

# Donald Sipp Jr.

MBA | PMP | LSSBB | RESE | CHESP | CHTI-2 | CMIP

Author of *When Beds Don't Move* | Founder, Impact Training Company  
Senior Director, Ruck-Shockey Associates | Speaker: NAHTM, AHE



## SPEAKER BIO

Donald Sipp Jr. has led teams and operations since 1996, and has specialized in hospital support services since 2004: the loading docks, linen chutes, and transport queues where a hospital's day is won or lost. As Senior Director at Ruck-Shockey Associates he directs \$10M+ self-op conversion portfolios with 99% client retention. As founder of Impact Training Company he architected the national healthcare transport credential pathway (CHT, CHTS, CHTM, CHTD, CPTMP) with NAHTM: 1,000+ certified professionals across 70+ organizations. His book, *When Beds Don't Move*, introduces Flow Physics(TM), the framework for diagnosing and engineering hospital patient flow.

## SIGNATURE TALKS

### When Beds Don't Move (Keynote)

Why hospitals gridlock, the rules the gridlock follows, and the support-services lever most systems never pull.

### The Invisible Department (Keynote / Workshop)

Transport and support services as the circulatory system of the hospital.

### The What, the Why, the How (Workshop)

Why most workforce training fails to change behavior, and the three-tier philosophy behind the CHT pathway.

## BY THE NUMBERS

**30**

years leading teams, since 1996

**120 to 78**

min room turnover cut, no added labor

**\$10M+**

conversion portfolios, 99% retention

**1,000+**

professionals certified

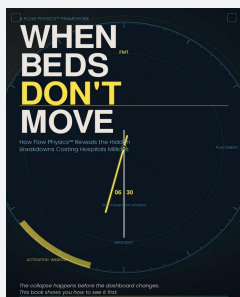
**300+**

Level 1 instructors

**70+**

organizations

## THE BOOK



### When Beds Don't Move (2026)

How Flow Physics(TM) Reveals the Hidden Breakdowns Costing Hospitals Millions.  
Book One of the Flow Physics Library. The Flow Implementation Workbook releases August 3, 2026; the Engine Companion series follows.

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