



MEDONEONE



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MED ONE CAPITAL

ADDRESS 10712 SOUTH 1300 EAST, SANDY, UT 84094

PHONE 800.248.5882

WEBSITE MEDONECAPITAL.COM



reaching new heights 09

Med One to One would like to welcome any new subscribers to our publication.

Med One to One consists of editorials, a message from our president, testimonials, information regarding our financing solutions, employee spotlights, and more. Six issues are published every year and with each comes the most recent and exciting news of Med One Capital.

If you are reading this addition of *Med One to One* you are a part of our team. Med One Capital owes our success to our valued customers and supporters. Please feel free to send suggestions, insights, or comments to editor@medonecapital.com.



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contributors

EDITOR:

Troy Tait

ASSOCIATE EDITOR:

Anne McOmber

DESIGNER:

Brian Gates

PUBLISHER:

Med One Capital

WRITERS:

Brent Allen

Troy Tait

Jeff Easton

Kathy Whiting

Jill Shaver

Anne McOmber

Sally Bowen

Dave Butterfield

Nate Davis

optimistic for opportunity

BRENT ALLEN / CO-OWNER

At a recent sales meeting I had the privilege of offering a few remarks. I shared the following poem with those who were in attendance.

There was a dachshund once so long,
He hadn't any notion
How long it took to notify
His tail of his emotion.
And so it happened while his eyes
Were filled with woe and sadness,
His little tail kept wagging on
Because of previous gladness.

This poem represents a choice that each of us must make. We can go through life with an attitude of pessimism with our eyes filled with woe and sadness. Or we can choose to be optimistic and face our challenges with a wagging tail. Simply said, the choice is up to us.

It is easy to see how pessimism and discouragement can dominate our lives. We spend much of our time listening to the news and

reading magazines and newspapers that are literally consumed with news of massive layoffs, record unemployment, bankruptcies, foreclosures and failing financial institutions. Almost daily, we learn of companies posting record losses. Our retirement funds have suddenly dwindled as the stock market continues to plunge downward. No wonder so many people wander aimlessly through life with their eyes filled with woe and sadness.

On the other hand, there are numerous reasons to be positive and optimistic. Someone once said, "Instead of complaining that the rose bush is full of thorns, be happy that the thorn bush has roses." Sometimes, we just need to pause and take time to seek out the roses. We are a part of the greatest country in the world, a country abounding with opportunity. Perhaps the biggest example of tails wagging belongs to those employed by Med One. In spite of the doom and gloom going on in the world about us, things have never looked brighter for Med One. We have



We can go through life with an attitude of pessimism with our eyes filled with woe and sadness. Or we can choose to be optimistic and face our challenges with a wagging tail.

set some incredibly lofty goals that will stretch every employee of this company, but we believe these goals are attainable. The capital budgets of most hospitals have been severely slashed for 2009. The only way they will be able to acquire new capital equipment is by defaulting to their operating budgets. This spells big opportunity for Med One! This is the area in which we specialize. No one can compete with Med One when it comes to our unique and creative options to access operating budgets.

We have recently expanded both our sales and new business development divisions in anticipation of the upcoming year. We recognize that no one is excluded from opportunity. When the sun rises, it rises for everyone. Therefore, we have committed our team to step up, reach out, and grasp the pending opportunities. "If opportunity doesn't knock...build a door." Fortunately, opportunity is already knocking at Med One's door and we are excited and prepared to answer it.

I encourage everyone to face 2009 with a renewed spirit of optimism. While a positive attitude may not solve all of our problems, it will certainly make our experience a better one.

To the Med One team I can honestly say that if each of us will continue to maintain our moral character and work hard, we will succeed. May we not be known for the woe and sadness in our eyes but rather for the wag in our tails.

SLEEP SMART. DRIVE SMART. DROWSY DRIVING KILLS

One of the things that I believe sets Med One apart from so many other companies is our involvement in the community. For the past five years, we have been involved in the Zero Fatalities campaign with a particular emphasis on the dangers of drowsy driving. Our desire is to increase community awareness and, as a result, prevent fatalities due to drowsy or fatigued driving.

