THE HUMAN MARGIN

BUILDING FOUNDATIONS OF TRUST

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September 25th, 2025









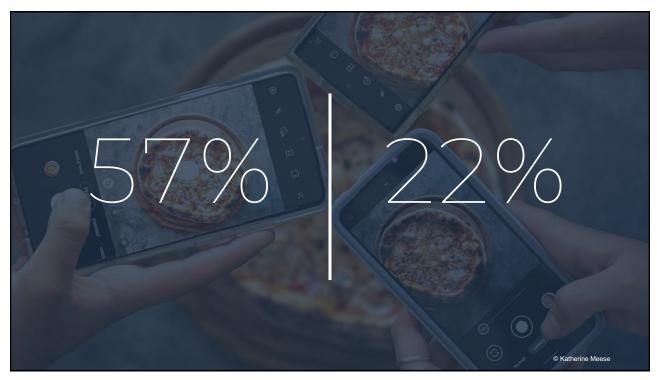


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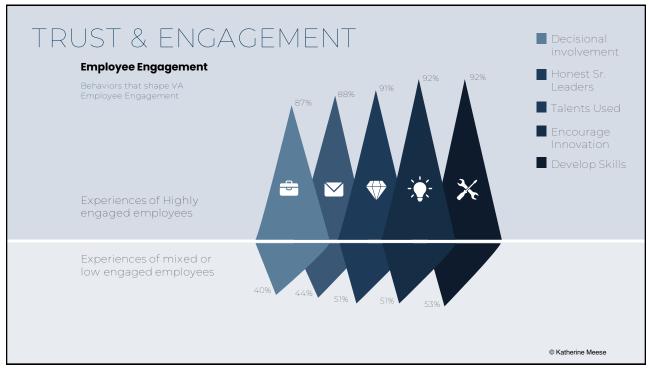


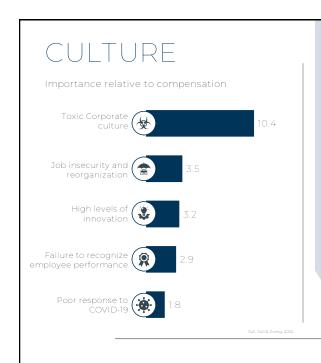












To be valued as **HUMAN** and not just an employee, keeping the abandonment rate

-Administration

Squeezing more juice out of an already macerated fruit.

-Physician

Realizing that this hospital only cares about making money and they see [us] as dollar signs instead of people.

-Nurse

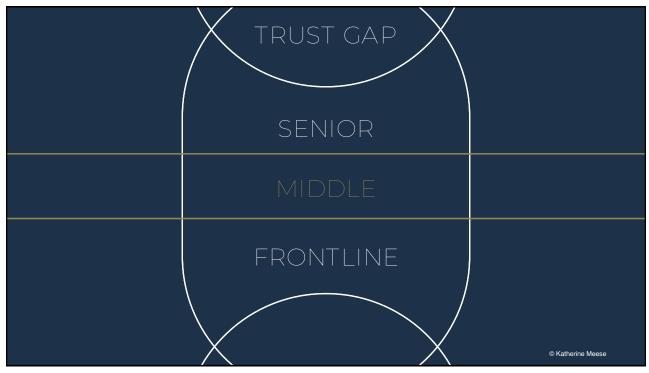
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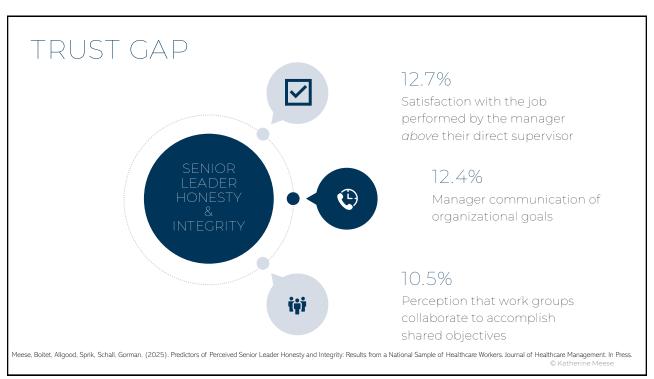
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DO I TRUST YOU? DO YOU CARE ABOUT ME? IS THIS THE PLACE FOR ME? DO I MATTER? WILL IT GET BETTER?











