



NATIONAL ASSOCIATION OF HEALTH SERVICES EXECUTIVES

# STUDENT REGISTRATION PACKET

ANNUAL EDUCATIONAL CONFERENCE  
SPONSORSHIP AND EXHIBIT OPPORTUNITIES

**ADVANCE • DEVELOP • ELEVATE**

**The Future Is Now!**



**National Association of Health  
Services Executives**

**38<sup>th</sup>** ANNUAL EDUCATIONAL CONFERENCE &  
**28<sup>th</sup>** EVERETT V. FOX CASE COMPETITION

**October 11-13, 2023**

**Atlanta Marriott Marquis | Atlanta, Georgia**

## Past Participating Schools

Arizona State University  
Army Baylor  
Armstrong State University  
Baylor University  
Boston University  
California State University, East Bay  
California State University – Long Beach  
Columbia University  
Cornell University  
Duke University  
Emory University  
Florida A&M University  
Florida International University  
George Mason University  
George Washington University  
Georgetown University  
Georgia Southern University  
Georgia State University  
Governor's State University  
Hofstra University  
Indiana University  
Johns Hopkins University  
Medical University of South Carolina  
Missouri State University  
Morehouse School of Medicine  
New York University  
Pennsylvania State University  
Rush University  
Rutgers University  
Seton Hall University  
South Carolina School of Public Health  
St. Joseph's University  
Saint Louis University  
Texas A & M University  
Texas Woman's University  
The Ohio State University  
Trinity University  
Tulane University  
UCLA  
University of Alabama – Birmingham  
University of Central Florida  
University of Illinois Chicago  
University of Florida  
University of Georgia  
University of Houston – Clear Lake  
University of the Incarnate Word  
University of Iowa  
University of Kansas  
University of Kentucky  
University of Louisville  
University of Maryland  
University of Memphis  
University of Michigan  
University of Minnesota  
University of Missouri-Columbia  
University of North Carolina – Chapel Hill  
University of North Carolina – Charlotte  
University of North Texas Health Science Center  
University of Pennsylvania  
University of Pittsburgh  
University of Scranton  
University of South Carolina  
University of Southern California  
University of South Florida  
University of Texas – Arlington  
University of Texas School of Public Health  
University of Washington – Seattle  
Virginia Commonwealth University  
Washington University in St. Louis  
Western Kentucky University  
Winston-Salem State University  
Xavier University

## Dear Colleague:

The National Association of Health Services Executives (NAHSE) would like to invite you to form a team of up to three minority students to represent your university in the 28<sup>th</sup> Annual Everett V. Fox Student Case Analysis and Presentation Competition in Atlanta, GA. Founded in 1968, NAHSE is a non-profit, professional association dedicated to the advancement and development of healthcare leaders. NAHSE seeks to provide both educational and networking opportunities for students interested in the field of health services administration and management.

In support of its mission, NAHSE provides graduate students with scholarship awards, mentorship and networking opportunities. In 1996, NAHSE expanded its scholarship program to include the Everett V. Fox Student Case Competition. The Student Case Competition is a scholarship program that utilizes the case study methodology of teaching to provide graduate students with an educational experience that enhances their problem analysis and presentation skills while further exposing them to real-life health services administration issues. Over the past 28 years, the Case Competition has been a tremendous success while emerging as America's premier health administration student case competition with participation of more than 1,000 students and over \$650,000 in scholarships being awarded. This year, we plan to award over \$45,000 in scholarships, including \$5,000 per team member to the first place team. Past participants have utilized the experience to catapult themselves into various fellowships, managerial and executive leadership positions, and consulting roles in the nation's most prestigious organizations.

The 28<sup>th</sup> Annual Everett V. Fox Student Case Competition will take place, October 11th - 13th. Prior to the Competition, each team will receive the same case study, which is traditionally sponsored by a nationally recognized health care organization that presents a real time problem. The teams will be challenged with applying their knowledge of the principles of healthcare administration, creativity, and experience to analyze the real world case and present realistic recommendations to panels of current health care executives. Often times winning teams are given the opportunity to present for senior leadership for the sponsoring organization.

