



## Sally Pelletier, CPMSM, CPCS

Sally Pelletier is an Advisory Consultant and the Chief Credentialing Officer for The Greeley Company in Danvers, MA. She brings more than 24 years of credentialing and privileging experience to her work with medical staff leaders and medical services professionals across the nation.

Pelletier advises clients in the areas of accreditation, regulatory compliance, credentialing, privileging, onboarding process simplification and re-design, medical staff services department and centralized credentialing operations and provides leadership and development training for medical staff leaders and medical services professionals.

She currently serves as faculty for The Greeley Company's *The Credentialing Solution* and presents at state and national seminars on a variety of topics related to medical staff leadership training, leading practices in credentialing and privileging, and practitioner competency management.

Pelletier also serves on the Editorial Advisory Board of the Credentialing Resource Center and Medical Staff Briefing for HCPro, Inc. Pelletier has coauthored several HCPro/Greeley books, including:

- *Core Privileges for Physicians: A Practical Approach to Developing and Implementing Criteria-based Privileges, Sixth Edition (2013)*
- *The Medical Staff's Guide to Overcoming Competence Assessment Challenges (2013)*
- *Core Privileges for APPs: Develop and Implement Criteria-Based Privileging for Non-physician Practitioners, Third Edition (2013)*
- *Assessing the Competency of Low-Volume Practitioners: Tools and Strategies for OPPE & FPPE Compliance, Second Edition (2009)*

Pelletier has served as secretary and as the Northeast region representative on the board of directors for the National Association Medical Staff Services (NAMSS). Other leadership roles for NAMSS have included serving as a NAMSS instructor; and chairing the Governance, Management, and Manpower Committee, the Bylaws Committee, and the Credentialing Elements Task Force. In addition, she served as president of the New Hampshire Association Medical Staff Services, from which she received the 2008 Excellence in Medical Staff Services Award. Pelletier began her career in 1992 as the medical staff coordinator at The Memorial Hospital in North Conway, NH.