Med One participates in several events throughout the year educating the public on the importance of safe driving. Our most recent event was our annual trip to Stewart Elementary. For three hours we take on the entire 6th grade and do our best to teach 120 students about seat belt safety, impairment and the reality of drowsy driving.

The time is filled with several activities that involve the students in a variety of ways. Shooting baskets and driving scooters around cones while wearing fatal vision goggles, answering questions to score more points in a Plinko game and completing a puzzle of a crashed car are some of the activities they participate in while we're there. Each activity teaches important lessons on keeping themselves and others in the car safe.

At the end of the day, our hope is that everyone has had a great time and more importantly that valuable lessons have been learned. Thank you to the ownership group of Med One Capital for their commitment not only to the medical community but the community in which we live.



letter from the editor

TROY TAIT / EDITOR



Zero Fatalities



fitness through creative multitasking

ANNE McOMBER / ASSOCIATE EDITOR

Exercise...I could probably spend a couple pages describing in detail the benefits and importance of exercise. But the truth is that most of us understand, if nothing else, that exercise is good for us and beneficial to our overall wellbeing. So the question is, why is our society in general lacking this important aspect in our lives? The answer according to many people is time. True, our society today is a fast moving one that seems to never stop. Our lives are full of conveniences that you'd think would make our lives a little simpler- it's only logical. But somehow the cell phones, online shopping carts, microwave meals, DVR, and disposable dusters and mops have

only made more time available for us to be busy! By the end of the day we're left with no spare moments and definitely no time to get our hearts pumping and the blood flowing.

Although this may not be true for everyone, I confess that I am one of the many who want to make exercise a bigger part of my schedule but struggle to make the time for it. Instead I fill my day full to the brim and go to bed each night telling myself I'll make time for it tomorrow. I have full admiration for those, including my own family and friends, who make the time to stay fit but for those who haven't, I think it's time to take a new approach. There are countless ways to

improve your fitness without designating an hour of your day to it. Instead, through some creative multitasking, begin working physical activity into your day without adjusting your schedule or sacrificing those activities that are most important to you. You'll find it will soon become a habit and something you look forward to. Start today and enjoy having more energy, easier weight control, less stress, enhanced relaxation, increased sense of well-being, and overall better health! Here are some ideas to get you started:

There are countless ways to improve your fitness. Small steps can equal big results.

LET MED ONE CAPITAL GET YOU STARTED ON THE ROAD TO FITNESS. CONTACT US TODAY FOR A **FREE MED ONE CAPITAL PEDOMETER** AND START ENJOYING THE BENEFITS OF BETTER HEALTH!

PHONE: 800.248.5882
EMAIL: EDITOR@MEDONECAPITAL.COM

WHILE SUPPLIES LAST



1 Get the most out of your housework and chores. Mow the lawn, do yard walk, mop, vacuum, do the laundry, walk the dog...do whatever needs to be done and get in some extra physical activity at the same time. Turn on some music if it makes it easier.

2 Exercise can be meditative and relaxing (and we all could use a little more of that in our lives). Start your day with a few minutes of yoga or a simple stretching routine. This will energize your muscles and increase your flexibility. You could add this to your nightly routine as well.

3 Find some aerobic workouts you enjoy and can look forward to doing. If you don't enjoy just walking or running, find something else like following along with an exercise video, cross-country skiing, swimming, bike riding, dancing, or playing a favorite sport. Your aerobic workouts can also become a social event as you involve your friends and family and make new friends as well.

4 If going to the gym or purchasing your own workout equipment is not an option, there are many simple alternatives that are low-budget and efficient. Small hand weights, resistance bands, a balance ball and a stool (in place of a stair stepper) are all inexpensive and will provide a good workout at home. Many exercises don't even require any equipment.

