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# MEDONE ONE

ISSUE NO. **22**







MED ONE TO ONE

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Jordan River Parkway, Salt Lake City





*Troy Tait*

## LETTER FROM THE EDITOR

### ON THE ROAD AGAIN...

Written By TROY TAIT

Med One Capital has always been involved in our community. In particular, we sponsor or support events that help or influence children living throughout the state of Utah. The first week of August, Med One once again participated in an event that has a significant impact on individuals throughout northern Utah.

For the 5th year in a row, Med One was a major sponsor of the Utah Fast Pass event. This is a charitable event in which participants come from all over the country and pay a \$6000 entry fee to bring their rare and exotic sports cars to Utah. The first day of the event is spent at the Miller Motorsports Park in Tooele. It is here that the participants are able to put the pedal to the metal and see what their car can do.

After a hard day of driving on the track, everyone is ready to do something more

along the lines of a nice Sunday afternoon drive. So for the next three days,

they are escorted through some of the most scenic roads in the USA. Traveling over 800 miles, the participants are able to see the unique geography of Utah. Hitting mountain elevations over 9000 feet or traveling through an amazing desert landscape, the participants marvel at the spectacular views.

But while many may think this event is about great cars and great roads, it is really much more than that. It is about the people of Utah and the communities in which we visit. In just 4 years, the Utah Fast Pass organization has been able to donate over \$997,000 to Utah communities and students. With this year's success, that number will easily exceed the one million dollar mark.

Over 135 students from high schools throughout Utah have had the opportunity to travel to Washington DC. Those students are chosen by their principal and determined to be someone who otherwise would not have the opportunity to travel. More than half of the kids participating have never even been on an airplane.

Utah Fast Pass has sent 85 Utah students to college by providing scholarships. These

students are given an opportunity to fulfill a dream of higher education.

Each day, the Fast Pass group makes a lunch stop in a small rural community. The people of that community provide a "home cooked" lunch for the participants. They are then treated to a great car show, with many having the opportunity to take pictures in cars they only see on TV. The biggest reward comes when Fast Pass makes a significant donation to the community. This money is used for some type of improvement that will benefit the community as a whole. Many of these towns have improved their community parks, playgrounds and theaters.

The list of those receiving assistance through the Utah Fast Pass continues to grow. This organization has been very successful over the last 5 years in making a difference in the lives of many, and Med One Capital enjoys being a part of it, and we look forward to continuing to make a difference in our community.

# LETTER FROM THE OWNERS



## THREE CHEERS FOR THE RED, WHITE, AND BLUE - GOD BLESS AMERICA

Written By LARRY STEVENS



Is it just me or has time clicked into warp speed these days? Anymore, it almost doesn't make any sense to take down the Christmas decorations. Almost a moment ago we were feverously preparing for 2010. Setting goals, getting our audit started, assessing our results of 2009, and examining ways to keep our momentum going in the right direction. Now here we are, well past the halfway point of the year, with the end of 2010 clearly in sight.

If I had my way, I'd put the brakes on summer for a while. It isn't just that I enjoy the many enjoyable activities that summer offers; it isn't just the pleasant weather and long days. I love summer because it is such a patriotic time. The summer season begins with our observance of Memorial Day when we honor those who have given their lives in defense of this great nation and the precious freedoms that we enjoy. In midsummer, we celebrate the birth of

our country and the signing of the Declaration of Independence. The season unofficially comes to a close with the observance of Labor Day when we honor the men and women who make this country work the way it does.

I glory in the joy that is mine to be a citizen of this great nation - to have the precious opportunity to be living the American dream, to be rewarded with



the “fruits of my labors,” and to be free to live my life the way that I choose. I cherish my citizenship in this great nation. There is none other that even compares. When I sing the Star Spangled Banner, I usually tear up. Combine the National Anthem with a fly over of F-16’s and I bawl like a baby. When I have an opportunity to recite the Pledge of Allegiance, I weigh each word carefully and consider deeply each inspired phrase.

Years ago, I was stationed at Fort Ord, California during a portion of my military service. Each day at Fort Ord, precisely at 5:00 pm, the Star Spangled Banner is played followed by “Taps” over all of the loud speakers on the base as the colors that fly over the headquarters are retired. For that brief moment, every activity on the base comes to a halt. Every vehicle stops, every person stands still, at attention and giving the proper salute. When it happens you get a lump in your throat. More than once I have observed “grizzled, old career soldiers” with tears streaming down their cheeks during this daily observance. It is not uncommon to see one of those grizzled veterans take a new private to task for not showing the proper respect to the observance. That daily ritual instilled in my heart a great and profound love for the colors of our country and indeed for the greatness that embodies this unique nation.

