Walter Dusseldorp, MBA, FACHE, LSSBB

Fractional Healthcare COO / Chief Strategy & Operations

The Dutch Mentor · Dusseldorp & Associates, Inc.

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Senior healthcare operator available fractionally — executive leadership, strategic planning, and operational performance for organizations that need C-suite capacity without a full-time hire.

WHO THIS IS FOR

- Community health centers and Federally Qualified Health Centers (FQHCs)
- Community and critical-access hospitals, and small regional health systems
- Behavioral health, home health, and multi-site ambulatory groups
- Healthcare associations and networks

CREDENTIALS

- MBA; Fellow, American College of Healthcare Executives (FACHE); Lean Six Sigma Black Belt (LSSBB)
- 30 years in healthcare leadership, from paramedic to the C-suite
- ACHE Leader-to-Leader Award, 2017
- Founder and CEO, Dusseldorp & Associates, Inc., operating as The Dutch Mentor
- NACHC Qualified Vendor List, 2026–2030, in four areas: Executive Leadership; Strategic Planning; Revenue Maximization and Operational Performance; and Project Management and Meeting Facilitation
- Leadership programs: FACHE preparation, Healthcare System Mastery, and the Emerging Leader Program

SCOPE OF THE RETAINER

The work is scoped to the organization. Typical elements include:

- Operational rhythm and accountability systems
- Executive team leadership and coaching
- Strategic planning and execution tracking
- Revenue and operational performance improvement
- Project leadership and meeting facilitation

HOW THE ENGAGEMENT WORKS

A set number of leadership sessions each month, attendance at executive and board meetings by agreement, defined deliverables each 30 days, and direct access for the CEO or executive sponsor between sessions.

Remote-first, about 15 hours a week. On-site days are agreed in advance. A request for substantially more hours, daily on-site presence, or interim full-time cover is a different engagement and is quoted only by agreement.

THE 3-MONTH PAID PILOT

Work begins with a 3-month paid pilot at the same monthly rate, with a written 30-60-90 day plan agreed before start. Either side may end the work at the close of the pilot, or it rolls to a monthly retainer with 30 days' notice.

- Days 1–30: confirm the operating problem in the sponsor's words, set a meeting cadence, and put a first set of measures and owners in place.
- Days 31–60: run the operating rhythm, advance the agreed improvement work, and give the sponsor a mid-pilot read-out.
- Days 61–90: close the first cycle of deliverables, document what will be sustained, and decide whether the work ends or continues.

ENGAGEMENT AND INVESTMENT

OPTION	INVESTMENT	WHEN IT IS USED
Monthly retainer	$7,500–$12,000 / month	Standard engagement, about 15 hours a week
3-month paid pilot	Same monthly rate	First engagement; written 30-60-90 day plan; no discount
Hourly, fallback only	$150–$350 / hour	Short diagnostic or advisory work only

START A CONVERSATION

Book a 20-minute introductory call at go.oncehub.com/TheDutchMentor · or email walter@thedutchmentor.com