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## Food For Thought



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### Does your organization...

- need to grow revenue?
- have a team-based culture?
- stay focused and committed to success?

Clint Maun and Maun-Lemke have over 25 years of expertise in "changing the results of healthcare". We have learned through our work with Long Term Care organizations that, to assure their sustainability, organizations must not be revenue dependent upon Medicaid.

**Consider this:** An additional 7 Medicare customers in your facility can, on average, deliver over \$1 million to the top line resulting in a significantly better bottom line. This additional revenue supplements and offsets losses incurred from lesser Medicaid reimbursement rates.

We've found that the lack of an organization's success is due to a "missing structure" that has not been in place for them to gain and retain market advantage. Maun-Lemke's proven A.R.M.S. Length

## A.R.M.S. Length System



Revenue Enhancement System can be implemented cost-effectively through our step-by-step process and web-based computer consulting support.

For more information on the A.R.M.S. Length System and how your organization can achieve their full Revenue potential, call Kathy Cain or Chad Maun at (800) 356-2233.

### Need to Make a Quick Decision? Use Your Intuition

When it comes analyzing problems and making decisions, many professionals try to follow a specific model—one they likely learned in school or in a management class. Such classes teach a rational model for decision making, and it often includes these six steps:

1. Define the problem
2. Identify the decision criteria
3. Allocate weights to the criteria
4. Develop alternatives
5. Evaluate alternatives
6. Select the best alternative

This model relies on the assumption that the decision maker has all the information they need to make the best choice possible. However, we all know that this usually just isn't the case. We're often forced to make quick decisions with only parts of the puzzle. So, how do you make a good decision when you don't have all the information at your disposal? This question can be answered with one word: intuition. Intuitive decision making is an unconscious process that draws upon your past experiences. Intuition is not superstition or some sort of sixth sense—it's a highly complex and highly developed form of reasoning that is based on your experience and learning.

Intuition is that "gut feeling" you get when you know something is right, but you can't exactly explain why. So, instead of over-analyzing and agonizing over every detail, you can try using your intuition the next time you're faced with a problem that requires a quick decision.

Just don't rely on intuition too much because it's hard to know when hunches are right or wrong. The key is to neither abandon nor solely rely on intuition, but to supplement it with evidence and good judgment.

*"Often you have to rely on intuition."*  
—Bill Gates

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