

MEDONEONE

20
07

NOV | DEC

'tis the season

Med One to One

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*'Tis the season to be grateful.
Med One thanks everyone who has made 2007 a success.*



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LETTER FROM THE PRESIDENT

Larry Stevens

As we approach the new year, it is a very appropriate moment to look back on the last twelve months and all that has taken place. This year at Med One Capital has been one of success and progress. At the beginning of this year, goals were set and standards were raised. As Med One's team pulled together, the company continued forward.

I believe that our employees are an exceptional group of people. I am so appreciative of the personal commitment that so many of you have made to success. I want to reassure you: your hard work and dedication does not go unnoticed. We value what you do, and we are grateful. As members of our team, every one of you is critical to the success of Med One Capital.

You are the heart and soul of this company, and I sincerely hope that each of you will be able to identify how your individual efforts will contribute to the ultimate success of Med One. It shouldn't be a great reach of imagination to understand that in order for any individual in this company to succeed, it is vital that Med One succeed and excel.

Let us also recognize our vendors, hospitals, and bankers and provide them the best service we are capable of because it is they who have brought our company to where it is today. As president of the company, I am grateful for and value the relationship we have with them and look forward to continuing to build that relationship.

And now as the year comes to an end, it is time to not only reflect over the past year but to relax a little and enjoy the holidays with those you care about. From my family to yours, have a happy and safe holiday season and a successful 2008.

Larry R. Stevens



APPRECIATION

LETTER FROM THE EDITOR

Troy Tait

To Be Continued ... in 2008

As I sit here trying to write my article, the song Auld Lang Syne started playing. It caused me to stop and think about the history of Med One. When I started with the company back in 1994 there were only a few employees. Some of us even shared a computer. Email wasn't even a consideration and cell phones were only used in case of an emergency.

A lot has changed since those early days of Med One. We have an incredible building to work in, our own email and just about everyone has at least one cell phone. The one thing that has remained consistent is the quality of people Med One has associated with. Whether it be an employee, vendor or other business associate, we have been fortunate to associate with the best. While some have come and gone, each relationship has had an impact on the direction of Med One.

This past year has been a year to develop new relationships as we have added new employees and vendors. We have also found new resources that have allowed us to become more effective and efficient in our day-to-day business. It has also been a year where we have improved on the relationship with our long-standing customers and vendors.

As we turn to the New Year, Med One will once again turn to those relationships to ensure another successful year. We will rely heavily upon our vendors to continue presenting our programs to potential customers. With our business associates we will look for ways to improve the way we do business. And to the Med One team, we will rely on them to simply get things done.

"When I started with the company back in 1994 there were only a few employees. Some of us even shared a computer."

It's amazing to think how much has changed at Med One.



GOAL SETTING

Nicole Monty

BENEFITS OF GOAL SETTING

Goal setting helps us determine our priorities, get organized, make big decisions, and realize our dreams. Below are a few simple steps to help you not only determine your goals, but help you accomplish them!

WELL-FORMED GOAL STATEMENTS

The goal statement forms the basis for the entire process, so careful attention should be placed on a clear and accurate goal statement. A good way to remember how a goal statement should be defined is the old S.M.A.R.T.

- Specific
- Measurable
- Action-Oriented
- Realistic
- Time and Resource Constrained

The goal should be specific enough so that we know exactly what we are striving for; measurable so we can tell exactly when the goal has been reached; action-oriented to indicate an activity that will produce results;

realistic in that it is practical and can be achieved; and time and resource constrained meaning that it has a definite deadline for completion and realizes limited availability of resources.

CREATING MANAGEABLE STEPS

Once we have our goal statement we need some direction to follow to achieve this goal. The goal steps give us a list of the important things that need to be done to achieve the goal, an action plan, and also allows us to track our progress towards the goal.

MOTIVATION AND COMMITMENT

Motivation and commitment are what make us strive for achievement. They give us the push and desire to complete all of the other steps in the goal process. This motivation can be obtained by developing a statement that creates a high level of emotion and energy that guarantee achievement. Commitment is what sets us on direct course to reach our goals.

REMINDERS AND KEEPING ON TRACK

Reaching our goals requires persistence and regular attention. We need some sort of system to keep us reminded and accountable. Reminder emails, calendars, and reports are helpful tools to keep you organized and on track. If some accountability system is not used, then we are likely to lose sight and fail.