We are a nation that was founded by heroes through the instrumentality of God. By any method of reckoning, the men who signed the Declaration of Independence were a remarkable group. I believe that each one of them willingly put his life on the line when he pledged his life, his fortune and his sacred honor in support of that remarkable document. Probably each signer of this declaration would have a remarkable story to tell about the impact that his action had on his life. Each one of these men is a hero in his own right. Consider one of the delegates from Delaware - Caesar Rodney.

As a member of the Second Continental Congress, Rodney was often absent, due to his military duties. On June 30, 1776, when a motion for independence had been put forth on the floor, Rodney was in Delaware attending to important business.



One of Delaware’s delegates, Thomas McKean, was prepared to vote yes to independence. George Read, the other Delaware delegate was voting no. In order for Delaware to declare for independence, the vote had to be a majority vote among the three delegates. There were enough votes for independence to pass, but the congress was pushing for a unanimous vote. McKean sent an urgent message to Rodney.

Akin to Paul Revere’s earlier midnight ride in 1775, Delaware’s Caesar Rodney, receiving Thomas McKean’s message, rode into the night on July 1, 1777, riding eighty miles through wind and thunderstorms to reach the Continental Congress and cast his vote for independence. Muddy and tired, he arrived in time to make the vote for independence unanimous.

Rodney put his signature on the Declaration of Independence, and as with all present in the Congress, he was essentially signing his own death warrant. Possibly with Rodney, it was even more so. He had suffered for years with a cancerous growth on his face. It had been attended to by colonial physicians, but it was rumored that Rodney had planned a visit to British physicians for treatment. His signature ended that hope.

For some reason, a remarkable group of men were assembled in one place at one critical time in the world’s history. These were men who placed duty and a hunger for freedom above personal interests. These were men who were blessed with vision and courage. We are direct beneficiaries of this accumulation of greatness. We are so blessed to be able to live in this great nation. We look back to a legacy of courage, honor, and patriotism.



We look ahead with anticipation and hope at the opportunity to live in a land such as this. I am one who proudly believes in the greatness and goodness of America. I believe in the principles that she stands for and the principles on which she was founded.

It is my hope that as we look back to a summer that has flown by almost in the blink of an eye, that we will reflect on the great blessings that freedom brings into our lives. It is also my hope that each of us will renew a pledge to be well informed about the critical issues that face us today. As we educate ourselves about the crucial issues of the day, we will be better able to make informed decisions and support and work for those solutions that will preserve the precious freedoms that we enjoy and often take for granted. Yes, I say, “Three cheers for the red, white and blue,” and “God bless America.”



## THE CRYSTAL BALL OF INTERVIEWING

Written By KATHY WHITING

Recently I presented training to managers at Med One on the concept of behavioral based interviewing. This style of interviewing is gaining popularity in the hiring processes of many companies and organizations. Whether you’re a manager or a candidate looking for a job, learning more about the concept will help you during the interviewing process.

Behavioral based interviewing focuses on past experiences, behaviors, knowledge, skills, and abilities that are job or project related to see if a candidate possesses certain “key competencies.” Following this premise, many employers make a judgment about an applicant’s future behavior by learning about a person’s past behavior in a similar job or through other experiences. They know before the interview which skills and qualities they are looking for in a candidate. They ask probing and specific questions to determine if an applicant possesses those skills and abilities. General answers about behavior are not acceptable – the candidate must describe in detail a particular event, project or experience, how he/she dealt with the situation, and what the final outcome was.

As a candidate, you should be equipped to answer the questions thoroughly.

Obviously you can prepare better for this type of interview if you know which skills the employer has predetermined to be necessary for the job you seek. The job posting should provide these skills. Be prepared to give specific examples, details, and dates. You may be asked about how you handled deadlines, pressures, unexpected situations and any adversity.

Use your resumé as a guide to remembering your achievements and experiences. You may want to use examples from past internships, classes, projects, activities, team involvement, community service, or any other accomplishment of which you are especially proud. Be prepared to relate these situations to the interview, showing how they illustrate your skills or desired behaviors.

