

Karen Childress

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WRITING AND HEALTHCARE BACKGROUND AND EXPERIENCE

Freelance Writer, Cortez, CO

Research and write feature articles and columns for healthcare trade publications as well as website content, articles, and marketing materials for individual clients. Credits include articles in *Doctor's Digest*, *Physicians Practice*, *The Patient-Centered Practice* newsletter series, *Practice Manager*, *Unique Opportunities*, *Pulse of Your Practice*, and *LocumLife*.

Healthcare Consultant and Coach, Santa Barbara, CA and Scottsdale, AZ

While continuing practice management consulting business, achieved professional coaching certification through the *Hudson Institute of Santa Barbara* and added physician career and practice management coaching to menu of services. Served as Executive Director (part-time, contract basis) for the *Arizona Chapter of the American College of Physicians*. Role included working closely with attending physicians, internal medicine residents, and ACP staff at their national headquarters in Philadelphia, as well as planning the chapter's annual scientific meeting.

Medical Practice Management Consultant, Santa Barbara, CA

Conducted comprehensive medical practice assessments, functioned as interim practice administrator for a multi-site medical group managed by a hospital, recruited staff for medical offices, presented workshops for physicians and office staff, conducted medical staff surveys, facilitated retreats. Traveled extensively and had clients in Arizona, California, Nevada, Oregon, Washington, Montana, Wyoming, and Illinois.

Director of Physician Relations, Capital Medical Center, Olympia, WA

Liaison between 250 member medical staff and hospital CEO. Wrote monthly medical staff newsletter. Recruited new physicians including search, selection, contract negotiation, practice start-up, marketing, and practice management. Managed clinic owned by the hospital. Conducted practice assessments to determine financial viability prior to hospital making offer to manage or purchase. Developed and managed *Capital Network Services*, a billing service for physicians. Conducted practice management workshops for medical office staff. Participated in hospital strategic planning as member of the Administrative Team. Managed approximate 65,000 square feet of medical office space, including lease negotiations. Worked with architects and developers on new building project.

Physician Relations Coordinator, Goleta Valley Community Hospital, Santa Barbara

Directed all marketing and service activities for hospital physician relations program. Recruited new physicians and coordinated practice start-up, marketing, and management. Conducted on-site practice assessments. Organized the *Physician Office Staff Association* (POSA) to provide regular continuing education programs for physicians and their employees.