**Reasons to Attend The AEHIA 2019 Fall Summit**

Many organizations are taking a close look at their travel and training budgets, weighing the value of conference programs and making tough decisions about which will provide the greatest ROI.

The AEHIA 2019 Fall Summit is **the most-cost effective method** for healthcare IT applications leaders and executives to obtain focused education tailored exclusively for leaders in the healthcare IT applications profession. The Fall Summit provides peer-learning opportunities while establishing and maintaining relationships with other organizations and colleagues that are vital to long-term success.

As organizations focus on EHR development, patching, enterprise applications and more; keeping on top of the latest practices, regulations, research and trends in the healthcare IT industry is critical. The AEHIA 2019 Fall Summit will give healthcare IT applications leaders the tools to guide their organizations successfully.

**The AEHIA 2019 Fall Summit allows you to:**

* Learn from colleagues who have successfully overcome challenges and implemented solutions
* Stay up to date on new and emerging technologies for applications
* Get advice on leading your staff through the proposed rules governing EHR incentive programs and medical device application technologies.
* Create and build your professional network
* Get immediate answers and solutions to common issues from your peers
* Discover products that can decrease expense while increasing productivity
* Get answers directly from the vendor leaders, not just the sales team
* Seek solutions to your organization’s unique infrastructure challenges and find new medical device application technologies

**Why attend AEHIA 2019 Fall Summit?**

The most important part of attending AEHIA 2019 Fall Summit is the valuable information you take back to your organization. The ideas and strategies gained from our peer-presented track sessions, industry leaders, outstanding keynotes, and the tight-knit peer-to-peer networking can be implemented back in your own organization.

**Show your CIO and the applications team how the AEHIA 2019 Fall Summit benefits your entire organization**

Decisions you make can lead to expensive and time-consuming projects that can transform your organization. Similarly, mistakes cost time and dollars - resources your organization can’t afford to waste. In a time where healthcare IT leaders are looked upon to lead wide networks of healthcare applications, education and support are crucial to the overall success of your hospital’s organizational and technology needs.

To help explain your desire to attend the AEHIA Fall Summit and to explain this great opportunity for career advancement to your organization’s leaders, you will find some talking points you can adapt in the sample memo below. These points will help you explain the importance and the investment value of professional development to your organization.

Consider developing a list of accomplishments you would like to achieve at the AEHIA 2019 Fall Summit:

**What are the things that you would like to accomplish at the AEHIA 2019 Fall Summit?**

* Is there a current technology or applications issue for which you need a solution?
* How does this issue affect your organization?
* What issues would you like to discuss with your suppliers?
* Will you be able to find ONE idea that will increase revenue and/or decrease costs?
* Do you need to benchmark your current programs or services against others?
* Would you AND your organization benefit from expanding your professional network? How?

**Sample Memo**

To:

From:

Subject: AEHIA – 2019 Fall Summit

As a member of AEHIA, the Association for Executives in Healthcare Information Applications, I’ve come to greatly value my participation and the many quality services and programs the professional organization offers. I have reviewed the AEHIA 2019 Fall Summit conference program and feel **<insert your organization name>** I will greatly benefit from attending the Nov. 3 - 6 event held in Phoenix, Arizona.

If given the opportunity to attend, I will accomplish a great deal that will benefit our organization.

* (Explain the purpose of your attendance and incorporate any of the following talking points that will help you make your case.)
* AEHIA Fall Summit is a way for healthcare IT applications leaders to engage with their peers and learn from others who have faced similar organizational challenges. In a time where I am looked upon to secure functioning applications with in an EHR system and meet the latest applications and service standards, education and support are crucial to the overall success of our hospital organization.
* The AEHIA Fall Summit is the premier educational event for healthcare IT applications leaders looking to further their leadership knowledge.
* Especially during these challenging times, relationship building and solution sharing is key. The AEHIA Fall Summit is an excellent opportunity to build new and strengthen existing relationships that are vital for our organization.
* I am going to seek answers and solutions for **<<insert issue>>.**
* I believe **<insert new technology>** could benefit us, and this is an opportunity to learn more about it.
* Having the top leaders of more than 60 healthcare product and service vendors in one place at one time can reduce the time I spend in the office researching and meeting with vendors.
* I plan on meeting with **<insert vendor>** to discuss **<insert issue your organization is facing>.**
* I am going to talk with other healthcare IT applications leaders to benchmark our programs against theirs and learn from our shared challenges and experiences.
* I am going to learn about **<insert list of best practices>** that I can adapt for our organization.
* I will gain knowledge of how public policy will affect healthcare IT application technologies, and how our organization can be better equipped for the upcoming changes.

AEHIA is offering a scholarship program that, if selected, I would like to be able to attend for a registration cost of $395.Given the quantity and quality of the education for which AEHIA and their parent organization CHIME are known, this conference rate is an excellent value compared to similar industry events that costs 2 to 3 times as much.

Taking into account registration, travel, and hotel, I estimate the total cost of attending to be **<insert estimated $>.**

This will be an excellent use of my time and a great investment for **<organization>**.

Thank you for your consideration. I will await your approval.

Regards,