



**Health
Development
International**

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Dear Friend,

You are invited to join a movement that can change the world.

It's a movement that started seventeen years ago, but its vision has recently expanded in some pretty exciting ways. Health Development International (HDI) began in 1990 as a compassionate venture of Dr. Rufi Macagba. As a Filipino-American physician, hospital administrator and senior adviser for World Vision, Dr. Macagba saw the need for management training in struggling hospitals worldwide. He researched successful programs and produced a one-week management course for hospital and clinic leaders in Asia, Africa and Latin America.

The vision for HDI expanded in 2007 when I was appointed to succeed Dr. Macagba as its new President. As a health care management consultant with a heart for developing cultures, I helped to develop a self-sustaining clinic in Eastern Europe and to train health care leaders in Asia, Africa and Latin America.

Hospitals and clinics in developing countries serve some of the most vulnerable population groups with limited management knowledge and financial resources. Many organizations are led by physicians and are dependent on western donors for subsistence. The World Health Organization and others have long recognized the need to strengthen the management of health care delivery systems in developing countries, **but little has been done to bring the knowledge and financial expertise where it is needed most, until now....**

HDI is poised for some great things. Plans for 2007 include:

- Bringing ethical management principles to rural hospitals in China
- Business planning for an eye clinic and surgicenter in Ghana
- Strategic planning for the Dr. Luca Medical Center in Romania
- Qualifying for grants from public and private sources
- Building relationships with medical missions organizations worldwide

These are ambitious plans, but we also have a solid foundation and legacy to build on:

- Models of management excellence in developing countries, including Lorma Hospital in the Philippines and the Dr. Luca Medical Center in Romania.
- A highly practical curriculum for training health care managers that was tested and refined in the Philippines, Guatemala and South Africa.

- The Seal of Excellence from the Independent Charities of America, earned by demonstrating annually that HDI meets the highest standards of public accountability, program effectiveness, and cost effectiveness.
- A 17-year track record as an international charitable non-profit organization.

Our mission is to help hospitals and clinics in developing countries become self-sustaining enterprises known for their quality of care, and for their concern for community. There are many non-profit organizations that perpetually ask for your support, but HDI stands apart from the crowd for several reasons:

- 1. No one else does what we do.** Most mission hospitals rely on a steady stream of voluntary donations and medical missionaries who raise their own support. We have demonstrated that medical missions organizations can develop internal sources of revenue and reduce their reliance on ongoing donations, which frees up those donations for other purposes.
- 2. Developing model organizations has an exponential impact on culture.** The Mayor of Pitesti, Romania says this about the Dr. Luca Medical Center:

“You are changing the way we do medicine and the way we do business in this country.”

- 3. Improving the health of a community improves its economy.** Healthy people can work to support and educate their families, build businesses that provide jobs, and collaborate to strengthen the fabric of the entire community.
- 4. We’re working to model our mission – to walk our talk about sustainability.** We need donor support to get started, but our goal is to become self-sustaining through a combination of conference fees, value-added services, publications and collaborative relationships with foundations and other non-profit organizations.

As you can see, HDI is unique in its legacy, its mission and its potential for changing the world. We’re poised to engage health care organizations in developing cultures with Christian principles of business integrity blended with compassion. I invite you to join us by making a tax-deductible donation today.



Ken Hekman, President
Health Development International

P.S. Please consider your part in this exciting ministry and return the enclosed form today.



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I would like to be part of the HDI movement as a...

_____ **Founder** – for a pledge of at least \$1,000 per year for five years

_____ **Explorer** – for a pledge of at least \$500 per year for three years

_____ **Supporter** – for a donation of \$ _____

HDI is a 501(c)(3) public charitable organization. Your donations are tax-deductible.
Please make checks payable to **Health Development International**.

I would be willing to volunteer for HDI by...

_____ Teaching a management course in a developing country

_____ Mentoring a health care manager in a developing country

_____ Organizing a dinner or speaking event in my community for HDI

_____ Helping HDI apply for grants

I would like to stay informed about HDI's activities by...

_____ Email _____ Printed newsletter

Name _____

Address _____

City _____ State _____ Zip _____

Phone _____

Email: _____

Thank you. Please return this form to HDI at 4623 Forest Lane, Holland, MI 49423.