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February 15, 2017

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

Think how that could help your budget!



*Or instead...
you could spend your precious time
cutting costs to offset your losses from
your Medicaid reimbursement rates...*

Choose wisely...

Does your organization need to grow revenue?

Maun-Lemke Speaking and Consulting has over 25 years of expertise in "changing the results of healthcare" in locations just like yours.

In our work with hundreds of care organizations across the country, we have learned that to ensure long-term sustainability, organizations ***must not be revenue dependent upon Medicaid.***

Maun-Lemke's proven **A.R.M.S. Length Revenue Enhancement System** can help you establish a revenue-focused business model that will provide **long-term stability** and **increased productivity**. Move away from the overhanging cloud of cost-cutting uncertainty and morale-killing budget cuts and instead, enable growth and opportunity for your staff, your facility, and most importantly, ***your customers.***

Our program is chock-full of time-tested, client-proven techniques for growing

revenue, even in difficult markets and challenging economic conditions. It can be implemented cost-effectively through our step-by-step process and web-based computer consulting support. It centers around establishing a revenue-growing cycle of continuous improvement, each feeding the next level of 4 key component areas:

- **Admissions**
- **Rightness**
- **Marketing**
- **Sales**

A.R.M.S. Length System



For information on the **A.R.M.S. Length System** and how your organization can achieve your full revenue potential, call us at (800) 356-2233.



Food For Thought

Got Cold Feet (and hands)? The Best Ways to Warm Your Extremities

Winter is here, and with it usually comes cold hands and feet. Having cold hands and feet is common, and is usually just a part of your body's natural response to regulate your body temperature. When your body senses cooler temps, blood vessels in the hands and feet constrict and divert blood toward more vital organs.

Try these tips to warm up your digits:

- **Swing your arms round and round.** Any type of activity promotes circulation, and focusing on your arms will help get blood flow to your hands. Try swinging one arm in a circle, windmill-like motion, and then alternate to your other arm.
- **Try a warm cup of decaf.** Sip on some decaf tea or coffee. Staying hydrated increases circulation and blood flow to your digits. And not only will the warmth of the drink get you toasty, but the caffeine-free option may get you warmer than its *fully-loaded* counterpart. Caffeine can constrict blood vessels, thus making your fingers and toes feel colder.
- **Put on a scarf.** Wearing extra layers can help keep your core warm—and the warmer your core, the less blood gets diverted from your cold hands and feet.
- **Take some deep breaths.** Believe it or not, simple anxiety and stress can cause cold hands and feet. When you're stressed, you usually take short, shallow breaths. Such shallow breathing can cause blood vessels to constrict

and promote poor circulation (resulting in poor blood flow to your extremities). Take three to five deep breaths in through your nostrils and exhale slowly through your mouth, allowing your belly to expand.

If you can't get your hands and feet warm with self-care or you find that your hands and feet are cold all the time, call your doctor.

*"People may hear your words, but they feel your attitude."
John C. Maxwell*



Quick Links

MaunLemke.com
ClintMaun.com

ClintCast.com
CareCrowdVT.org



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