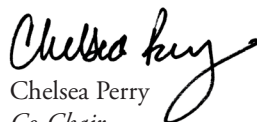
In addition to the numerous skills and experiences acquired through participation in the case analysis, participants are also provided valuable opportunities to network with current executives and recruiters for fellowship programs and entry-level positions. Many organizations hold fellowship and career interviews onsite. The networking and mentorship opportunities afforded to students who participate in the Case Competition have proven to be a catalyst in the student's development and matriculation.

As a leader at your university, we encourage you to nominate a team of one to three minority students to represent your program in this challenging competition. Team registrations will be accepted on a first come, first serve basis beginning May 15, 2023. For more information on the student case competition please visit [www.nahse.org](http://www.nahse.org), or you can send an email to [casecompetition@nahse.org](mailto:casecompetition@nahse.org).

Please share the enclosed material on the Case Competition and NAHSE student programs with your fellow students, faculty and staff. If you have any have additional questions, please do not hesitate to contact us.

Thank you for your time and attention to this worthwhile opportunity.

Sincerely,



Chelsea Perry  
Co-Chair  
Everett V. Fox Case Competition



Nathalie Ocean  
Co-Chair  
Everett V. Fox Case Competition

*NAHSE will be recognized globally as the premier professional membership society for Minorities in healthcare management. NAHSE strives to improve the health status, economic opportunities and educational advancement of the communities we serve.*



## About the Case Competition

# CASE BACKGROUND INFORMATION

The National Association of Health Services Executives expanded its scholarship program in 1996 to include the Annual Everett V. Fox Student Case Analysis and Presentation Competition, known as the “Case Competition”. The Case Competition is a scholarship program that utilizes the case study methodology of teaching to provide graduate students with an educational experience that enhances their problem analysis and presentation skills. Graduate Programs in Health Administration, Business Administration and Public Health are invited to form a team of one to three students. Approximately 30 student teams will be given a unique case study and are charged with applying their creativity, knowledge and experience to analyze the diverse and real situations facing the healthcare organization featured in the case. The teams are given the specific facts and raw data related to the case, from which they are expected to reach decisions as outlined in the case assignment. Past cases have been modeled after organizations such as Mercy Health, Mayo Clinic, Catholic Health Initiatives, Trinity Health System, University of Maryland Medical System, HCA, UnitedHealth Group, G. E. Healthcare, Kaiser Permanente, and most recently Ochsner Health. The teams present their case findings and recommendations before panels of judges representing leaders in the healthcare field, corporate sponsors and academia.

### How does the Competition Work?

- ▶ Graduate Programs in Health Administration and related fields form teams of one to three students.
- ▶ Three weeks prior to the Competition, each team receives the case study to analyze and form recommendations to be presented to a panel of judges.
- ▶ During the Competition, each team has twenty (20) minutes to present their analysis and recommendations to the judges, which is followed by a ten (10) minute question and answer period.
- ▶ Presentations are made before a panel of judges representing leaders in the health care field, corporate sponsors and academia.

### Awards

Scholarships are awarded to each member of the 1st through 5th place teams. The winners are announced during the Scholarship Awards Dinner and Gala, which is held on the last day of the Annual Educational Conference in October of each year.

- ▶ 1st Place – \$5,000 per team member
- ▶ 2nd Place – \$4,000 per team member
- ▶ 3rd Place – \$3,000 per team member
- ▶ 4th Place – \$2,000 per team member
- ▶ 5th Place – \$1,000 per team member



