

Introducing our Newest



eLearning Program



## A New Path to Partnering with Key Customers

CMR Institute and Milliman, the leading provider of actuarial consulting services to the healthcare industry, have partnered to create expert **RISK CONTRACTING TRAINING RESOURCES** to prepare your commercial sales team for this new business model.

This streamlined eLearning program will prepare your team to:



Define the critical success factors for a risk contract



Speak confidently with payers and providers by having a marketplace-applicable understanding of risk sharing



Realize how sales and training strategies can support future contracting efforts



Our newest eLearning program will **OPTIMIZE MARKET ACCESS** by preparing your sales team with a market-applicable understanding of risk-sharing partnerships.

Contact CMR Institute to learn more.

844.790.3021 | [solutions@CMRinstitute.org](mailto:solutions@CMRinstitute.org) | [CMRinstitute.org](http://CMRinstitute.org)