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## Food For Thought



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**Could *your* healthcare facility benefit from this?**

***Every healthcare facility can benefit from Revenue Enhancement!***

Clint Maun, CSP has **two new programs** *custom-designed* to help you enhance your **revenue streams** and deliver increased customer satisfaction, smoother operations and sustainable, long-term market viability, especially given the forthcoming changes resulting from the recent healthcare reform!

These exciting new programs bring a wealth of proven-solutions to bear on improving your facility's revenue, so you can invest in other important aspects of your business, such as staff rewards & retention, site/technology improvements, partnership integration projects and more!

## **The Future Of Reimbursement Is Now: Take Action Today**

*Wow! Look at the healthcare changes now in process and slated for the future. The U.S. government has an aggressive agenda which will considerably affect reimbursement for healthcare providers. The new healthcare system requires providers to be more competitive and customer service oriented to receive their full reimbursement. These stated changes are already having huge implications related to partnerships, integration and guaranteed outcomes. In this session, attendees will understand the importance of positioning their organizations for the changes to come. They will be provided immediate, necessary and practical action steps to address aspects such as bundling of reimbursements, development of ACOs and Value-Based Purchasing based upon quality measures and customer satisfaction.*



## **The Kaleidoscope of Medicare Makeover**

*Playing with a kaleidoscope is always intriguing. Merely turning the rocks some will create an entirely new image. This is also the case with most long term care organizations. It is possible to substantially increase the organization's Medicare/Managed Care occupancy by simply rearranging a few critical "rocks". A complete redo or extreme makeover very often is unnecessary. In this session participants will learn how to use a team approach to create a more attractive, functional and productive environment through strategies such as delivery of service in the right location at the right time for the right result, implementation of correct staffing plans and advantageous utilization of building space.*

**Let Clint Maun show your organization how to  
Increase Revenue Now while Preparing for Tomorrow!**

**Review Clint Maun's Biography and References at <http://www.maunlemke.com>  
or call Kathy Cain at 800.356.2233 for more information**



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### **Workplace Politics... Critical to Your Career?**

When you think of office politics, things like gossip, back-door deals, and favoritism may come to mind. And with good reason—workplace politics often involve this type of behavior. However, as much as you may want to steer clear of office politics, learning how to deal and thrive in such an environment can be critical to the success of your career.

Here are three strategies to employ in the face of office politics.

- **Sing your own praises.** If no one knows of your good work, you may lose at the game of office politics when you really deserve to win. Let others know what you've accomplished (without exaggerating or bragging) whenever you get the opportunity.
- **Make allies, but don't stake your career on them.** All politics aside, making friends and alliances should be a goal of yours. It makes work easier and more fun. In addition, alliances can help provide you with the visibility and support you require to advance. Just be wary that people come and go frequently; so you shouldn't rely solely on an alliance for advancement or security.
- **Keep your cool.** If a colleague attempts to sabotage your character, blame you for something you didn't do, or steal credit for your work, make sure to keep your cool. A loud, public confrontation will only fuel office gossip and most likely leave you with regret. First, carefully weigh the unpleasant possibility that your assumptions about the person are false. Make sure it's not you that's the problem. If you're unsure, consult with a trusted colleague or mentor. Should you then feel certain that you're in the right, talk to your boss in private about the issue.

Although office politics are not always ideal, they are usually the reality of the workplace. The best you can do is recognize what will help you advance your situation and career (without jeopardizing ethics or your integrity, of course). Above all, remember to be true to yourself and your profession.

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