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April 17, 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

Always Achy? Avoiding Common Pain Management Mistakes

From achy backs to stiff joints to migraine headaches, healthcare professionals (along with millions of adults) deal with chronic pain on a daily basis. And with this pain often comes treatment mistakes and mishaps that can greatly hamper recovery and relief. Fortunately, most of these mistakes are completely avoidable.

Here are the common pain management mistakes to avoid when trying to conquer your chronic pain (and be sure to share these tips with your patients).

- **Doubling or tripling up on dosage.** Most pain meds take 15 to 30 minutes to kick in. However, many people will make the mistake of taking another dose if they don't feel relief within five minutes. Doubling or tripling the dosage can cause harmful side effects and bodily damage. If you've given your pain medication time to work, and it's not working, don't increase dosage; seek your doctor's advice and recommendations.
- **Turning to over-the-counter (OTC) meds on a very frequent basis.** OTC pain medications like ibuprofen or acetaminophen are safe and can indeed help with a variety of ailments, but it's important to recognize that if you're taking these medications day in and day out, you're likely not addressing the root cause of the pain. Seek professional medical help if you're taking OTC pain relievers on a regular basis to manage a condition.
- **Drinking alcohol with prescription or OTC pain meds.** Alcohol has

intoxicating effects and many pain relievers have the same impact—combining the two can quickly and easily cause problems (severely impaired judgment, accidents and/or bodily harm). If the medication advises not to mix with alcohol, heed that advice.

- **Sharing prescription medications.** If you're in pain and a friend or family member offers you some of their prescribed pain medication, don't take them up on it. You have no idea if your body will adversely react or how you will handle the drug. They're prescribed by a doctor for a reason—they're not meant to be taken without the consultation of a healthcare professional.
- **Assuming medications are the only path to pain relief.** Numerous studies reveal that medication-free strategies like heat or ice therapy, massage, acupuncture, tai chi, exercise and/or meditation are all effective ways to treat and manage pain. In fact, for some with mild to moderate pain, natural remedies like these may be all that's needed.

*"Say and do something positive that will help the situation;
it doesn't take any brains to complain."*

—Robert A. Cook



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