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Food For Thought



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Just 7 more Medicare customers can deliver over \$1 million to your top line.

This additional revenue offsets losses from Medicaid reimbursement rates.

Does your organization need to grow revenue?

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

Maun-Lemke's proven A.R.M.S. Length Revenue Enhancement System can be implemented cost-effectively through our step-by-step process and web-based computer consulting support. For 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.

[Medicare Part D Reduces Admissions to Nursing Facilities & Hospitals](#)

A new study published in the *Journal of the American Medical Association* found that Medicare's prescription-coverage program cuts healthcare costs since the benefit results in reduced admissions to nursing facilities and hospitals.

Harvard researchers investigated nondrug Medicare spending for 6,000 seniors between 2004 and 2007. The Medicare Part D program began in 2006. By comparing spending trends before and after the program began, researchers calculated nondrug savings.

Implementation of Part D was associated with significant differential reductions in nondrug medical spending for Medicare beneficiaries with limited prior drug coverage. With the expanded drug coverage, doctors may have been able to treat patients on an outpatient basis for conditions that previously required an inpatient stay in order to be covered by Medicare.

Dr. J. Michael McWilliams, lead author of the study, noted that the findings have a direct federal budgetary implication, as Medicare Part D probably did not cost us as much as was originally thought.

Learn more by [reading the study's abstract](#).

"Don't aim for success if you want it; just do what you love and believe in, and it will come naturally."

—David Frost

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