## Benefits of Participating in NAHSE's

# EVERETT V. FOX STUDENT CASE COMPETITION

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- ▶ **Challenges.** Provide your students an opportunity to function as a team of executives working on a challenging, real world healthcare scenario with the opportunity to present their results to industry leaders.
  - ▶ **Exposure to other health administration and business administration programs.** Provide your students the opportunity to showcase and apply their presentation, analytical, group management skills and the strength of their respective healthcare programs to some of the most prominent healthcare executives from across the country.
  - ▶ **Networking Opportunities.** Provide your students the opportunity to network with healthcare executives from across the country and more so with other graduate students that will soon become their colleagues at the Student Networking Reception and other events.
  - ▶ **Scholarship Opportunities.** Provide your students with the possibility of obtaining substantial scholarship funding to assist their pursuit of a graduate degree in healthcare administration.
  - ▶ **Fellowships and Early Careerist Opportunities.** Provide your students with the possibility of obtaining increased exposure to administrative fellowships and early careerist employment opportunities as well as resume review feedback at the Fellowship Reception.
  - ▶ **Exposure to industry executives.** Provide your students with the opportunity to shine for the 40+ seasoned executives and young administrators who serve as judges of the competition and the hundreds of the Educational Conference attendees who compose the audiences.
  - ▶ **Educational Sessions.** Provide your students with the opportunity to experience the atmosphere and composition of one of the premier healthcare conferences in the nation through the concurrent educational sessions and activities including the Public Policy Forum, Young Professionals Forum and leadership luncheons.
  - ▶ **Recognition.** Provide your graduate program with the opportunity to be recognized as a leader in the preparation of future young healthcare management professionals and provide your graduate program with the opportunity to be show-cased to prominent healthcare leaders from all over the country with the likelihood of forming of new relationships/partnerships.
  - ▶ **Competition.** Provide your students and your program the opportunity to compete against other top ranked graduate programs and students nationwide and assess their performance versus other programs.
  - ▶ **Mutual Support Network.** Provide your graduate program with the opportunity to be recognized as a supporter of NAHSE through the development and growth of the number of future minority healthcare executives, and utilize the alliance for future collaboration opportunities.

## The 2023 Case Competition will be held from October 11th - 13th, 2023.

One team per University may register for the competition. Program Directors are encouraged to consider the following elements in when submitting a team:

- Give special consideration to students who will have the skills and capabilities to excel within the realms of strategic planning, public speaking, and financial analysis.
- Students who will make the most of the outstanding networking opportunities and lifelong connections provided by NAHSE will generally find the most value in participation.
- Consider selecting exceptionally talented first-year and second-year students for your university's team if possible. First-year students will provide enhanced continuity between years of participation in the Student Case Competition while further developing their skills and abilities.

The registration fee is \$1050.00 per team of three or \$350.00 per team member and includes access to a career fair and networking opportunities. Team registrations will be accepted on a first come, first serve basis beginning May 15, 2023.

For additional registration information, please contact the Case Competition Co-chairs at [casecompetition@nahse.org](mailto:casecompetition@nahse.org).

## Registration INFORMATION

### Key Dates to Remember

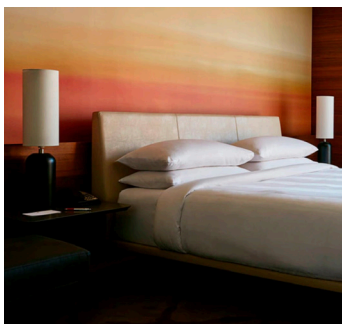
- **MONDAY, MAY 15, 2023 – FRIDAY, SEPTEMBER 1, 2023**  
Case Competition Registration Deadline
- **SUNDAY, SEPTEMBER 17, 2023 – SUNDAY, OCTOBER 8, 2023**  
Case Analysis and Preparation Period
- **TUESDAY, OCTOBER 10, 2023**  
Student Arrival
- **FRIDAY, OCTOBER 13, 2023**  
Scholarship Awards Announcement

*\* All Case Competition Participants are expected at the Atlanta Marriott Marquis, change date to Tuesday, October 10, 2023 at 2:00 p.m. EST. Please contact the Case Competition Co-chairs if you cannot arrive at this time.*

## Hotel INFORMATION

### CASE COMPETITION STUDENT RATES

A limited room block is available at a special room rate of \$159.00, (single/double) plus applicable state/local tax. These rooms are for Case Competition participants **ONLY!**