REVIEW AND RE-ASSESSMENT

Goal setting is definitely an ongoing process that is accomplished over time. When we first sit down and start to define goals it can seem like a difficult task but over time it begins to get much easier. All goals due in the next year should be reviewed at least once a week.

Works Cited: Paul Christenbury,
“Steps for Successful Goal Setting and Achievement.”

SUCCESSFUL GOAL SETTING STEPS

Goal setting is an extremely powerful technique for accomplishment,
but for goal setting to really be effective it requires more than just
writing down what we want to achieve.

“If a man knows not what harbor he seeks, any wind is the right wind.”
-Seneca

WHERE WE STAND

Company Numbers

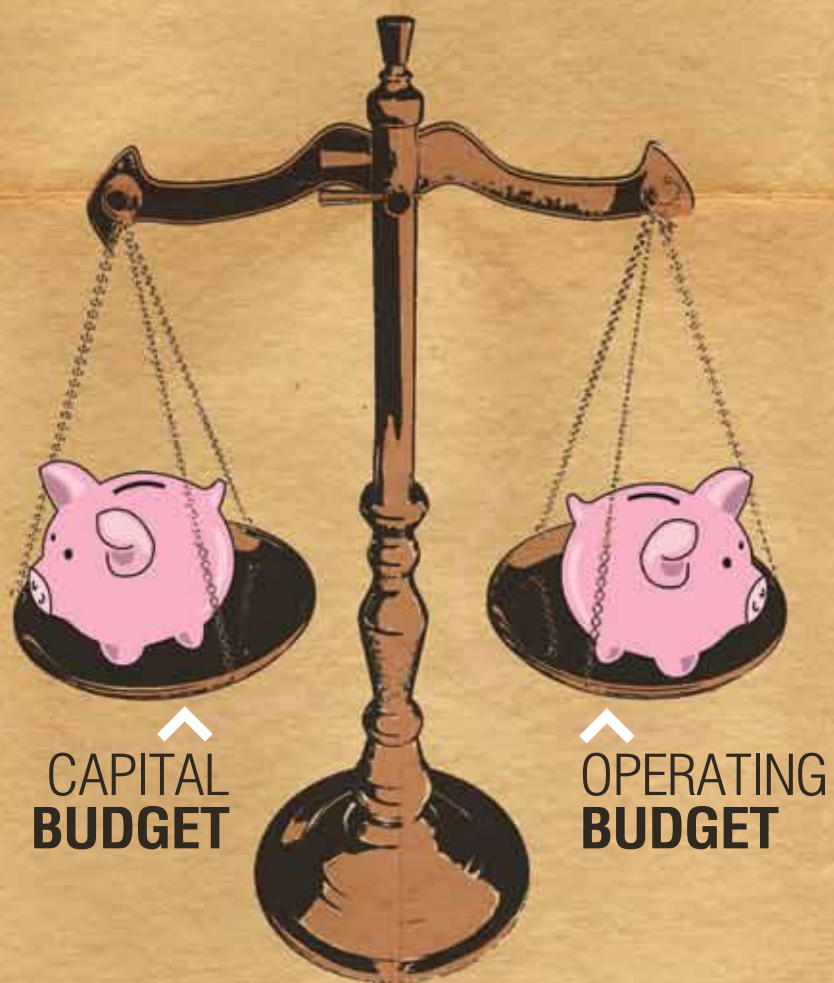
MED ONE CAPITAL	OCTOBER 2007	2007 YTD	OCTOBER 2006	2006 YTD
New Equipment Purchased	\$11,340,751	\$101,493,199	\$14,697,262	\$84,092,360
Number of New Leases	83		47	
Total Customers		1,751		1,554
Total Equipment Leased		\$236,591,222		\$196,741,020
MED ONE EQUIPMENT RENTAL	OCTOBER 2007	2007 YTD	OCTOBER 2006	2006 YTD
Total Rental Revenue	\$478,386	\$3,003,982	\$135,769	\$1,287,487



