



Getting to Results on Health Disparities



THE MODEL

RESULTS BASED ACCOUNTABILITY - WHICH CONSISTS OF TWO PARTS:

POPULATION ACCOUNTABILITY

Stakeholders, working together, develop and implement community-wide strategies to reduce health disparities

and

PERFORMANCE ACCOUNTABILITY

Each stakeholder performs its role in reducing health disparities

THE METHODS

RESULTS-BASED DECISION MAKING

Starting with ends and working backwards to means

Data-driven

Systematic

Transparent

Simple

Common Sense

RESULTS COLLABORATION

Interest Based Negotiation

Joint-problem solving

Creating value

THE MEANS*

INTRODUCTIONS TO RESULTS BASED ACCOUNTABILITY

Presentations, varying in length from 30 minutes to two days, designed to introduce the principles of Results Based Accountability

THE RESULTS LEADERSHIP PROGRAM FOR COMMUNITIES

A comprehensive community-based program, combining workshops, technical assistance, facilitated meetings, and coaching to provide community leaders with the skills and tools to collaboratively improve a quality of life of their community

THE RESULTS LEADERSHIP PROGRAM FOR AGENCIES

An agency-based program which combines workshops, technical assistance, facilitated meetings, and coaching to provide agencies with the skills and tools to maximize their performance

RESULTS LEADERSHIP WORKSHOPS

Workshops on specific topics, including Results Based Accountability, Interest Based Negotiation, Systems Thinking, Myers-Briggs Type Indicator, Persuasion, and Storytelling.

THE RESULTS SCORECARD™

Web-based software for using Results Based Accountability to strategically manage both population and performance accountability

EFFORTS TO OUTCOMES (ETO)® SOFTWARE

Web-based case management software

THE RESULT LEADERSHIP® 360 DEGREE SURVEY

Web-based 360 degree survey for the confidential and anonymous assessment of one's leadership by one's supervisors, peers, direct reports, and customers

*General pricing info on the back. More detailed information can be found at www.resultsleadership.org.

PRICING MENU

COST*

Introductions to Results Based Accountability

Presentations, varying in length from 30 minutes to two days, designed to introduce the principles of Results Based Accountability

Half Day: \$750 - \$2500
Full Day: \$1500 - \$5000

The Results Leadership Program for Communities

A comprehensive community-based program, combining workshops, technical assistance, facilitated meetings, and coaching to provide community leaders with the skills and tools to collaboratively improve a quality of life of their community

Customized to meet the unique needs of each community. Cost varies based on materials, length of program and experience of facilitator/consultant(s)

The Results Leadership Program for Agencies

An agency-based program which combines workshops, technical assistance, facilitated meetings, and coaching to provide agencies with the skills and tools to maximize their performance

Customized to meet the unique needs of each agency. It is generally a mixture of the following rate:
Half Day: \$750 - \$2500
Full Day: \$1500 - \$5000
Hourly: \$100 - \$425

Results Leadership Workshops

Workshops on specific topics, including Results Based Accountability, Interest Based Negotiation, Systems Thinking, Myers-Briggs Type Indicator, Persuasion, and Storytelling.

The Results Scorecard®

Web-based software for using Results Based Accountability to strategically manage both population and performance accountability

Cost varies on the number of users and pricing model chosen.

Efforts to Outcomes (ETO)® Software

Web-based performance and case management software

Cost varies on the number of users and pricing model chosen.

The Result Leadership 360 Degree Survey®

Web-based 360 degree survey for the confidential and anonymous assessment of one's leadership by one's supervisors, peers, direct reports, and customers

\$195/Survey

*Cost range varies based on consultant. Day rates typically include:

- On-site presentations and meeting facilitation
- Planning and material preparation
- Travel time
- Consultations and communications (in-person, phone, e-mail)

For more information on RLG services and products, including the customization of a RLP for your community or agency, please visit www.resultsleadership.org or contact the Results Leadership Group at **301-907-7541**.