5 Make your TV time your exercise time. No, I'm not suggesting you give up your favorite TV show. Instead, use the commercial breaks to climb the stairs several times. Or even better, exercise for a full thirty minutes while watching. Whether you're working on strength training or cardio there are many things that can be done in front of the TV. You might be surprised how fast the time goes by when you're absorbed in a movie or TV show.

6 Be mindful of how you sit and stand throughout the day. Just the act of sitting, standing, and walking with good posture is beneficial to your fitness and will produce positive results.

7 Increase your family's quality time together and their physical activity by finding no-cost, fun exercise activities to do as a family. Go for walks around your neighborhood, play at the park, go for a bike ride, have fun at the swimming pool, or go on a hike. Involve everyone by providing fun activities and rewards for each family member.

8 When it comes to transportation, try walking, biking or skating rather than driving if your destination isn't too far. If you ride the bus, get off a little earlier and walk the rest of the way. And instead of taking that front row spot you're always looking for in the parking lot, park farther away from the building and walk.

9 Take the stairs instead of the elevator or escalator. If you live or work higher than the fourth floor, you could get off the elevator a few floors prior to your floor and take the stairs the rest of the way.

10 If you're someone who sits at a desk all day, take time throughout the day to stretch at your desk. If nothing else, this will reduce tension in your muscles, increase your circulation, and help keep away that afternoon tiredness that always seems to set in.

11 Instead of using the phone or sending an email to communicate with your coworkers, get up and talk to them in person. The extra steps will feel great after sitting all day.

12 Make use of your break time. Bring a change of clothes and go to the gym during your lunch break. If that's not an option, take a quick walk around the building or block. It doesn't need to be a major cardio workout; you don't even need to bring a change of clothes. You might be surprised to find how refreshed and revitalized you'll feel. Bring walking shoes to work if you need to.

With the challenges of the national economy many companies are asking, "So what do we do now?"



attitude reflects success

JEFF EASTON / CFO

The year of 2008 has come and gone. For some it was a year of new opportunities to be capitalized on, but for many it was a year of discouragement. This is evident in the statements made in 2008: "Monday, October 6 kicked off the Dow's worst week in 100 years", "We're in a Recession", "Thousands lose their jobs", "Big Banks with Big Credit Issues", and "Executive management optimism sinks to an all-time low as companies foresee a dismal year ahead"... just to repeat a few.

So what do we do now? This is a question that many companies and individuals are asking. The answer is not clear, but the fact is the economy has been and continues to be going through some challenges. So as a company, as well as individually, we have to make some choices.

In my life I have often been accused of being upbeat, too optimistic, and having too much energy. It's probably true but these characteristics have enabled me to succeed and allowed me opportunities to grow throughout my life. I have found that having a positive attitude is one of the most

important traits that an individual or company can have. A wise man once said, "A good attitude produces good results, a fair attitude fair results, a poor attitude poor results. My attitude can make the entire difference."

I remember as a college student getting so excited and energized for tests, and I put all my effort into preparing myself for them. By doing this, I felt the only outcome would be a good result. This mentality and positive thinking became even more important as I went on to take bigger tests like the Certified Public Accountant exam. Again, much effort was put into preparation and the attitude I had was one of success. Those times of my life are distant memories but the experiences of having a positive attitude and achieving good results have provided a platform to approaching any task or challenge. Any question, duty, strategic objective, audit, challenge or issue that arises, I approach with energy, optimism, and an attitude of success.

With the challenges of the national economy, we here at Med One Capital have decided to take what could be a discourag-

ing time and to seek new opportunities to excel. We have decided to lift ourselves and others as well, by developing an attitude of optimism and refusing to remain in the realm of discouraging thoughts. I recently sat in a company sales meeting where we debated and discussed how we can improve upon making medical equipment available to our extraordinary customer base. We understand that cash and capital purchases by our customer base have decreased in 2008 and may continue to decrease in 2009. So we have adapted and come up with new programs to help our vendors and our customers obtain the needed equipment for important patient care. Unfortunately, even in a challenging economy people still get sick and need care. Our job at Med One is to make medical equipment available.

