**Career Advice #265 | Teresa Chadwick**

**Healthcare Admin | 24 August 2019**

**Virginia**

**Via LinkedIn Premium Career Group**

*I have been with my current company for nearly 20 years, and have been searching for another position outside of the hospital environment unsuccessfully for the last two years. Can someone please take a look at my resume and see if there is anything that could improve my search? Thanking everyone in advance!*

Hi Teresa,

I am a Canadian CPA that recently relocated back to Canada after 10 years in the Middle East. Oil prices over that period forced me to pivot from my normal finance and accounting roles. In 2017, I started researching emerging technologies. In 2018, I started listening to Gary Vaynerchuk. When you listen to him for a while, you will begin to understand why I am writing to you. Gary provides practical advice on using social media to create (or expand upon) your personal or business brand (reputation). These principles may help you as you seek to pivot from healthcare to another industry or discipline.

Gary’s book “Crushing It” features every day people that managed to change careers and/or succeed simply by pursuing their hobbies. For example, Mimi Goodwin turned her passion for sewing into her own fashion magazine (SewSew Def). Karina Garcia became a YouTube star sharing her secrets of “How to Make Slime”.

Gary Vaynerchuk key-note speech earlier this year to the attendees at the International Franchise Association convention may be a good introduction:

PODCAST: [https://apple.co/2S5u14D](https://ap)

YOUTUBE: http://bit.ly/2EL3ode

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See next post 2 of 6 | Job search ideas

Post 2

Hi Teresa,

This is post 2 of 6

Your LinkedIn profile provides a few insights into potential ideas for your pivot from your current role at Sentara HealthCare:

* • Healthcare recruiters
* • Angel List startups
* • Virginia technology & innovation
* • Small business innovation

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HealthCare recruiters

NextStep Interactive | aims to help displaced workers retrain for careers in the health care | [https://www.nextstep.careers](%22)

Modio Health | better way for healthcare providers to find jobs and manage credentiuals| http://www.modiohealth.com/

Enzyme Health | recruiting marketplace for clinical tele-health jobs | [www.EnzymeHealth.com](%22http%3A//)

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Angel List |https://angel.co

Angel List is primarily used by startups to list tech & non-tech roles. This website may provide ideas on where to transfer your 20+ years working in administration into helping a startup. Quick search revealed:

11,222 startups across USA

325 in Washington, DC

182 in North Carolina

156 in Virginia

71 in Raleigh, NC

15 in Richmond, VA

You may want to consider setting up a profile to browse the site and get a feel for the different companies listed on the site. Perhaps setup search agents to notify you of relevant job openings.

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See next post 3 of 6 | Virginia innovation

Post 3

Hi Teresa,

This is post 3 of 6

Virginia technology & innovation

For over a year now I have followed technology investments announced in various tech news feeds: StrictlyVC newsletter (Connie Loizos), Crunchbase News, Techcrunch, VentureBeat, UKTN and FinSME’s Inc.

Some recent funding announcements that involved local Virginia technology companies included:

Clareto | health information exchange | http://clareto.com/

Compare.com | car insurance comparison site | https://www.compare.com/

FinFit | Virginia Beach, Va.-based financial wellness benefit company for employers |https://www.finfit.com/

MondoBrain | AI decision support solution for operational teams and KPI management | https://www.mondobrain.com/

TemperPack | sustainable packaging startup | https://www.temperpack.com/

Uzurv Holdings | riding sharing app focused on non-emergency medical transport | https://uzurv.com/

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See next post 4 of 6 | Small Business and Healthcare innovation

Post 4

Hi Teresa,

This is post 4 of 6

Small Business and Healthcare innovation

Combining your 20+ years of administration experience in a healthcare facility with the latest SaaS (software-as-a-service) may be of benefit as you reach out to startups or other companies. The funding announcements referred to above include the latest investments in SaaS verticals, artificial intelligence, machine learning, augmented reality, robotic process automation, etc in virtually all disciplines and sectors.

Small business and healthcare support SaaS are most relevant to your experience.

Small Business SaaS

Botkeeper | automated bookkeeping software | https://www.botkeeper.com/

Catalytic | designed to automate business processes | https://catalytic.com

Fleetsmith | automates device setup for Macs, iPhones, iPads, Apple TVs | https://fleetsmith.com/

FreshBooks | small business accounting software provider | www.freshbooks.com

FrontdeskAI |A I-assistants for small businesses | www.frontdesk.ai

Get Feedback | Create free surveys & feedback forms | https://www.getfeedback.com

SCALE Factor | automated finance & accounting platform | https://scalefactor.com/

See next post 5 of 6 | SaaS samples (continued)

Post 5

Hi Teresa,

This is post 5 of 6

Small Business SaaS (cont)

ShipMonk | back office support to startups for order fulfillment & shipping | https://www.shipmonk.com

Webware.io | providing small businesses with tools to achieve online success | http://www.webware.io/

Healthcare SaaS

CirrusMD | chat-first virtual care solution | https://www.cirrusmd.com

Dialogue | virtual healthcare platform | https://www.dialogue.co/en

DispatchHealth | provider of on-demand health care company | https://www.dispatchhealth.com

Doctolib | online scheduling platform for doctor’s visits | https://www.doctolib.fr/

Human API | a health data network platform | https://www.humanapi.co/

Notable | using AI for physician visits | http://notablehealth.com

Redox | allows healthcare providers & software vendors to share data digitally | www.redoxengine.com

TraceLink | platform for tracking pharmaceuticals & trying to weed out counterfeit prescription drugs | www.tracelink.com

Qventus | uses AI to predict patient patterns for hospitals to improve staff management and patient care | www.qventus.com

Unite Us | healthcare coordination and outcome tracking platform | https://www.uniteus.com |

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See next post 6 of 6 | Learning SaaS

Post 6

Hi Teresa,

This is post 6 of 6

SaaS Learning

To learn most SaaS, you DO NOT NEED to attend classes. You do not need to be an IT expert. SaaS today are affordable & bolt-on to existing ERP systems.

SaaS can be readily learned: download free demo; subscribe to newsletter; follow company on LinkedIn, Twitter, FB & IG

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SaaS Application

You may be thinking: “How can these SaaS help me pivot out of healthcare?” The answer is, they won’t. However, the more you can learn about SaaS applicable to your desired field of work, the more readily you can identify affordable and effective solutions that did not exist 10 years ago.

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Healthcare Consultant

Imagine all of the healthcare facilities (hospitals, clinics, HMO’s, private doctor’s offices, etc) between Virgina Beach and Richmond?

What if you became extremely knowledgeable about one or more of the SaaS listed above and took the following steps:

* • Make a list of all healthcare facilities along Highway 64 that you think could benefit from such SaaS
* • Prepare a mini business plan / strategy document
* • Reach out to 72+ H/C facilities and pass them your document

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Imagine if your outreach resulted in full-time employment offers?

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Have fun researching.