Competencies that an employer may be looking for are assertiveness, commitment to task, communication effectiveness, dealing with ambiguity, decision-making, interaction, leadership, management skills, problem solving, and team building.

Behavioral based interview questions are different than other interviewing questions. There are three types of questions found in behavioral based interviews:

### 1 THEORETICAL QUESTIONS:

Questions that place you in a hypothetical situation. These questions are more likely to test your skills at answering questions rather than in doing a good job.

*Example: How would you organize your friends to help you move into a new apartment?*

### 2 LEADING QUESTIONS:

Questions that hint at the answer the interviewer is seeking by the way they are phrased.

*Example: Working on your own doesn’t bother you does it?*

### 3 BEHAVIORAL QUESTIONS:

Questions that seek demonstrated examples of behavior from your past experience and concentrate on job related functions; they include

**a) Open-ended Questions:** Often begin with “Tell me about a time when...” or “Describe a time...” or “When did you have to...” or “Give me an example...”

*Example: Describe a time you had to be flexible in planning a workload.*



b) Closed-ended Questions: Used mostly to verify or confirm information.

Example: You have a degree in psychology, is that correct?

c) Why Questions: Used to reveal rationale for decisions you have made or to determine your level of motivation.

Example: Why did you decide to attend a large university rather than a small private college?

Employers know before the interview which skills and qualities they are looking for in applicants. With behavioral questions they are looking for results, not for an activity list. They ask probing and specific questions to determine if an applicant possesses those skills and abilities.

One concept of BBI when a question is asked is whether the applicant’s answer is completing a STAR. Does the candidate give:

The Situation or Task facing the candidate

The Actions the candidate took

The Results or changes caused by these actions

If a candidate gives a false STAR the interviewer will redirect the candidate with another question to gain more detail. False STARS are statements with lots of glitter but no substance. A false STAR contains:

- Vague statements that might sound good but provide no specifics on what the person actually did.
- Opinions that are a candidate’s personal beliefs, judgments, or views. They tell us how a candidate thinks or feels about something, but like vague statements they provide no information on what the person actually did – no behavior.
- Theoretical or future-oriented statements tell us what a candidate “would” do, “would like to” do, or “would have” done, not what he or she actually has done.

Although this process takes practice, the information gathered can help managers make good solid, legally defensible decisions on the candidate chosen.

Some examples of Behavior Based questions:

1. Give an example of an important goal you had to set and tell me about your progress in reaching that goal.
2. Give an example of when you had to show good leadership.
3. Describe a situation in which you were able to use persuasion to successfully convince someone to see things your way.
4. Give an example of a time in which you had to be relatively quick on coming to a decision.
5. What specifically did you do in your last job to contribute toward a teamwork environment?



John Wooden is quoted as saying, “It isn’t what you do, but how you do it.” Just a few months ago, coach Wooden passed away at the age of 99. He left behind a legacy of an unmatched record of 10 NCAA Men’s Basketball Championships in 12 seasons, 4 perfect seasons, and 7 “Coach of the Year” awards. Over his 30-year span as a coach John Wooden developed a formula for winning that he called the “Pyramid of Success.”



John Wooden

MED ONE PYRAMID OF SUCCESS

Written By DOUG GREEN

Med One Capital offers a different kind of “Pyramid of Success.” Our expertise is not found on the basketball court but in helping hospitals acquire the capital equipment they need. Coach Wooden’s brand of basketball was unique, innovative, and effective. Med One’s approach to partnering with vendors and hospitals is no different.



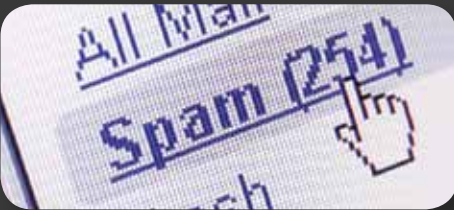
GEEK REPORT  
EMAIL FORWARDS

Written By NATE DAVIS

In today’s world of instant communication, I find it interesting that many of us rarely dig in and find out the source and facts of information. It is super easy to read something and then forward it on to our closest 150 friends without even bothering to ensure the information you’re sending is valid and accurate. Apart from spreading false information, forwarding can actually be much more problematic than most people realize. In forwarding emails, many times I have noticed that there are email addresses in the body that have been forwarded to in the past. This can cause you as the forwarder a great deal of grief when somehow the forward gets scanned by some rogue computer. You see, those email addresses in the list

are gold to spammers because they are legit emails. The spammer knows that and will try everything he can to get his hands on them.