MED-ONE-CAPITAL
INNOVATIVE
HEAD-TURNING
FLEXIBLE
MAGNIFICENT
LIP-SMACKING
CREATIVE
MOUTH-WATERING
RESPONSIVE
MIND-BLOWING
CARING
BREATH-TAKING
YUMMY
OUT-STANDING
LEASING
COMPANY

Med One Capital

ARE YOU **WEIGHING** YOUR **OPTIONS?**



MED ONE CAPITAL CAN HELP YOU FIND
A SOLUTION THAT WILL SATISFY
ALL YOUR BUDGETS.
800.248.5882

SPREADING THE WORD *Sally Bowen*

A director of sales (also a customer of Med One) was asked by a sales rep from another company if he knew of anyone who provided finance leasing options. I was carbon copied on the email that the director of sales wrote in response.

“ Here is our financing vendor:
Sally Bowen
Med One Capital
800 248-5882
Cc: E-mail above
She'll be happy to talk to you, and has the reputation
of being very strong on Customer Service.
Thanks

After reading the email, I called the sales rep in need of financing options, even before he had read his email. I introduced myself and asked him about his customer and the equipment he had been working on with them. He said, “You know, your timing is perfect. You read my mind!” I laughed and told him even though I had been working on my mind reading skills, the director of sales who had emailed him had carbon copied me on the email. Then together we spoke about his client's needs, what he already knew and what questions he wanted to specifically ask to ensure that the proposal I sent was going to be the solution the client needed.

An unsolicited referral, word of mouth, is the best advertising a company could ask for! Med One Capital is a solutions company creating an army of customers that are loyal fans because of our customer service. We have always prided ourselves in our differences as a company, and with every call we make and take we have the opportunity to create another fan, another customer who “has to” tell others how great it was working with Med One.



EVERYONE IS

TALKIN’

ABOUT

MED ONE



Jeff Easton is one of Med One's newest employees. Jeff joined the Med One team three months ago as Chief Financial Officer and came ready to work. As CFO, Jeff is responsible for all financial aspects of the company and for ensuring proper procedures and policies are in place to make Med One as efficient and effective as possible. With a BS degree in Accounting as well as a Masters degree in Accounting (both from Brigham Young University) he is perfect for the job.



While the man definitely knows numbers, you may (or may not) be surprised to hear what Jeff said when asked about an embarrassing moment. "It may not surprise you that I am not very handy. My wife built our play structure in the backyard, put up the basketball hoop and takes care of all maintenance on the home." Although he didn't build their backyard playground or put up their basketball hoop, his kids (and wife, Camille) mean everything to Jeff. He has three girls and two boys, including one set of twins, and his favorite thing to do is spend time with them. He also played tennis for BYU so he likes being able to get out and play some tennis with his wife and kids.

When asked about Med One and his new employment here, Jeff has nothing but good to say and envisions a great future for the company. "I am extremely excited to be here at Med One. This Company has already done great things and has the potential to do incredible things. My goals for Med One in the future are to ensure financial strength and to implement procedures and systems to accompany the growth that has occurred and will continue to occur."

EMPLOYEE SPOTLIGHT

Jeff Easton

DSL VS CABLE

Nate Davis - Geek Report

There are two big contenders for your home high speed Internet: DSL and Cable. It's definitely a tough choice, but it makes it a little easier when you know the advantages and disadvantages of each.



Most of us home users are mainly using the Internet to check our email and maybe browse a few sites. Most of us are not on the Internet all day.

When people ask me if they should get DSL or Cable, I usually ask right back, "Do you have a home phone line or are you with a cable company right now for your TV?" I recommend people go with what is cheapest. A 1.5Mbps DSL line is more than adequate for most general surfing and email. In fact, if you are doing a lot of uploading (sending your photos to others online or to a photo printing service) then you will actually benefit more from DSL's upload speed than from Cable. High speed Internet is measured in Kbps or Kilabits per second. A 1.5Mbps line is 1500 Kilibits per second. 1.5Mbps / 1.5Mbps means that your download and upload speeds are the same. If you plan on sending out or

"uploading" a lot of pictures, this is a must have. DSL Service offers a 1.5Mbps down and 384k up. This is okay for browsing the web and uploading moderate amounts of data.