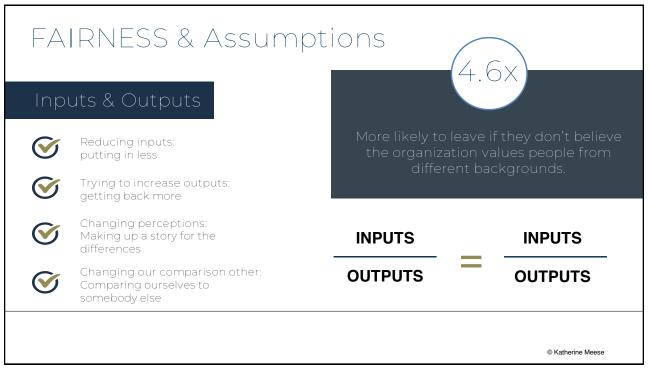




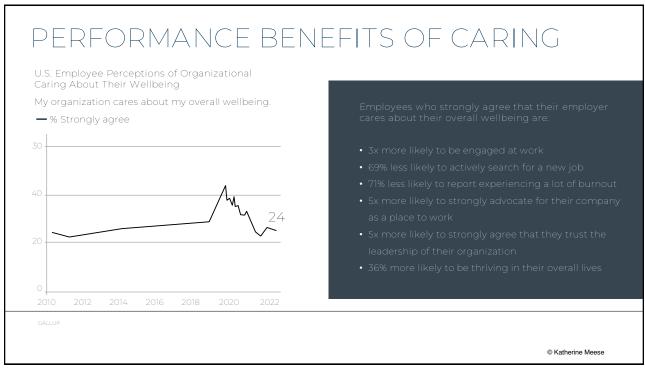
"The initial rollout was flawed, which is defensible. What is indefensible is that administration did not admit this and did not apologize." - Physician 2021

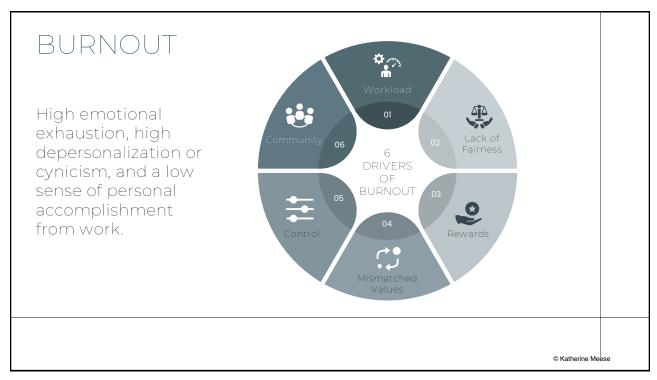
"An apology by the (organization) as a whole at least saying we could have done better." (2022)

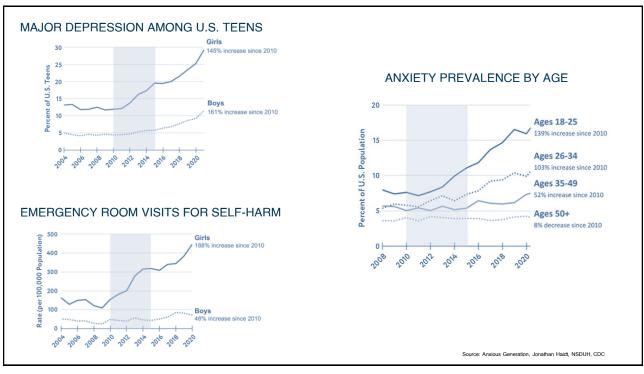
















FIND A FRIEND

Those who report having a best friend at work are more likely to:

Engage customers and internal partners

Get more done in less time

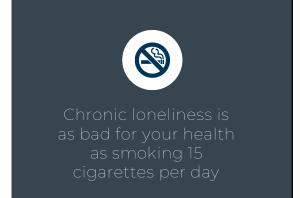
Support a safe workplace with fewer accidents and reliability concerns

