

Recently, Leadership Health Care (LHC)) members attended an executive briefing with Clay Richards, CEO of naviHealth, a Nashville-based care transitions company that works with health systems, health plans and post-acute providers to reduce waste and improve outcomes. The discussion was moderated by Meaghen Greene, vice president of business development at naviHealth. During the discussion, Richards gave an overview of naviHealth's business model, his role as CEO and advice he has for the emerging leaders in the audience.

Richards opened the discussion by explaining naviHealth's unique role in working with both payers and providers. Today, the company's business is split almost 50/50 between payers and providers, something the company sees as an asset.

Read the full recap [here](#).