



Tray Dunaway's connection to the "business of medicine" started when he was three years old and his mother read him the Golden Book classic, "Nurse Nancy." He, however, identified with the doctor, but thought the band-aids that came "free" with the book were too cool. When he later discovered drug sales reps provided free penlights, he was hooked.

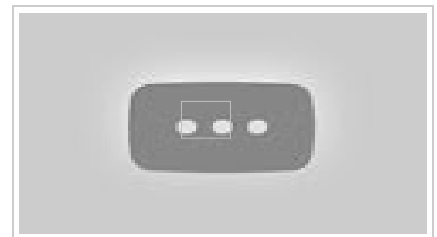
Today, M. Tray Dunaway, MD, FACS, CHCO connects the "dots of healthcare" in the healthcare ecosystem we all encounter or work in at some point in our lives. Connections between hospitals, patients, businesses of medicine, payers, and a myriad of healthcare workers. Even irascible doctors. In fact, he was an irascible doctor for sixteen years in a general surgical practice in Camden, South Carolina. As a "dotsultant" and professional speaker, he shows healthcare people, businesses, and organizations how to improve their connectivity with other "dots of healthcare" to improve profitability, enhance their reputation, increase "sales" in more dimensions than just financial gain, and to better serve patient needs. His Documentation System has brought millions of dollars of increase revenue to client physician practices and hospitals alike through more effective E&M coding and DRG coding. His MVI model of Mutual Value Integration works by improving communication, finding the chemistry to make business solutions viable, and honoring the contribution of all the dots in healthcare.

Dr. Tray lives in South Carolina with his wife Jane and their three children and travels around the country to collect little hotel bars of soap, shampoo and conditioner bottles to donate and supply his favorite hospital "home-away-from-home" patient family facility in Orlando Florida for weeks on end

Tray Dunaway

Speech Topics

- Teambuilding
- Sales
- Marketing
- Healthcare
- Health & Wellness
- Communication Skills



Testimonials

"The hundred plus people that attended the meeting were extremely impressed by the quality, content, take-away message, effectiveness, and style of your presentation...you earned the distinct honor of being the only presenter who received "5" ratings (with "5" being the highest rating) for every question from every respondent....I have spent more than fifteen years in healthcare sales and sales management, attended numerous sales conferences, and listened to countless speakers...[you] impressed me the most."

- VP of Sales and Marketing, Option Care, Inc.

"Dr. Dunaway's presentations are not only entertaining, but they communicate a message that doctors and administrators need to hear regarding the value of what we do everyday for our patients. He validates that it is OK to care and in fact imperative that we care about each other and value the great work that we do together:"

- CEO, Trinity Medical Center.