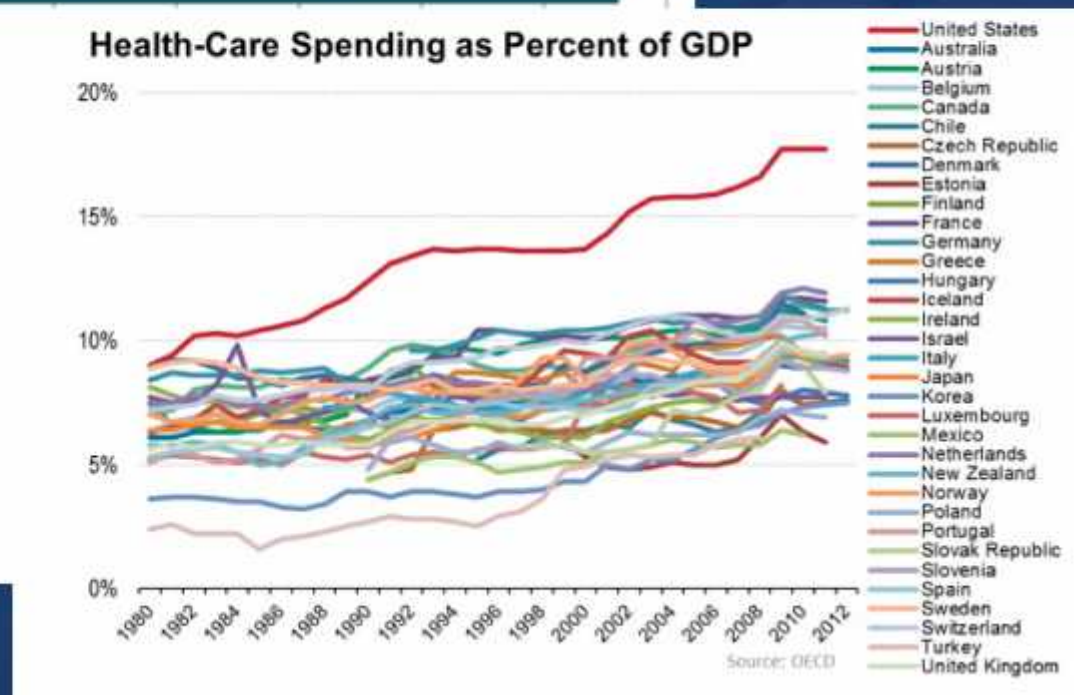
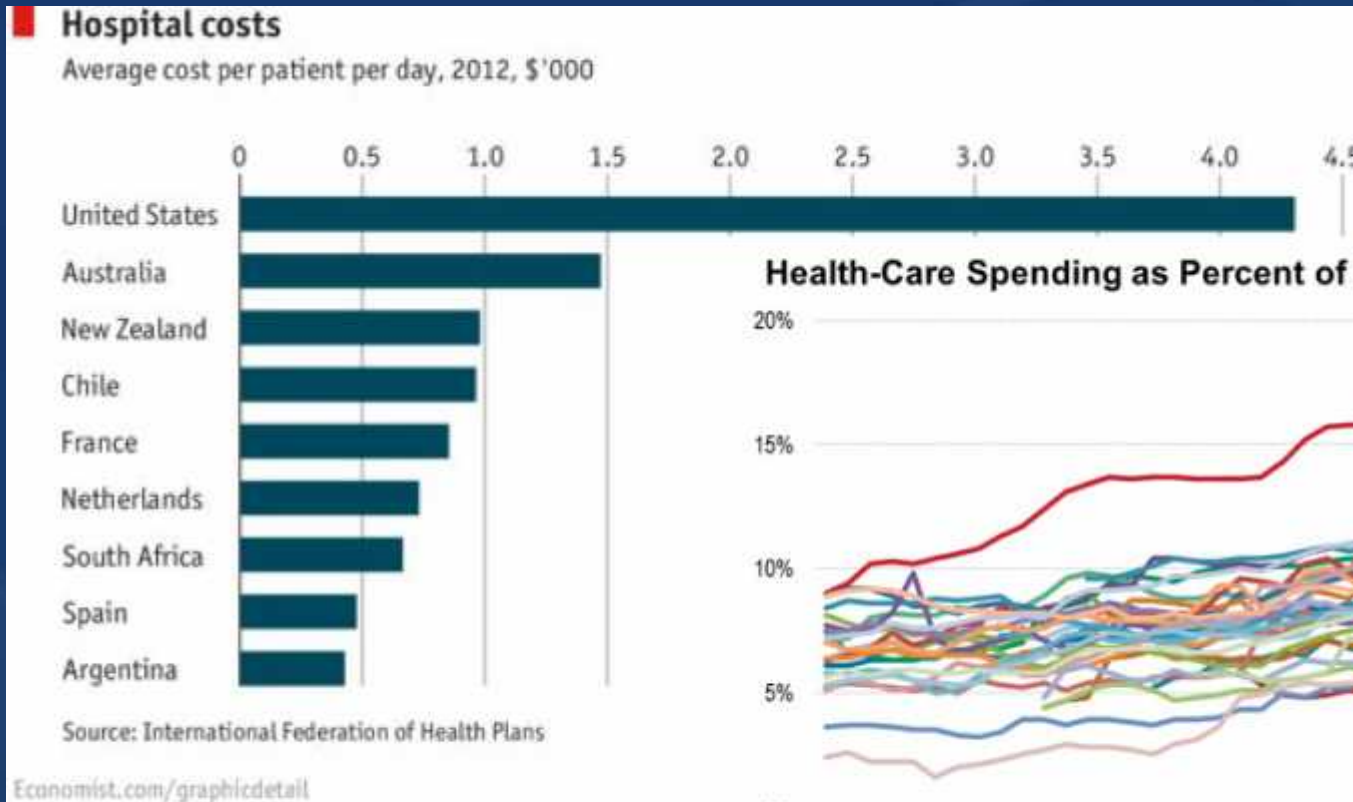
ARS Question 4

- How Volatile do you believe your industry is compared to the Healthcare industry?
 - More volatile
 - About the same
 - Less volatile



Quick Healthcare Statistics

- Healthcare spending in the US outpaces all other nations by far



Quick Healthcare Statistics

- Healthcare revenue in the US is estimated at almost \$2 trillion in 2014
- Oil and Gas revenue in the US is estimate at around \$200 billion in 2014



Dan Greenleaf - Chairman & CEO Home Solutions



- Over 20 years of experience in senior leadership positions in the healthcare industry
- One of the largest independent home infusion providers in the US
- Led multiple companies to strong growth and performance in the healthcare sector
- Serves on University of Miami's Health Care Sector Management and Policy Board
- Active member of Young Presidents' Org the world's premier network of CEs/business leaders.



Chris Lloyd - CEO of MHMD

Memorial Hermann Physicians Network



- Over 25 years of Executive experience in acute Healthcare
- MHMD is the largest integrated physicians network with 2000 participants
- CEO of MHACO which has driven some of the highest quality and cost improvements in MSSP (Medicare Shared Savings Program)
- Participant in initial forming stages of PedMeds.com



David Milich - CEO United Healthcare South Texas



- Over 20 years of experience in the Managed Care industry
- United Healthcare provides health plans and programs to 1.5 million TX residents
- Serves on the Board of Directors for Greater Houston Partnership, Houston Hispanic Chamber of Commerce, and American Diabetes Association of Houston



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Panel Discussion



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