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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.

[Great Tips for Career Growth](#)

Looking for a way to step up your healthcare career? Fortunately, there are several ways to get the most out of your career, whether you have worked in the same job for years, or have just started a new gig this week. Nurture your career with these simple ideas:

- **Join a professional association.** A professional association is a great way to stay up-to-date with the latest trends and developments in your profession. Professional associations will not only keep you informed, but they also provide key networking and mentoring opportunities. Networking is one of the best ways to advance your career, and open up doors you never knew existed!
- **Leverage social media.** Social media can serve as a beneficial career resource. You can network with other healthcare professionals, stay current on industry news, and learn what other professionals in the health care field are doing to enhance their careers.
- **Evaluate your goals.** Goals are a critical component of moving your career forward. If you are not making any progress towards your goals, or it has become a major source of stress, perhaps it's time to re-evaluate whether or not a specific goal makes sense at this time. Whatever your career aspirations may be, it is important to stay focused on the career direction that makes the most sense and then take the appropriate steps.
- **Find a mentor, or become a mentor.** If you are new to the healthcare profession, identify a successful healthcare professional, and get to know them. This could be a co-worker, or it could be someone who works elsewhere in the healthcare field. A mentor may help introduce you to valuable contacts, or assist you in understanding aspects of your job which are not explained in school or in books. If you are a tenured healthcare professional, mentoring a co-worker is a good idea as well. Staying in touch with the younger generation of healthcare workers can help you understand new methodologies as well as what motivates the emerging workforce.

Career growth and skill building should always be at the top of your agenda. Make it happen with the surefire strategies above!

*"Every day you spend drifting away from your goals is a waste not only of that day, but also of the additional day it takes to regain lost ground."*

—Ralph Marston

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