Case Competition participants should reserve rooms at the student rate directly with Tyra Dyson at [tdyson@nahse.org](mailto:tdyson@nahse.org), the hotel will not honor the discounted student rate if you contact them directly. Faculty Advisor hotel rate is \$244.00 single/double plus applicable state/local tax. The deadline to book hotel room is **Wednesday, September 13, 2023.**

## Advisor INFORMATION

Advisors are strongly encourage to attend the Case Competition with their team. It serves as an opportunity for the advisors to learn the case competition process, to help coach future case competition teams, and to network with healthcare professionals and other graduate program advisors. Registration will grant advisors entrance into the following events:

- Student Networking Reception on Tuesday
- Continental Breakfast
- Case Competition preliminary, semi-finals and final round
- Opening Night Reception on Wednesday

Any additional events, such as the Scholarship & Awards Gala, would need to be purchased.

Advisors who stay at the conference hotel should reserve a room using the hotel reservation link, which is found on the NAHSE website.





# 2023 PRELIMINARY SCHEDULE

## TUESDAY, OCTOBER 10, 2023

10:00am – 8:00pm	Conference Registration
12:00pm – 6:30pm	NAHSE Golf Tournament
4:00pm – 5:30pm	Case Competition Student Briefing (Student Participants Only)
5:30pm – 6:30pm	Ambassadors' Briefing
7:00pm – 9:30pm	Case Competition Student Reception
5:30pm – 8:00pm	NAHSE Board Meeting

## WEDNESDAY, OCTOBER 11, 2023

7:00am – 7:00pm	Conference Registration
7:30 am – 12:00pm	Student Case Competition Preliminary Rounds
8:30 am – 10:15am	Opening Session Breakfast
10:30 am – 12:00pm	Fireside Chat #1
12:00 pm – 1:30pm	Lunch On You Own
12:00 pm – 1:30pm	Case Competition Student & Young Professionals Luncheon
1:30pm – 2:45pm	CEO/Senior Executive Sessions (2)
1:30pm – 2:45pm	Educational Sessions (2)
1:30pm – 2:45pm	Young Professionals Forum
2:00pm – 6:00pm	Student Case Competition Semi- Finals
3:00pm – 4:30pm	NAHSE Plenary Session
6:30pm – 8:30pm	Opening Night Reception/Expo Hall Opening (Case Finalists Announced)



## THURSDAY, OCTOBER 12, 2023

6:30am – 7:30am	Early Morning Activity Session (Health & Wellness)
7:00am – 5:00pm	Expo Hall Open
7:00am – 8:30am	Networking Continental Breakfast
8:00am – 5:00pm	Conference Registration
8:00am – 12:00pm	Student Case Competition Finals
8:30am – 10:15am	Candidates Forum/NAHSE Membership Meeting
10:30am – 12:00pm	Fireside Chat #2
12:30pm – 2:00pm	NAHSE Luncheon
2:30pm – 7:00pm	CEO/Senior Executive Session/ Reception
2:30pm – 3:45pm	Educational Sessions (2)
2:30pm – 3:45pm	Young Professional Forum
4:00pm – 5:00pm	NAHSE Mentoring Session
4:00pm – 5:00pm	Case Competition Faculty Advisor Session - Crack the Case
4:00pm – 6:00pm	Career/Residency Position Fair & Reception
8:00pm – Midnight	Thursday Night Networking Event

## FRIDAY, OCTOBER 13, 2023

6:30am – 7:30am	Early Morning Activity Session (Health & Wellness)
7:00am – 8:30am	Networking Continental Breakfast
7:00am – 12:00pm	Expo Hall Open
8:00am – 12:00pm	Conference Registration
9:00am – 12:00pm	NAHSE Forum
11:00am – 12:30pm	Student Case Debriefing
11:00am – 12:30pm	Better Together Session
1:00pm – 2:30pm	Leadership Luncheon
3:00pm – 4:30pm	Educational Sessions (2)
7:00pm – 8:00pm	Gala Reception
8:00pm – Midnight	Awards & Scholarship Gala Dinner