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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 Continuum of Care Dating Game: Moving the Relationship from Courtship to Engagement

The healthcare delivery system will, and has, become a **bundled set of partnerships**. What does your post acute organization need to do for profitability and successful business growth? This program offers immediate techniques for enhancing and leveraging your hospital relationship to help you deliver better care, as well as optimize your revenue potential, for you **and** your partners.

Blueprint for Growing Revenue When Healthcare Funding is Going Down the Drain

Do you have progressive strategies, dedicated team effort, partnerships and goals for keeping and building your revenue stream? There are winning tactics and techniques that will generate revenue **growth** - not just sustainability. Learn **proven** and **specific** action steps your team can develop and implement immediately to grow your revenue!

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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Ask us how!**

Make it Happen! How to Set Successful Goals

When it comes to goal-setting, you've probably heard that your goals need to be SMART (specific, measurable, attainable, realistic, timely). You should indeed focus on SMART goals, but here are some additional, yet often overlooked details when it comes to SMART goals:

1. Get *specific* with the process. If your goal is to lose 15 pounds this year or exercise five days a week, plan out the specific process that will help you get there. For example, what are the exact days and times you will work out? How will you ensure exercise fits into your daily schedule?
2. *Measure* your desire to achieve the outcome. Are you aiming to achieve a goal because your friends and family are encouraging you to do it, or is it something that you truly desire? On a scale of 1 to 10, measure your desire to achieve the result. If it's less than 5 or 6, it's likely that you don't have much vested in the goal.
3. Focus on the resources you'll need to make the goal *attainable*. What tools do you need to achieve your goal? Make a list of the essentials. For example, if you want to exercise more, your essentials would include comfortable shoes and workout gear, a place to exercise, etc.
4. Share your goals if they are truly *realistic*. If you're vested in your goal, go public with it, as you will definitely need encouragement and support from your family and friends. If you

- want to keep your intentions private, it's a good indicator that you're not confident about reaching your goal. Take some time to reassess if you feel like keeping your goal private.
5. Schedule *time* for failure. No one is perfect, so allot some time for setbacks. There may be some weeks where you simply can't fit any time in for exercise or perhaps you didn't have time to cook healthy meals. That's ok. Just don't throw your plan away because you missed the mark on a few occasions. Persistence is key.

"One way to keep momentum going is to have constantly greater goals."
—Michael Korda

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