If you would like to forward a funny message or something you find interesting, please follow these two rules I try to follow in my own forwarding:



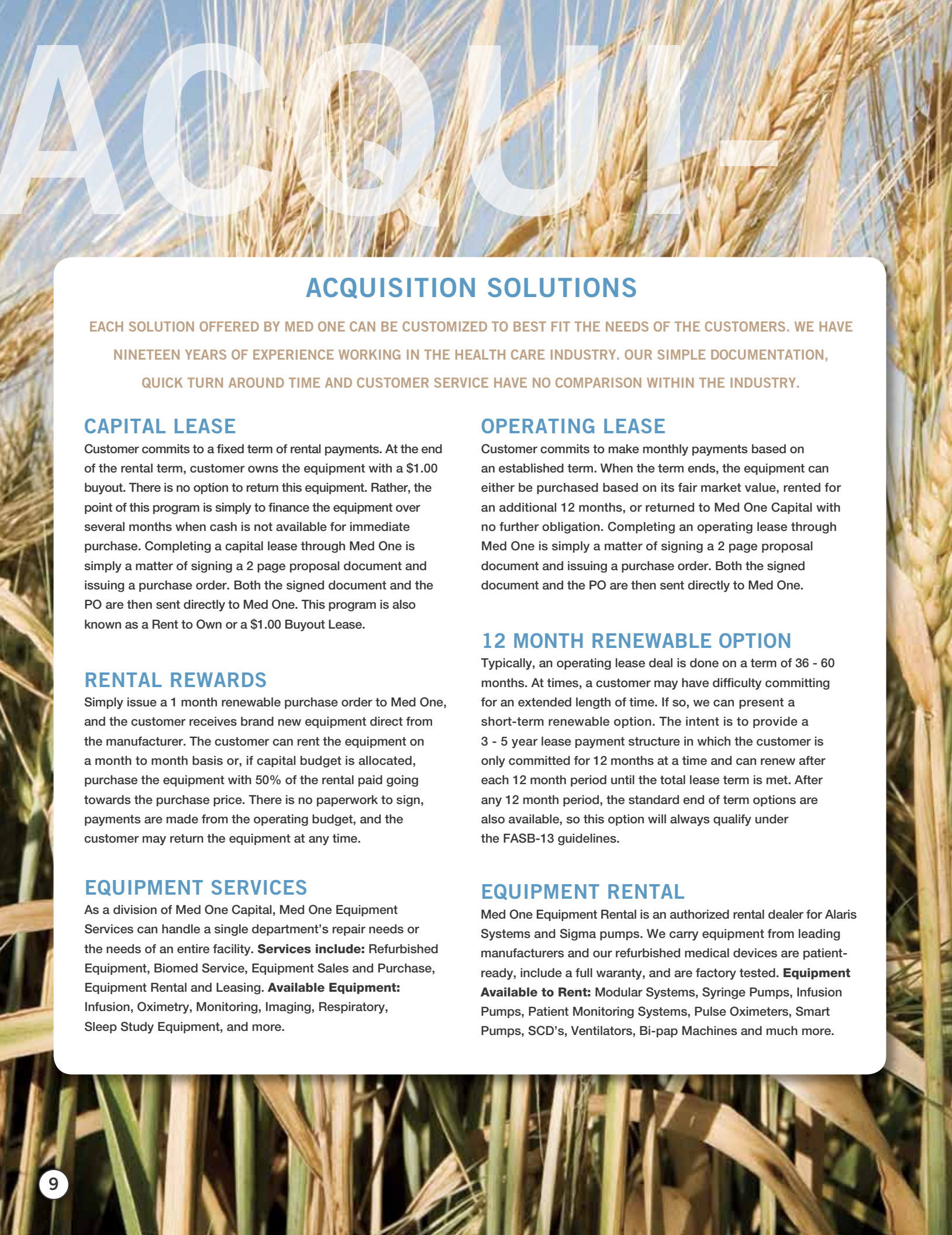
1. Verify that the information is real; if not, don’t forward it. There is nothing like getting a forward from someone about an upcoming virus or that telemarketers will allow your cell numbers to be called. Check the facts. I like to reference <http://www.snopes.com> and then <http://urbanlegendsonline.com>.