We are looking forward to 2009 and through our hard work and our ability to adapt, our goals for 2009 can become a reality. We know with all of us taking on an attitude of success and a willingness to put forth our best effort that this year will be our most successful.

state of our economy

After finishing up a roller coaster year, the economy has everyone's full attention as we begin 2009. It has been said that we are in the greatest financial crisis this country has seen since the Great Depression.

Excitement for a new year and new presidency sparked some early increases in the stock market. However, this would seem fleeting as the market has stayed low during the first two months of the year. It appears as if the roller coaster ride will continue.

The unemployment rate continues to rise and layoffs are still being made. Professionals say the economy just isn't in good shape and this will become more obvious as the year progresses. They estimate that 9-10% of American workers could be unemployed by the end of the year. And as for home values, analysts predict prices will hit bottom, continuing to slide another 15% nationally.

The outlook for the economy is not too promising, but there are some hopeful signs.

- Low home prices. This could persuade people to buy homes, which is the first step in turning the housing market around.
- Continued low gas prices. (For every penny that gasoline prices decrease, purchasing power increases by \$1.4 billion nationally.)
- Stimulus packages that the government believes will stimulate the economy.

But for now, professionals suggest the recession will get worse before any improvements are made.

where we stand

COMPANY NUMBERS

med one capital

New Equipment Purchased
Number of New Leases
Total Customers
Total Equipment Leased

dec 2008

\$8,534,953
69

2008 ytd

\$116,886,449
1,520
\$239,484,194

dec 2007

\$2,827,981
32

2007 ytd

\$120,027,809
1,629
\$240,299,195

med one equipment rental

Total Rental Revenue

dec 2008

\$766,699

2008 ytd

\$8,256,505

dec 2007

\$547,685

2007 ytd

\$3,616,401

med one capital solutions

FLEXIBLE OPTIONS TO ACQUIRE EQUIPMENT

capital lease

Commit to a fixed term of rental payments. At the end of the lease term, the customer owns the equipment with a \$1.00 buyout. The purpose of this program is simply to finance the equipment over a specified term when cash is not available for immediate purchase.

operating lease

The customer commits to monthly payments based on an established term. When the term ends, current monthly payments can be continued or equipment can either be purchased based on its fair market value or returned to Med One Capital with no further obligation.

rental rewards

This is our best solution to help manage your rental needs. Simply issue a one month renewable purchase order to Med One, and the customer receives brand new equipment direct from the manufacturer. The customer can rent the equipment on a month to month basis, or if capital budget is allocated purchase the equipment with 50% of the rental paid going toward the purchase price. There is no paperwork to sign, payments are made from the operating budget, and the customer may return the equipment at any time. Rental Rewards is one of our most innovative and popular solutions.

peak need rental

We can ship equipment within 24 hours to assist in census increases. Our daily, weekly or monthly solutions allow the customer to choose a time frame that meets their needs.

Any solution provided by Med One can be adapted to satisfy the specific needs of the customer. We are dedicated to work through any obstacles and give the customer what they need.

providing solutions for other markets

SALLY BOWEN / SENIOR ACCOUNT MANAGER

Our goal at Med One Capital is to make medical equipment available. In order to achieve this goal we recently have expanded our expertise into the home care and alternate sites. We recognize these industries are also in need of financing solutions and we are excited and prepared to support them.

The advantages that leasing has is immense for both the vendor as a tool to increase sales and for the customer to get the critical care equipment they need

for their facility. With this exciting new expansion we can provide vendors with financing solutions for all divisions within their company; now including acute care hospitals, home care, and alternate sites. With our unique ability to offer financing, selling, or renting solutions we can make essential medical equipment available to hospitals and provide a tool for our vendors to achieve growth and profitability.

