

How to Ask Financial Questions for Health Center Boards



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How To Ask Financial Questions

This module will explore suggested methods of how to ask and what to ask regarding financial questions



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Instinct



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Assessing Financial Health

Not everyone is a “numbers” person.

That is okay.

The key is to get educated by asking the right questions of individuals that are “numbers” people and requesting the right information.



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Assessing Financial Health

Assessing the financial health of an organization can be viewed like a patient examination.

“S” – subjective (symptoms)

“O” – objective (hard data)

“A” – assessment (diagnosis)

“P” – plan of care or correction (instructions)



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Asking Financial Questions

Analytics and Trends

Analysis is reviewing the relationship of the numbers



The numbers do not tell you what happened, they tell you where to go to get the answer



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To begin budgeting ask...



Do we expect increases or decreases in the demand for the services we provide?



Are we expecting to add new locations or close existing locations?



Do we plan on adding new programs and/or services?



Do we expect to give raises or adjust benefits?

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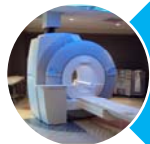
To begin budgeting ask...



Are there any open positions that need to be filled, or are there any positions that need to be eliminated?



How will price changes for supplies, utilities, or other items affect the costs for the center?



Are there capital assets (equipment) that need replacing in the coming year?

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Budget Request List

FY20XX Budget Request

- ☐ Improve Patient Experience
- ☐ Reduce Costs
- ☐ Improve Population Health
- ☐ Increase Employee Morale/Retention

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YOUR TURN

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Program Assessment Questions

- ☐ Are the revenues consistent with last year and/or current budget?
- ☐ Are the expenses in line with last year and/or current budget?
- ☐ How are we progressing toward achieving this year's program goals?
- ☐ What are the performance trends of the program over the last 3 to 5 years of the program?
- ☐ How does the program compare to others?



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Questions To Ask

- ☐ How realistic is the budget?
- ☐ How often is the budget monitored?
- ☐ Are there any trends in the sources of revenue that may impact income?
- ☐ How can we reduce waste in our systems?
- ☐ Do we have any concerns?
- ☐ Are we able to provide high-quality, patient-centered care while reducing costs overall?
- ☐ Are there any concentrations?



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