2. Remove the junk in the email and BCC the people you forward it to.

Go through the email and remove any email addresses you see from previous forwarders. Make sure the email is cleaner than when you got it. Then for the people you would like to forward it to put yourself in the TO, and in the BCC field, put those that you want to receive the message. The BCC stands for Blind Carbon Copy. The individual people will not be able to see who else the message went to. Thus, email addresses remain confidential and unshared.

Be responsible in what you forward. It is so easy to do, and most forward without thinking or verifying. Let’s try and keep spam and forwarding to a minimum, so that our friends will continue to find value in what we send to them.





# ACQUIL

## ACQUISITION SOLUTIONS

EACH SOLUTION OFFERED BY MED ONE CAN BE CUSTOMIZED TO BEST FIT THE NEEDS OF THE CUSTOMERS. WE HAVE NINETEEN YEARS OF EXPERIENCE WORKING IN THE HEALTH CARE INDUSTRY. OUR SIMPLE DOCUMENTATION, QUICK TURN AROUND TIME AND CUSTOMER SERVICE HAVE NO COMPARISON WITHIN THE INDUSTRY.

### CAPITAL LEASE

Customer commits to a fixed term of rental payments. At the end of the rental term, customer owns the equipment with a \$1.00 buyout. There is no option to return this equipment. Rather, the point of this program is simply to finance the equipment over several months when cash is not available for immediate purchase. Completing a capital lease through Med One is simply a matter of signing a 2 page proposal document and issuing a purchase order. Both the signed document and the PO are then sent directly to Med One. This program is also known as a Rent to Own or a \$1.00 Buyout Lease.

### RENTAL REWARDS

Simply issue a 1 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 towards 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.

### EQUIPMENT SERVICES

As a division of Med One Capital, Med One Equipment Services can handle a single department's repair needs or the needs of an entire facility. **Services include:** Refurbished Equipment, Biomed Service, Equipment Sales and Purchase, Equipment Rental and Leasing. **Available Equipment:** Infusion, Oximetry, Monitoring, Imaging, Respiratory, Sleep Study Equipment, and more.

### OPERATING LEASE

Customer commits to make monthly payments based on an established term. When the term ends, the equipment can either be purchased based on its fair market value, rented for an additional 12 months, or returned to Med One Capital with no further obligation. Completing an operating lease through Med One is simply a matter of signing a 2 page proposal document and issuing a purchase order. Both the signed document and the PO are then sent directly to Med One.

### 12 MONTH RENEWABLE OPTION

Typically, an operating lease deal is done on a term of 36 - 60 months. At times, a customer may have difficulty committing for an extended length of time. If so, we can present a short-term renewable option. The intent is to provide a 3 - 5 year lease payment structure in which the customer is only committed for 12 months at a time and can renew after each 12 month period until the total lease term is met. After any 12 month period, the standard end of term options are also available, so this option will always qualify under the FASB-13 guidelines.

### EQUIPMENT RENTAL

Med One Equipment Rental is an authorized rental dealer for Alaris Systems and Sigma pumps. We carry equipment from leading manufacturers and our refurbished medical devices are patient-ready, include a full warranty, and are factory tested. **Equipment Available to Rent:** Modular Systems, Syringe Pumps, Infusion Pumps, Patient Monitoring Systems, Pulse Oximeters, Smart Pumps, SCD's, Ventilators, Bi-pap Machines and much more.

## MARKET UPDATE / PROJECTED NURSING SHORTAGE

The United States is projected to be short 260,000 registered nurses by 2025. The demand is increasing, while the supply is decreasing... not a good combination. As baby boomers age, the need for health-care grows. More and more nurses are needed to care for our aging population, and multiple factors contributing to the decrease in 'supply' are only compounding the problem.

Acting as a primary contributor is the rapidly aging workforce. Over the next 20 years, the average age of the RN will increase and size of the workforce will plateau as large numbers of RNs retire.

To make matters worse, insufficient staffing is impacting quality of work life and job satisfaction. The rising stress level of nurses is driving many nurses to leave the profession, which only adds to the vicious cycle. Along with insufficient staffing comes the concern of the overall quality of patient care. An RN shortage is, no doubt, going to negatively impact patient care.

