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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>
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Hallmarks of a Visionary

Visionary leaders share specific characteristics, and this indeed applies to the healthcare profession as well. You can develop your skills and become a great visionary if you:

1. **Read voraciously.** People who are serious about leadership are voracious readers. As a healthcare visionary, you have to understand the landscape, and the primary way of achieving that is through constant reading and education. If you really want to lead effectively, you have to find the time to read the relevant materials.
2. **Monitor trends.** Visionaries are in touch with the people they lead. Good leaders have an idea of where things are going and why. They keep a close pulse on popular culture and the influencing factors that drive people to make decisions.
3. **Aim to create better futures.** Visionaries have a strong desire to help people change for the better. Great healthcare visionaries are truly inspired and passionate about helping people get well and healthier. They don't feel drained by their work; rather they are energized by it.

4. **Find time to separate the urgent from the important.** Visionaries have the ability to separate urgent matters from important issues. Urgent matters include everyday tasks like responding to e-mails and voicemails and attending meetings. Important matters include items such as strategic planning and goal setting. Although staying on top of your e-mail or completing a report are urgent matters that must be addressed, it's important to remember that these aren't necessarily the tasks that will help you achieve your vision.

Visionary leaders never lose sight of the big picture. They take time to reflect on the major accomplishments and barriers that exist. It's absolutely essential to carve out time to make sure you're focusing on and addressing the critical priorities.

5. **Inspire and vividly communicate.** Visionaries have the ability to combine their knowledge and passion and transform it into a lively message that inspires people to change. They can translate what would otherwise be viewed as boring and dry information into something articulate that gets people excited.

As you read through these hallmarks, chances are that you haven't mastered every one. This doesn't mean you're not a visionary or up to the challenge. The goal here is to familiarize yourself with the key characteristics so you can build on your strengths and work on the items that you may be neglecting.

"Management is doing things right; leadership is doing the right things."
—Peter Drucker

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