

# 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