



No Money, No Mission.

TEC Helps Hope Hospice Thrive in Ever-Changing Healthcare Industry.

For thousands of Southwest Florida residents, Hope Hospice is a mission of mercy. For Samira Beckwith, president and CEO of Hope Hospice, it is also a mission that must run with the efficiency and effectiveness of a successful business.

"The mission is to change our culture so that we surround people at the end of their lives with dignity, love and care, just as we do at the beginning of life," she said. Under her leadership, Hope Hospice has grown from 50 to 500 employees and is now among the nation's largest hospice organizations with annual revenues in excess of \$50 million.

Best Practices in Action

A cancer survivor who helped pioneer the hospice movement, Beckwith is also a leading advocate of promoting good business practices within not-for-profit organizations. "My mantra is no money, no mission," she says.

As a member of TEC, Beckwith works with the region's leading executives to develop and implement proven business practices at Hope Hospice. "Even though

our businesses are different, many of the principles are the same and I have the opportunity to learn best practices from people who are already using them."

TEC helped Beckwith analyze operating procedures to maintain the right mix of professionals and volunteers. "Hospice started as a volunteer movement and we don't want to lose that spirit," she said. "TEC helps me analyze what skills are needed and look at ways to build skills among both volunteers and professionals."

Hope Hospice also was one of the first in the nation to equip its clinical staff with laptop computers. "We wanted our nurses to spend more time with patients than doing paperwork," she said.

TEC Challenges Assumptions

As Hope Hospice continues to expand – it now serves nearly 700 patients a day in Lee, Hendry and Glades counties – insights and contacts from TEC colleagues have been invaluable. Hospice has traditionally served patients in their homes, but Hope Hospice helped start a national trend toward in-patient "hospice houses," including a 24-bed facility now under construction in Bonita Springs.

"The TEC group challenges my assumptions and TEC Chair Barbara Monti questions my answers," Beckwith said. "At times, it's uncomfortable but it has helped me become a better leader and my organization is much stronger. We owe it to the Southwest Florida community to preserve the essence of hospice while still operating like a successful business."



“TEC helps me to lead Hope Hospice efficiently and effectively.” ”

Samira Beckwith

TEC, formed in 1957, is dedicated to increasing the effectiveness and enhancing the lives of chief executives. There are more than 10,000 members internationally. There are 54 TEC groups in Florida, where Chief Executives meet monthly in groups of 12 to 17 to give and receive business advice, share experiences and hear from outside experts.

For more information call TEC Florida at 904-636-0770 or visit www.teconline.com.