

# CHOOSING A MAGNET® CONSULTING PARTNER

Questions to consider when talking with Magnet® consultants



## 1. Is the project plan custom to your needs?

- À la carte options do not create a comprehensive plan for success.
- Do you receive “to-do’s” or action plans?
- Does the plan expose risks to sustainable infrastructure and cultural change, and provide foundational support and implementation?
- Or does it only address gaps?

## 2. Data or Prose?

- Is there a dedicated Business Intelligence team with clinicians and professional data analysts?
- Is your data analyzed to pinpoint the source of, and solutions for, your risks to designation and performance improvement?
- Or do you only get narratives and definitions?

## 3. Is there a point person you can trust?

- Having a team is how the work gets done, but do you know who to go to with questions and consistency?
- Do you believe in their expertise and experience?
- Are their project managers masters- and doctorally-prepared nurse leaders who have successfully led their organization’s Journey?
- Are they reiterating known information or giving you answers for your specific facility and needs?

## 4. What is the consultant’s mission?

- Documentation and Designation only?
- Performance improvement and excellence?
- Is their work transformational or transactional?

## 5. Do they help improve performance?

- Are they concerned with the foundation of the performance that leads to successful designation and a sustainable infrastructure?
- Or do they just teach to the test?

## 6. Can they Guarantee Designation?

- Ask about a situation in which they partnered with a hospital that failed to designate or re-designate.
- Ask for an example of a guarantee they honored.

## 7. Can they Guarantee Financial Benefit?

- Ask about financial results some of their clients have experienced.
- Ask for an example of a guarantee they honored.

## 8. How easily can you access what you need?

- Digging through multiple emails over years?
- Do they offer a centralized location for your specific project materials?
- Do they offer a summary of your current state throughout the project?
- Is the plan updated and accessible on-demand and easily shared at a moment’s notice?