For example, you have a 3MB photo you took on your digital camera. With a 1.5Mbps line it will take about 17 seconds to upload that picture. If you have the slower upload of 384Kbps, then it's probably going to take about 76 seconds to upload the same picture. So when deciding, here's something to keep in mind when making your decision.

Cable usually comes in at 6Mbps down (download) and 768Kbps up (upload). This can make it great to stream and download music and movies, as well as general brows-

ing. Overall, Cable is usually faster in my humble opinion, but you have to understand that Cable is shared. For example, you have a 30Mbps line running to your neighborhood and 30 Cable subscribers all downloading large files at the same time. Out of that 6Mbps you enjoy at times, you are now only getting 3Mbps. If you don't mind the thought of sharing as a whole to get faster internet for about the same price, then Cable may be an option. In comparison, DSL is a dedicated speed to your house. You will never be any faster or slower.

The DSL and Cable battle will always be there. But if you look at what you're planning on doing with your Internet and you look for ways to bundle, then you will find ways to save and make the right choice!

EMPLOYEES OF THE MONTH

Mark Stevens and Elisha Jorgensen

Operations Manager



November

Administrative Assistant



December

CONGRATULATIONS to Mark and Elisha for being named employee of the month for November / December 2007.

Remember to submit your nominations to Human Resources or place it in the ballot box before the 25th of each month.

TEAMWORK

Kathy Whiting - Human Resources

All teams are groups of individuals, but not all groups of individuals possess the qualities of a team. Teams outperform individuals because teams generate a special energy. This energy develops as team members work together fusing their personal energies and talents to deliver tangible results. Teams provide benefits for both management and the individual and are never mutually exclusive.

AS A TEAM MEMBER YOU BENEFIT IN THE FOLLOWING WAYS:

Working faster. It doesn't matter how smart or capable you are; if you work with others, you will find that the overall results come much faster.

Distributing the workload, or "many hands make light work." Even a huge project can be bearable by splitting up the responsibilities and playing to individual strengths. As an individual, you may not possess all the parts necessary to deliver the results, but as a team you have a variety of skill sets and new ideas.

Better decisions. The adage of "two heads are better than one" becomes even more powerful and creative when you have several heads thinking about the same problem.



"Talent wins games,
but teamwork and intelligence
wins championships."
-Michael Jordan

THE COMPANY BENEFITS FROM TEAMWORK AND TEAM-BUILDING BY:

Maximizing the employees' performance. By fully using its greatest resource (the employees), the company benefits. While one employee may be an "idea" person, another may be able to complete tasks efficiently and on time, still another may be a "number" person. The sum is definitely more powerful than the parts, and the results are far beyond the individual's abilities.

Employee involvement. By creating participation and shared problem solving teams, employees are invested in and a part of the company's success.

Employee satisfaction. Employees who are allowed to be part of decision making and are more involved with their fellow co-workers experience a higher degree of job satisfaction. They are more likely to work harder to make "their" company successful than employees who are more insulated and marginalized.

Teamwork creates a work culture that values collaboration. In a teamwork environment, employees understand and believe that thinking, planning, deciding and acting are better when done cooperatively. They recognize, and even assimilate, the belief that "none of us is as good as all of us."

At Med One, the departments operate as true teams, working on projects and under deadlines together. We all have a vested interest in doing our part so that the team benefits and therefore, the company benefits. At Med One, we have a CEO that believes in teamwork and believes in leading from the front. As Lee lococca said, "I've always found that the speed of the boss is the speed of the team."

headlines
2007

YEAR OF SUCCESS, ACHIEVEMENT, AND MILE MARKERS

CFO AND LONG TIME PARTNER OF MED ONE CAPITAL JOHN JOHNSON RETIRES

MED ONE CAPITAL AND MED ONE MEDICAL BECOME TWO SEPARATE ENTITIES

MED ONE EQUIPMENT RENTAL IS FORMED

THE MED ONE LEGENDS WIN MORE GAMES THAN LAST SEASON- STILL NOT ENOUGH, BUT MORE

MED ONE CAPITAL REACHES ONE HUNDRED MILLION DOLLARS IN BUSINESS FOR THE SECOND CONSECUTIVE YEAR

UPGRADES IN ACCOUNTING SOFTWARE ARE PUT INTO PLACE AND MED ONE MOVES TOWARDS A PAPERLESS ENVIRONMENT

MED ONE CAPITAL PARTICIPATES IN NUMEROUS ORGANIZATIONS TO MAKE A DIFFERENCE IN UTAH COMMUNITIES:

- Utah Fast Pass
- Honoring Heroes Foundation
- Utah Special Olympics
- Hemophilia Foundation
- Utah Highway Patrol
- Make a Wish Foundation
- Boys and Girls Club of Utah
- Larry H. Miller Charities
- The Arthritis Foundation
- Zero Fatalities
- Utah Prevention Dimension
- Salt Lake Area Domestic Violence Coalition
- Sleep Smart Drive Smart campaign

AND NOW WE WELCOME 2008

Y TROYBRIANNATEANNENICOLE
 KATHYJULIEBRADBRIANJAIRO
 AURAJEFFTERRIEANGIECINDY
 HNBRENTLARRYTROYBRIANNA
 NDYKATHYJ
 VELAJURAJE
 EJOHNBRE
 SALLYDOUC
 BEJAYSUSAI
 LORIELISHA
 DCARTERR
 JEDERERIC
 ADAMBRYAI
 NENICOLE
 RIANJAIROV
 NGIECINDY
 OYBRIANNA
 HYJULIEBR
 RAJEFFTER
 BRENTLARF
 DOUGSAND
 SUSANDAVEI
 ISHAMIKEJ
 FEROBBSA

TROYBRIANNA
 CATHYJULIEBRA
 LAURAJEFFTERF
 JONBRENTLARRY
 LYDOUGSANDYKA
 AYSUSANDAVELAU
 IELISHAM KEJOHNB
 ARTERRO BSALLYDC
 EDERERIC ABEJAYSU
 JAMBRYANJ LORIELIST
 ENICOLEE DCARTERI
 ANJAIROM JEDERER
 JECINDYM ADAMBRYA
 YBRIANNA VENICOLEL
 YJULIEBR/ ANJAIROM
 AJEFFTERI JECINDYM
 JBRENTLARRYTROYBRIANNA
 JOUGSANDYKATHYJULIEBRAD
 SUSANDAVELAUJAJEFFTERRIE
 ELISHAMIKEJOHNBRENTLARRY
 RTERROBB! GSANDYKA
 DERERICGA ANDAVELA
 AMBRYANJF AMIKEJOH
 NICOLEDAV OBBALL
 IALBOMATTI SGADEIA

OLEVIDUCART
ROMATTCJEDERE
NDYMARKADAMB
NNATEANNENICO
BRADBRIANJAIRO
RRIEANGIECINDY
RYTROYBRIANNA
YKATHYJLIEBRA
ELAURAJEFETER
JOHNBRE LARRY
ALLYDOUG NDYK
EJAYSUSA AVEL
DRIELISHAI CEJO
CARTERRO SALL
JEDERERIC BEJA
IDAMBRYA LOF
NANINICOLE IDO
ANJAIROM JE
GIECINDYM AD
DYBRIANNA N
YJULIEBRA A
AJEFFTER
IRENTLARR I
DUGSANDY I
HISANDDAVE

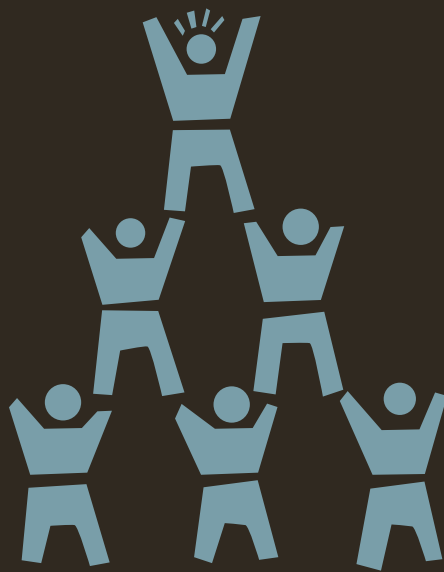
YOUSANDT
YUSANDAVELA
RIELISHAMIKEJO
ARTERROBBSALLY
DERERICGABEJAYS
AMBRYANJDLORIEL
JICOLED WIDCARTE
JAIROMA TJCEDERE
ECINDYA ARKADAME
BRIANNAT ANNENNIC
ULIEBRA BRIANJAIR
JEFFTERI ANGIECINI
ENTLAR ROYBRIAN
OJGSANDY ITHYJULIEB
YUSANDAVE JRAJEFFTE
ELISHAMIKE INBRENTLA
RTERROBB YDOUGSAN
DERERICGA/ YUSANDAN
MBRYANJC IELISHAMIK
NICOLEDARTERROBE
IAIROMAT DERERICGA
CINDYMA AMBRYANJC
RIANNATT NICOLEDAV
LIEBRAT IAIROMATT
ETECODI CINDYMA