Med One is dedicated to being a trusted partner for financing and providing

win/win situations for the healthcare industry. As we cultivate this new segment of business we will keep our customer service as our top priority by being responsive, available, and dedicated!

wireless network security

NATE DAVIS / NETWORK ADMINISTRATOR



A home wireless network allows your computers to communicate with each other. This enables them to share an Internet connection, printers, documents, and more. Most home networks have wireless, or are thinking about getting it. I recently was tasked in helping a few of my friends set up a wireless network in their home. The most common question I was asked was, "How do we set it up and lock it down?" The setup process varies from vendor to vendor, so I will defer those specific setup instructions to the manual. But I do want to make sure all of you understand some important bits of keeping your wireless network secure.

Your wireless network is an extension of the computers in your house. No longer does anyone need to break into your house to steal your data. With your wireless network, they can sit right outside your house and, if it is not locked down properly, they can gain access to your home network. With this type of access, they now can attempt to connect to the various computers in your home and take information, such as your personal financial files or any other sensitive information. They could even inject viruses and send spam onto your home network.

The key to keeping these intruders out is just making sure you have done one critical thing: protect your wireless network with a password. When you set up your password, you have a few options to the type of Encryption Technology you are going to use: WEP, WPA or WPA2. WEP is the old standard and definitely much easier to crack than the other two. In fact, I was

curious to see how easy it really was so I set up my home network to use WEP. After downloading just one simple tool, I was able to crack my WiFi password in about 60 minutes. Had there been traffic going over the wireless while I was attacking it, it would have only taken about ten minutes! This being the case, I would suggest using WPA or WPA2 when securing your wireless network. (Note: In order to use WPA, your computer must have a wireless card that supports WPA. Most laptops newer than 2006 are equipped.)

Today, the only way to break into a WPA network is to use a Dictionary Attack. This kind of attack uses huge files of "passwords" (usually about 10 to 20 million) from a dictionary file and tries them all on the wireless network. If your password is something that can be found in the dictionary, it most likely can be guessed. Even simple passwords like "thesun1" that include numbers are in this list. Keep in mind that when choosing a password you don't want to use the same password you use for everything else. If your password was found out, you don't want someone to now have access to any of your other various accounts. You may also be giving this password out to friends and family who are visiting in your home and want access to your wireless network. For my house, I regularly have visitors that want to hop on my wireless network, and as such I have a secure password that I actually have printed out and hung in my office. That way I don't have to try and remember it, and it's convenient when someone I trust needs to hop on my home network.

Ultimately though, wireless security is all about knowing your threat level. If you live in an apartment, then chances are you see a ton of wireless networks around you. I would be more apt to properly secure my network in this environment. But apartment or not, securing your wireless network might be something worth looking into.

Wireless security is all about knowing your threat level.



employee spotlight

DAVE BUTTERFIELD / ACCOUNTING MGR

Dave Butterfield was born in Salt Lake City, Utah and raised in West Jordan as the second of four children. He attended West Jordan High School, graduating in 1992. Two years later he graduated from Salt Lake Community College with an Associates Degree; and in 1996, Dave graduated from the University of Utah with a Bachelors Degree in Accounting. Shortly after receiving his Bachelors Degree he began working at Med One Capital and has been here for twelve years. Dave is currently the accounting manager and definitely stays busy with the various responsibilities of his position.

Dave and his future wife went to high school together, and when they were seniors she took him out on their first date. But it wasn't meant to be...yet. Ten years later in October 2002, they were lined up by Dave's cousin (who was his wife's hairdresser at the time) and this time the sparks flew. They were married on April 10, 2003. He and his wife now live in West Jordan with their two-year-old boy, Devin and another is on the way!



Some things you might not know about Dave

Dave enjoys fly-fishing, archery/bow hunting, basketball, camping, hiking and golf. In fact, when Dave was in high school, he shot a hole-in-one at Mountain View hole #2 with a 7-iron.



if your door is always open, then why doesn't anybody come in?

KATHY WHITING / HUMAN RESOURCES

When I was working for another company, a manager came to me rather frustrated stating her door was always open to staff members to come to her with problems, complaints or suggestions, but no one came to talk to her. After some lengthy discussions this is what we discovered.

