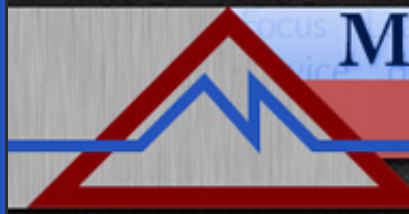


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MAUN-LEMKE

Changing the Results of Healthcare

SOLUTIONS

The Newsletter for Healthcare & Human Services

March 15, 2011



Food For Thought



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7 to 1 Return on Involvement (R.O.I.):

Implementing Successful Revenue Teams

Healthcare organizations today must have 'surefire' results from their efforts to positively affect their budget's top line (revenue line). Revenue must be maintained and/or increased to cover the required expenses, staffing, resources and involvement to satisfy today's customers.

How do you make teaming 'pay off' for a substantial **Return on Involvement**, i.e., *Return on Investment*? Clint Maun's proven methods are detailed in this session so participants can learn how to successfully utilize **twelve-week involvement teams** to address the four critical components of a revenue cycle.

Success in all 4 of these areas is vital to achieve and sustain revenue growth. This program shows organizations not only how to overcome direct occupancy challenges, but also how to target specialized niche revenue goals such as *private pay*, *managed care* and *Medicare*. In addition, this process can be used to develop service programs for very specialized placement opportunities.



Review Clint Maun's Biography and References at <http://www.maunlemke.com> or call Kathy Cain at 800.356.2233 for more information

Considering Jumping Ship? Remember that Loyalty Pays (in more ways than one!)

After years of layoffs, pay freezes, and pay cuts, the job market is finally showing signs of recovery. And although this gives some healthcare professionals a reason to jump ship, there are actually several great reasons to stay right where you are.

Why Stay Onboard?

Since we've probably already weathered the worst of the recession, now is as good as time as any to recommit yourself to your company and your healthcare job. After all, the hard work and dedication you've put in can open doors to more opportunities. Moreover, loyal employees are more likely to keep their jobs if future cuts and layoffs arise.

If you're feeling "stuck" or unmotivated, you should immediately prioritize what's important to you so you can work on what's missing. For example, if you feel bored, you should investigate other roles and responsibilities within your company. Just keep in mind that you should always keep your boss and/or supervisor in the loop. Reassure him/her that you are still committed to the company—you just want to explore how you can fully maximize your potential.

Above all, showing and voicing your loyalty to the company can pay off in several important ways. In addition to any monetary gains you might realize, sticking around can prove to be very empowering. It can give you a real sense of value and belonging, and at the end of the day, that's worth its weight in gold.

"Analyzing what you haven't got as well as what you have is a necessary ingredient of a career."
—Orison Swett Marden

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