AJULIE	ECINOMAT
AJEFFER	ECINDYMAR
BRENTLAR	YBRIANNATE
DOUGSANDY	JULIEBRADB
SANDAVEL	EFFTERRIEAN
HAMIKEJO	ENTLARRYTR
ROBBSALLY	3SANDYKATHY
CGABEJAY	JNDAVELAURA
ANDJLORIL	4AMIKE OHNB
DAVIDCARI	ROBBSA LYDO
TTCJEDEF	ICGABE YSUS
ARKADAM	YANJDL IELIS
EANNENIC	EDAVIDC RTEF
3RIANJAI	MATTCJ ERER
ANGIECIN	YMARKA MBR
ROYBRIA	NATEAN IICO
THYJULIE	BRADB R AIAR
RAJEFFTERRIEAN	JIND
BRENTLARRYTR	IAN
DOUGSANDYKAT	LIEE
USANDAVELAU	FTL
ISHAMIKEJOHN	TLA
ERROBBSALLYI	AN
ERICGABEJAY	AN
RYANJLORIE	IA

RERICABE
 3RYANJDLO
 COLEDAVID
 IROMATTC
 DYMARKA
 NNATEANN E
 BRADBRIA IJ
 ERRIEANGI C
 ARRYTRO 3F
 VDYKATHY JI
 VELAURA
 KEJOHNB N
 3SALLYD S
 BEJAYSUS
 DLORIELI O
 ED VIDCART
 MA TJCJEDE
 MARKADAM
 TATEANNENI
 HADBRIANJ
 IRIEANGIE
 TRYTROBIE
 YKATHYJU
 ELAURAJE
 NOUNDE

SHAMIKIJOHN BREN,
 ARTERROBBSALLYDOUGSA
 ERERICGABEJAYSUSANDAY
 MBRYANJD ELISHAMIKE
 COLEDAV ERROBBSA
 ROMATT ERICGABE
 IDYMARK YANJDLO
 ANNATEA OLEDAVID
 EBRADBF OMATTCE
 ERRIEAN YMARKAD
 LARRYTR INATEANNI
 NDYKATH BRADBRIAN
 VELAURA RRIEANGIE
 KEJOHNE RRYTROYE
 BSALLYD DYKATHYJ
 ABEJAYS VELAUARJ
 DLORIEL EJOHNBR
 MIDCART SALLYDOU
 TCJEDER BEJAYSUS
 RKADAMB JDLORIELIS
 CANNENICOLEDAVIDCARTEF
 BRIANJAIROMATTCEJEDEREF
 NGIECINDYMARKADAM
 ODIANIMATEANNIE*

YTHROGIECINDY MARLE
 YTYANGBRIANNATEANNENIC
 KATHYJULIEBRADBRIANJAI
 AURAJEFFTERRIEANGIECINDY
 HNBRENTLARRYTYROYBRIANNA
 YDOUGSANI TYJULIEBRAD
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 BRYANJDLC SHAMIKEJOP
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 FTERRIEAN YMARKADA
 TLARRYTRO VATEANNEN
 SANDYKATH RADBIANJ
 DAVELAURA RRIEANGIEC
 MIKEJOHN RRYTYROYBR
 DBBSALLYDC DYKATHYJU
 GABEJAYSU ELAURAJEFF
 NJDLORIELI JOHNBRENT
 JANDCARTE ALYDOLICE

[illegible]

As we dive into 2008, we are challenged to make Teamwork

an influential characteristic at Med One. We are reminded

that we are not a complete team without the strength and

dedication of our employees. Working together is success.



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Sandy, UT 84094
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www.medonecapital.com

your direction, your solution