Yes, her door was open but when one of her employees walked in, the look of annoyance on her face signaled that visitors were not welcome. It didn't take long for them to recognize that the door was physically open but psychologically closed.

What are some of the ways we can psychologically open ourselves and be there for our employees? While sitting in her office I noticed she didn't hesitate to answer phone calls, talk to anyone who might pop their head in and in one case she was actually painting her fingernails. How focused do you think the employees thought she was on their problem? Listening seems so simple yet it's a skill many managers lack. Listening is much more than sitting across from someone. Consider the following:

Offering advice

It's human nature to give people advice. When we listen to someone complain, many of us tend to dive into our own frames of reference. But when we launch into our own solution, we've stopped listening. Usually people don't want advice nearly as much as they want to be heard or acknowledged.

Being defensive

Defensiveness usually comes into the picture when we're hearing criticism. Admittedly, it's not easy to listen to people when they're criticizing us. But getting defensive completely breaks down communication. Be conscious of the other person's feelings and respond with empathy. Also, listen with an open mind. There probably is some truth in what they're saying, and that can be valuable information for you.

Telling people how to feel

Maybe we're trying to make people feel better by saying, "Oh, don't worry about that." But responding by telling people how to feel isn't listening. Instead, it completely dismisses their feelings. A better response: "I understand how you feel." This validates concerns instead of correcting them.

Savvy managers use active listening to help them relate to employees in a positive manner. Some suggestions include confirming what the person said by repeating it back to them, asking open-ended questions, maintaining eye contact, nodding to show understanding, smiling and offering the person full and undivided attention.

healthy eating habits

JILL SHAVER / CUSTOMER RELATIONS

Small improvements
in your eating habits
can have a lasting
effect on your health.

After all the holiday feasts and treats, I made the resolution to start eating healthier. If you had the same thought you are in luck, because I found a few simple ideas for healthier eating habits. To begin eating healthier you don't need to change your eating habits overnight, rather gradually make the adjustments needed to your diet. By continually making small improvements in your eating habits, you can make a lifelong, positive impact on your health. Here are some ideas and things to consider for your new healthy eating plan.

Plan ahead before you go grocery shopping
How many meals do you want to shop for?
Consider breakfasts, lunches, and dinners.
What items do you need to complete those

meals? How many snacks are you going to need? What do you have in your cupboard already?

Here are **10** extra healthy food items to consider incorporating into your diet and grocery list. The reason these ten foods are some of the healthiest is because they meet at least three of the following criteria:

- Are a good or excellent source of fiber, vitamins and minerals
- Are high in nutrients
- May help reduce the risk of heart disease and other health conditions
- Are low in calorie density (larger portion size with a fewer number of calories)
- Are readily available

1 almonds

Raw or dry roasted, almonds are packed with nutrients like fiber, riboflavin, magnesium, iron and calcium. Almonds have one of the best plant sources of protein, are good for your heart, and most of the fat in almonds is monounsaturated fat – one of two good fats that may help lower blood cholesterol levels.

2 apples

Fresh apples are a good source of vitamin C – an antioxidant that protects your cells from damage, helps form collagen, keeps your capillaries and blood vessels healthy, and aids in the absorption of iron. Apples are also an excellent source of pectin – a soluble fiber that can lower blood cholesterol and glucose levels.

3 blueberries

A low-calorie source of fiber and vitamin C. One cup of fresh blueberries has 84 calories, 3.6 grams of fiber and 14mg of vitamin C (as a comparison, a Snickers bar has 280 calories, 1g fiber, and no vitamin C). Blueberries have many nutrients that may help prevent urinary tract infections. They may also improve your short-term memory.

4 broccoli

Besides being a good source of calcium, potassium, and fiber, broccoli also contains nutrients that may help prevent chronic diseases like heart disease, diabetes, and some cancers. Broccoli is also a good source of vitamins A and C – antioxidants that protect your body cells from damage.

7 spinach

Spinach is high in vitamins A and C and folate. It is also a good source of riboflavin, vitamin B-6, calcium, iron, and magnesium. Plant compounds in spinach may boost your immune system and may help keep your hair and skin healthy.