Unfortunately, the contributing factors don't stop there. Nursing colleges and universities across the country are struggling to expand enrollment to meet the rising demand for nursing care. Due to insufficient number of faculty, clinical sites, classroom space, clinical preceptors, and budget constraints, nursing schools are turning away qualified applicants.



So what's being done to address the nursing shortage? Academic and healthcare leaders are working to identify and advance strategic solutions to the nursing shortage. Many statewide initiatives are underway to address both the shortage of RNs and nurse educators. Nursing schools are forming strategic partnerships and seeking private support to help expand student capacity. Hospitals are using educational strategies to address the shortage of nurses by partnering with schools of nursing, subsidizing nurse faculty salaries, reimbursing nurses for advancing their education in exchange for a work commitment, and providing scheduling flexibility to enable staff to attend classes. Multimedia initiatives promote careers in nursing; and grant funded programs may also be able to help address the nurse faculty shortage.

Site: <http://www.aacn.nche.edu/media/factsheets/nursingshortage.htm>

You can find more specific information, as well as current statistics related to the shortage at [www.aacn.nche.edu/media/shortageresource.htm](http://www.aacn.nche.edu/media/shortageresource.htm)

## WHERE WE STAND / COMPANY NUMBERS

MED ONE CAPITAL	JUN 2010	2010 YTD	JUN 2009	2009 YTD
New Equipment Purchased	\$24,087,304	\$116,527,334	\$21,304,654	\$69,605,717
Number of New Leases	107		92	
Total Customers		2,174		1,685
Total Equipment Leased		\$373,031,892		\$256,835,660

MED ONE EQUIPMENT RENTAL	JUN 2010	2010 YTD	JUN 2009	2009 YTD
Total Rental Revenue	\$708,911	\$4,856,691	\$801,317	\$4,908,508







## IS THIS A NEED OR WANT AND DOES IT MATTER

Written By IBBY SMITH STOFER

Have you ever listened to a young child negotiate with their parents? Often they will be very vocal about what they want. Mom or Dad will try to explain that while they may want the new phone, toy or whatever is appealing at the moment, they really do not need the item. Who do you think wins in these situations more often than not? Why?

Do your customers need what you sell or do they simply want it? How do you help them to confirm that your product or service fulfills a need and is more than a want? Whether you are a healthcare provider or a manufacturer's sales representative, you have customers who either need or want your services or products.

In today's economic times, we all must separate our wants and needs, and we must succeed in getting needs met. We need to be able to justify the value that filling the need brings to our organization, relationships and customers. To do this you need to invest serious time in understanding your customer's business. You need to find where things are not going as well as the customer would like it to or needs it to go. What is the cause of gaps? Can your product or service answer the need and meet the expectations? When they chose the current solution, what was the expectation of performance? Where has it failed or has the environment caused the needs and expectations to change. It takes more than a 'my product or service is better than brand X' features and benefits discussion, or a 'I understand your contract is up and you will be needing new...'

We need to be able to point out the gap and discuss how the product or service we provide is able to fill that gap. Getting

customers to whatever level in your organization to discuss issues, gaps and needs is a skill that needs practice. You need to ask many more questions than most of us are used to in our sales process. As a medical device user, you need to separate needs from wants as well. In today's environment, both capital and operating budgets are under tight scrutiny and only those projects that fulfill needs such as improving patient care and or revenues will make the top projects list.

There are many good books available on this topic. As a start, if you are a sales person do this five minute exercise with your peers.

1. Identify what is the gap our product or service fulfills.
2. Ask how do we confirm that materials, pharmacy, patient safety, nursing or IT are experiencing that issue or have that gap or pain (current products or services not meeting expectations or that are problematic).
3. Develop a list of open ended questions that will allow the customer to identify and come to see the issue as a true need and help you frame your proposal to address the customer's priority process.

We can sell and sell, list features and hope that the project makes the cut, but unless it fulfills the priority of revenue increase, costs reductions and/or improved patient safety the chances are greatly diminished. You need to be able to demonstrate that

your proposal aligns with one or more of these considerations.

