

Marilyn Doerr

Program Coordinator



Marilyn holds an Executive MBA from the Owen Graduate School of Management at Vanderbilt University and a Bachelor of Health Science degree in Health Services Administration from the University of Kentucky. She has enjoyed more than twenty years experience in health care, most recently as a principal in her own consulting/ project management firm. Prior to this, Marilyn provided leadership to a national Centers of Excellence Program for Bariatric Surgery and Jewish Hospital Healthcare Services, the Louisville areas largest regional hospital network in managed care and occupational health sales. Marilyn also contributed her operational, sales and marketing expertise to an industry leader in managed care services for property

and casualty insurance products. Marilyn's efforts have produced tangible results in the areas of managed care contracting, new business and program development, and strategies which have historically improved both top- and bottom-line results for her clients/employers.

Examples of Marilyn's current and past accomplishments include successfully increasing reimbursement rates for 80% of the contracts renegotiated for a regional hospital network (\$240 million in annual revenue); completing strategic market analyses and sales/service incentive plans leading to an occupational health program's achievement of 125% of budgeted visits and 106% of budgeted revenue goals; increasing revenue by 13% in a single year for a national company providing managed care services to the property and casualty business while improving operational profitability; and successfully guiding clients through the accreditation process and survey preparation for URAC and Joint Commission accreditations.