10 wheat germ

The wheat germ is part of the seed, in a grain of wheat, and is responsible for the development and growth of the new plant sprout. The wheat germ is highly concentrated source of nutrients including niacin, thiamin, riboflavin, vitamin E, folate, magnesium, phosphorus, potassium, iron, and zinc. The wheat germ also contains protein, fiber, and some fat.

Try these under-200-calorie snacks when you are on the go, at work, or traveling. Pre-package items in snack sized Ziploc bags for quick departures.

2 cups fat-free popcorn
Single-serving instant oatmeal
Whole-wheat crackers
Energy bars with less than 200 calories
Whole-grain, ready-to-eat cereal
Apple or celery sticks with peanut butter
Snack-size light yogurt or fat-free pudding
Snack-size low-fat cottage cheese packs
Single-serving size bag nuts
Any whole fruit
Serving of soy chips
Single stick of string cheese
Fruit leather
Dried fruit and nut mix

5 red beans

Red beans are a good source of iron, magnesium, phosphorus, potassium, copper, and thiamin. They are an excellent low-fat, low-calorie source of protein and dietary fiber. Red beans also contain nutrients that may prevent chronic diseases, such as cardiovascular disease and cancer.

8 sweet potatoes

You can tell by the deep orange-yellow color that sweet potatoes are high in beta carotene – an antioxidant that may help slow the aging process and reduce the risk of some cancers. Sweet potatoes are a good source of fiber, vitamins, and potassium. Like all vegetables, they are fat-free and relatively low in calories (one sweet potato has just 54 calories).

6 salmon

Salmon is an excellent source of omega-3 fatty acids – a type of fat that makes your blood less likely to form clots. In addition to being an excellent source of fatty acids, salmon is low in saturated fat and cholesterol and is a good source of protein. A diet high in protein usually means a more efficient metabolism.

9 vegetable juice

Vegetable juice has most of the vitamins, minerals, and other nutrients found in the original vegetables. Tomato juice, and vegetable juices that include tomatoes, are good sources of lycopene – an antioxidant that may reduce the risk of heart attack, prostate cancer, and possibly other types of cancer. Some vegetable and tomato juices are high in sodium, so watch for the low-sodium varieties.

Experience improved health and increased nutrition by developing a personal eating plan.

Make a grocery list

A pre-planned list makes for a very efficient and practically impulse purchase-free shopping experience. However, don't let your list prevent you from looking or trying new healthy foods. If you are following a weight-loss menu make sure you include items you'll need. Also make sure your list includes healthy and convenient snack foods.

Shop the perimeter of the store

I haven't been in every grocery store there is, but I know there is a consistent trend of keeping the fresh produce, meat and seafood, and dairy items around the perimeter. Fresh foods are generally better than ready-to-eat foods because you control the extra ingredients added.

Shop after a good meal

It is hard enough to not purchase high-calorie, high-fat snack items, and on an empty stomach it's nearly impossible. Set yourself up for success and go to the market after a good meal. If you must shop hungry, drink a large glass of water or buy a piece of fruit to snack on.

Read the Nutrition Facts label

We know they're there, but have you ever read the Nutrition Facts? Checking food labels will help you compare the nutritional qualities of similar products and alert you to foods that are highly processed or refined.

The Plate Method

After your wonderful shopping experience and all your food is put away it is time to focus on eating it. A simple way to ensure balanced nutrition is using the "plate method" for portioning out meals. This method suggests portioning meals into the following percentages on your plate: Fifty percent assorted vegetables, twenty-five percent protein, twenty-five percent whole grain, one fruit and water.

Drink more water

On average a person should drink half of their body weight in ounces of water. If you can't stand plain water you can add a splash of cranberry juice or a few slices of lemon or lime.

2009

MED ONE CAPITAL

ADDRESS
10712 SOUTH 1300 EAST
SANDY, UT 84094

PHONE
800.248.5882

WEBSITE
MEDONECAPITAL.COM