If you are working for a health care provider and have the opportunity to sit on product selection committees or you're responsible for submitting equipment requests asking the above questions will help your success ratios as well. Everyone has wants and not all our wants can be answered. Whether it is the candy at the checkout counter for the child or the latest technology available it must meet these same criteria. Mom or Dad frequently won't buy the new toy or candy bar just because it is wanted. Of course there are always exceptions such as when the screaming is an embarrassment or when the administrator wants the newest latest whatever. But if both parties in a sales situation look to answer whether the request is a want or need, the opportunity for both success and satisfaction are exponentially improved.

This is just a beginning of the process of differentiating needs and wants but as you see, it creates discussion. That, in turn, leads to understanding and that hopefully leads to better relationships, which will provide added opportunities to work together. It is not a guarantee that if a need is established that the project will be approved, but its chances of being supported are much stronger than a project that is based solely on wants that are not aligned with the organization's priorities.

Best of luck and remember, whether you are in sales or in the healthcare setting, you should ask and listen two to four times more than you speak. That is one of the reasons we have our two ears and only one mouth! Or so I have heard!

MED ONE CAPITAL

THE FINDING GAP



**BORN:** Ely, Nevada

**WHEN:** March 7, 1973

**CHILDREN:** I have 3 children: Marcus 14, Breanna, 12, and Archer "Archie" 2

**GROWING UP:** I loved growing up in a small town, two actually. Ely, Nevada had an old fashioned soda fountain and Dayton, Nevada hadn't changed much since the 1800's. It had wooden sidewalks, kids rode horses to school, and we rode our motorcycles down the actual pony express trail.

**PLACES I HAVE TRAVELED TO:** Saigon Vietnam, Taipei Taiwan, Tokyo Japan, Hong Kong China, Singapore, Mexico, Canada,

and most of the continental United States with the exception of the New England States

**FAVORITE COLLEGE SPORTS TEAM:** University of Utah football. "Helloooo Pac 10!"

**FAVORITE PROFESSIONAL SPORTS TEAM:** Pittsburgh Steelers. My favorite player is Hall of Famer and Superbowl MVP Lynn Swann, who happens to share the same birthday with me!

**FAVORITE FOOD:** BBQ baby backs and/or hamburgers made on the BBQ (these can be interchangeable or combined)

**FAVORITE DESSERT:** Chocolate anything. I've never had ants covered in it, but I bet they would be delicious.

**TOP 3 OF MY BUCKET LIST:** Learn Vietnamese (my mother is from there); learn how to play the piano; visit the Aztec Ruins in South America

**PERSON I ADMIRE GREATLY:** My grandpa, John Polish, is my hero and a legend in his own right. His nickname is the Iron Man, and he is a Nevada Athletics Hall of Fame All-Time Inductee. He still holds high school track records from the 1930's, played football with Hall of Famer Marion Motley-Washington Redskins, and both my Grandpa (93) and my father (68) compete yearly in the Sr. Olympics. He is an incredible, honorable, kind, wonderful man and gave me the same for a father.

**FAVORITE PAST TIME:** When I'm not listening to talk radio, it would definitely be weight lifting. It has become a lifestyle and passion for me. At 37 years old I never would have thought that I would say something like that about myself, but I am enjoying it 5-6 days a week. I have lost in the past year 50 lbs and over 30 inches over my entire body!

**MED ONE CAPITAL AND ME:** I have been with Med One Capital for over a year and a half and work in the marketing department, doing out bound sales. My job entails me calling hospitals, doctors, fire departments, city, and state government offices and really anyone that would benefit from Med One Capital's unique financing solutions.

I know it is not enough to just introduce us as a company and to extend a hand out to those we can help. Building relationships is critical to what I do, and in the end, is what Med One Capital is all about. I do my best to ensure that our customers (both current and future) stay connected with us on a business and personal level.

As a member of Team Med One, I personally challenge myself to research the latest happenings in the healthcare financial world, to search out those that feel they are limited in their options and let them know there is a means and a way. Med One continues to be a place that encourages creative ideas and thinking outside the box, and I hope to be a part of this company for years to come!

## EMPLOYEE SPOTLIGHT

### MISCHELLE POLISH



## THE CORPORATE GAMES 2010

Med One Capital once again had the opportunity to participate in our community Salt Lake County Summer Corporate Games. After an exciting victory in 2009 (Med One's first year competing) we were thrilled for the opportunity to participate in the fun, competitive atmosphere that the Games provide. All said and done, our team's determination, effort, and teamwork brought Med One Capital to second place in our division!

*Med One*







## MED ONE CAPITAL / 2010

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