

CARE COMPASS JOURNEY - MIND MAP [V1.1 - JAN 2026]



PARTICIPANT NAME: _____

Lead Management

Lead Capture → Lead Validation → Lead Qualification → Showround Booking → Lead Conversion

Opportunity Management

Showround → Assessment → Pre Contract → Contract → Admission

Pre Showround → Showround → Post Showround

Showround → Assessment → Pre Contract → Contract → Admission

Clinical Assessment → Financial Assessment

Showround → Assessment → Pre Contract → Contract → Admission

Stay → Review Contract Details

Showround → Assessment → Pre Contract → Contract → Admission

Showround → Assessment → Pre Contract → Contract → Admission

Stay, Room & Life Cycle Management

Discharge → Clone Opportunity