

Cardiac Specialty Services Overview

For Home Health Coordinators

in a
Flash

Flashcards might be old school, but they work. Really, they do.

Use this deck and you'll gain important knowledge to connect cardiac patients to the Cardiac Specialty Services they need.

The front of each card contains the name of a Cardiac Specialty Service, diagnostic tool, or education program to offer Referral Sources or patients.

Flip the card over and you'll find what you need to know (facts) and show (data or demos) to sell (benefits) that service or tool to your Accounts.



- Study these cards to learn the basics of Cardiac Specialty Services in a flash.
- Study them to prepare for the Cardiac Specialty Services Training by your Sales Manager.
- Study them so you can use the information comfortably during an Account Call.

Tips for Using Flash Cards



Carry your cards with you. Look for a few minutes here or there in your everyday routine to study these cards. Repetition and exposure to the information will make the difference in retention.



Mix up the order of your cards. Your mind will become bored if you go through your cards in the same order over and over again. Shuffle your cards, throw them on a table and mix them up, or put them in a jar and pull one out at a time. The card that you see each time should be unpredictable.



Set aside the cards that you know. Once you feel comfortable with the information on a particular card, place it in a new stack with others like it. This will allow you to spend more time working with the topics or terms that you've yet to master. However, don't forget this 'known' stack entirely, be sure to look it over too, just less frequently.

Follow this format and you'll be able to:



Know: Describe, review, or illustrate relevant information about a Cardiac Specialty Service, evidence-based outcome, particular sales process, or tool.



Show: Relevant data, evidence, and tools to support the use of BHS/NOC Cardiac Specialty Services



Sell: Implement Cardiac Specialty Services in pre-call planning strategies for pre-qualified or targeted Accounts, highlighting benefits to patients and providers