

A Guide to Choosing the Right Compliance Consultant

Selecting the right consultant with the needed expertise and cultural alignment.

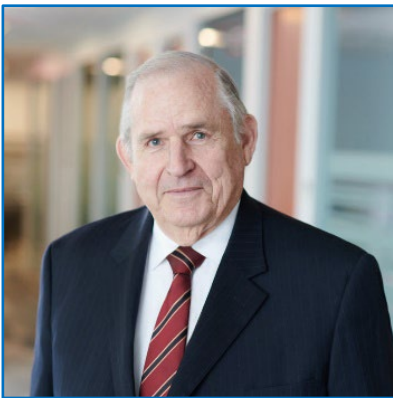
Richard P. Kusserow | November 2024

When seeking a consultant's help to address compliance challenges or needs, it is critical to choose a consultant that aligns with the organization's needs and can contribute effectively to its success. Here is a structured guide to help you navigate the selection process. The decision to hire a consultant is important, and selecting the right party is critical to meeting objectives. In making the decision, consider the following:

- Clearly define the issue the organization is facing and the type of expertise needed to address it.
- Look for a consulting firm with proven experience for the needed work.
- Seek a firm with a long track record in the health care sector for addressing similar needs.
- Ensure that the consultant can perform the needed analysis to present viable solutions.
- Choose a firm that can evidence sincerity, honesty, and fairness in their professional work.
- Select someone who evidences a genuine interest in and understanding of the needed service.
- Engage consultants who value and are open to investing time to build a strong relationship.
- Choose a firm willing to discuss and adjust the terms of engagement as needed.
- The consultant should be able to seamlessly integrate with internal staff.
- The consultant should support in a non-intrusive manner.
- The consultant should work to enable the organization's independence of their services.
- Seek consultants who are ready to roll up their sleeves and be actively engaged in needed work.
- Based on identified needs, consider specific knowledge, skills, and collaboration styles needed.

- Decide what level and form of trust is needed with the consultant for a successful partnership.
- The right consultant can be a catalyst for change and improvement within your organization.

It is important to select one who not only has the expertise but also aligns with your organization's goals and work culture. For more information and advice on this subject contact rkusserow@strategicm.com. You can also keep up-to-date with Strategic Management Services by following us on [LinkedIn](#).



About the Author

Richard P. Kusserow established Strategic Management Services, LLC, after retiring from being the DHHS Inspector General, and has assisted over 2,000 health care organizations and entities in developing, implementing and assessing compliance programs.