



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

*This additional revenue offsets losses from Medicaid reimbursement rates.* 

## Does your organization need to grow revenue?

Clint Maun and Maun-Lemke have over 25 years of expertise in "changing the results of healthcare". We have learned through that to assure their sustainability, LTC organizations **must not be** revenue dependent upon Medicaid.

Maun-Lemke's proven A.R.M.S. Length Revenue Enhancement System can be implemented costeffectively through our step-by-step process and web-based computer consulting support. For information on the A.R.M.S. Length System and how your organization can achieve their full Revenue potential, call Kathy Cain or Chad Maun at (800) 356-2233. Keep your team on their toes during your next meeting—literally. Stand-up meetings are a great way to keep your team engaged and participating. Indeed, when everyone is standing together in close proximity, it's less likely they will check their phone for messages, daydream, and/or not participate.

Here are a few tips to make the most of a stand-up:

- 1. **Keep it short.** Stand-ups are most effective if they are 15 minutes or less. Anything more, and people will get fidgety and/or will truly need to sit down to focus.
- 2. **Be consistent.** If you hold stand-up meetings, set a regular day and time for them. For example, every day at the start of your shift is a great time to give and receive key updates before the busy workday begins.
- 3. **Have an agenda.** Although stand-up meetings are considered a little less formal, you should still always have an agenda. Aim to get quick updates on what's been done since the last meeting, what's planned for today, and any obstacles that stand in the way of getting work done.
- 4. Make it fun. Keep the mood upbeat by incorporating elements of humor. For example, some companies will toss around a ball or rubber chicken to determine who gets to speak next. If someone is rambling on for too long, an employee could hold up stop sign (or some other visual aid) to indicate it is time to move on.

Remember, stand-up meetings can help employees stay engaged and up-to-date on important issues. Of course, you always want to apply common sense. Always make exceptions to no-sitting rules if a worker is sick, injured, or pregnant.

"Energy and persistence conquer all things." —Benjamin Franklin

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**Our mailing address is:** Maun-Lemke Speaking and Consulting, LLC 8031 W. Center Rd. Suite #222 Omaha, NE 68124

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