Innovate and share ideas

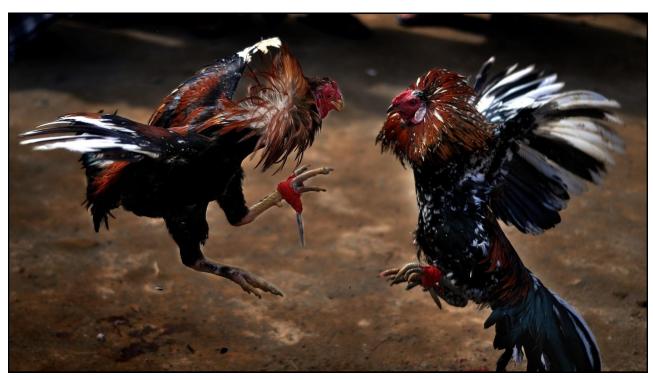
Have fun while at work

Recommend the employer

Intend to stay



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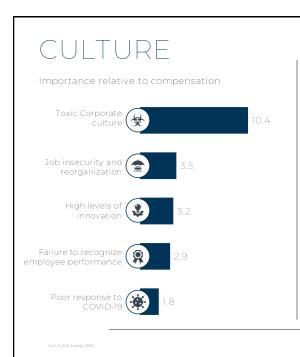














- "More frequent rounds by leadership to see our struggle"
- "Being rounded on up to executive leadership..."
- "Having our department recognized by senior leaders as contributing..."
- Just a simple thank you every now and then would suffice. (130 mentions)
- Just a simple "good morning" or "thank you" would be greatly appreciated

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MATTERING



Your VOICE doesn't matter

- Failing to solicit input for decisions that affect them
- Openly criticizing ideas
- Dismissing suggestions with phrases like "that will never work."
- Interrupting or talking over others



Your EXPERIENCE doesn't matter

- Diminishing training or lived experiences of team members, particularly in younger and older employees
- "You're too junior"
- "He's too old"
- It is cheaper to have lesser-trained people do your job



Your TIME doesn't matter

- Allowing meetings to run late
- Expecting people to volunteer their free time for work-related events or training
- Demanding responsiveness during evenings, weekends, holidays or vacations



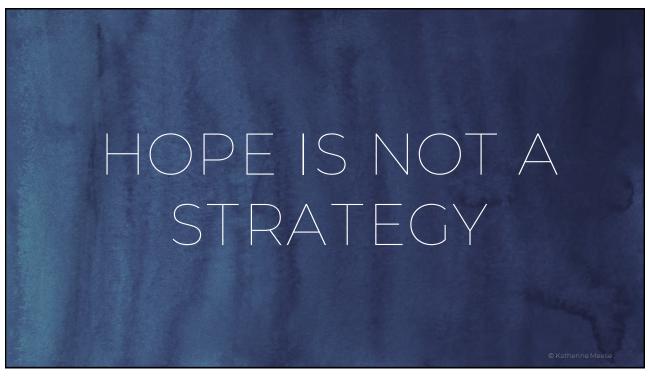
You are invisible

- Failure to recognize contributions or achievements
- Not addressing people by name
- Not noticing when somebody is missing or absent
- Not saying hello, good morning, or thank you

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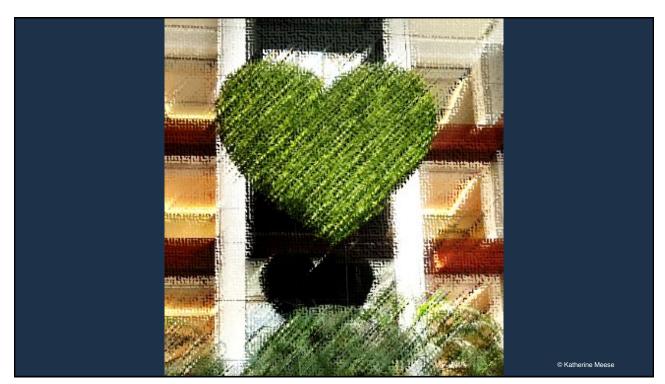


























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