



# MEDONE ONE



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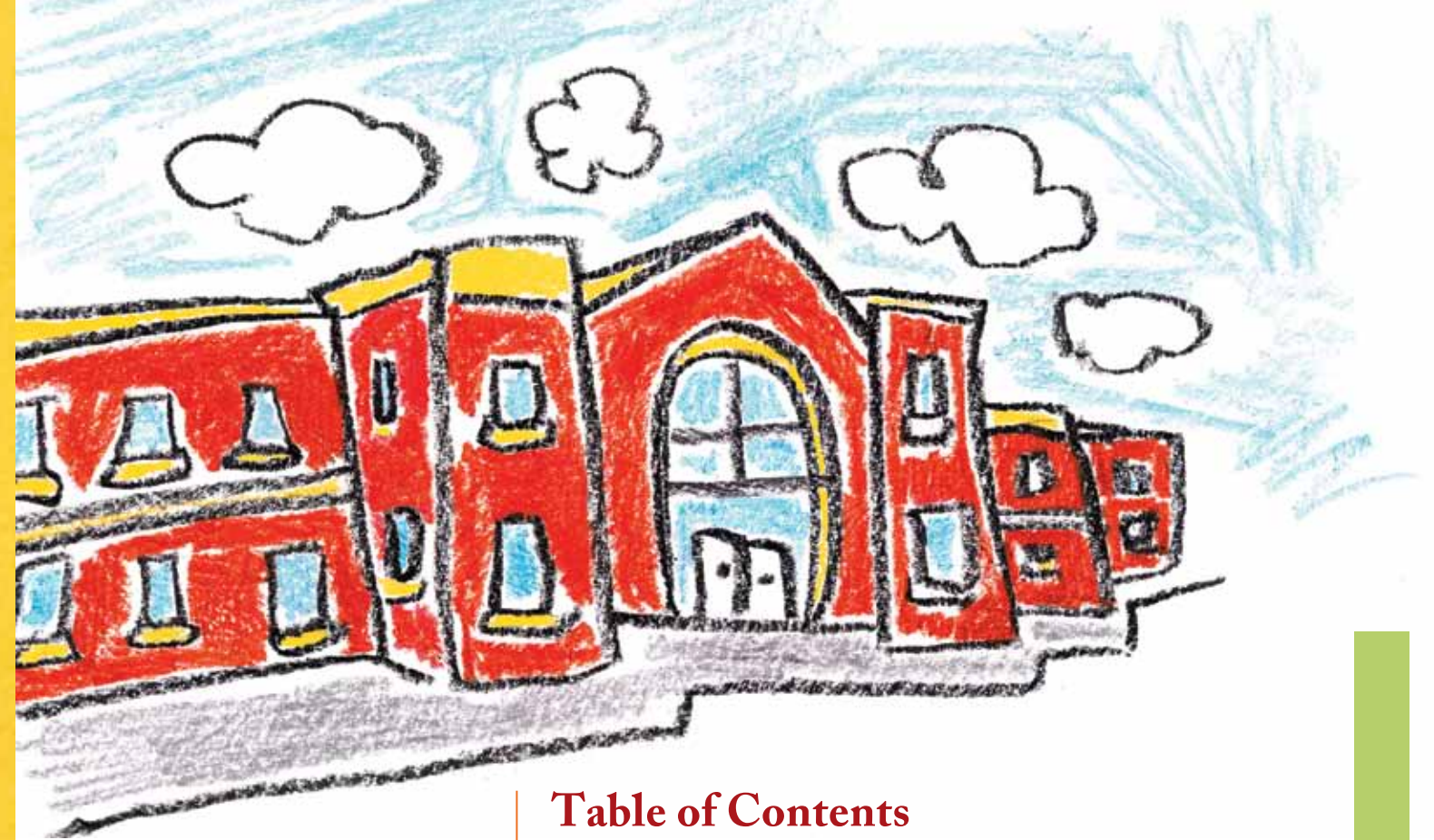


## YOUR DIRECTION, YOUR SOLUTION

**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 edition 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](mailto:editor@medonecapital.com).



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LEASE SOLUTIONS

RENTAL SOLUTIONS

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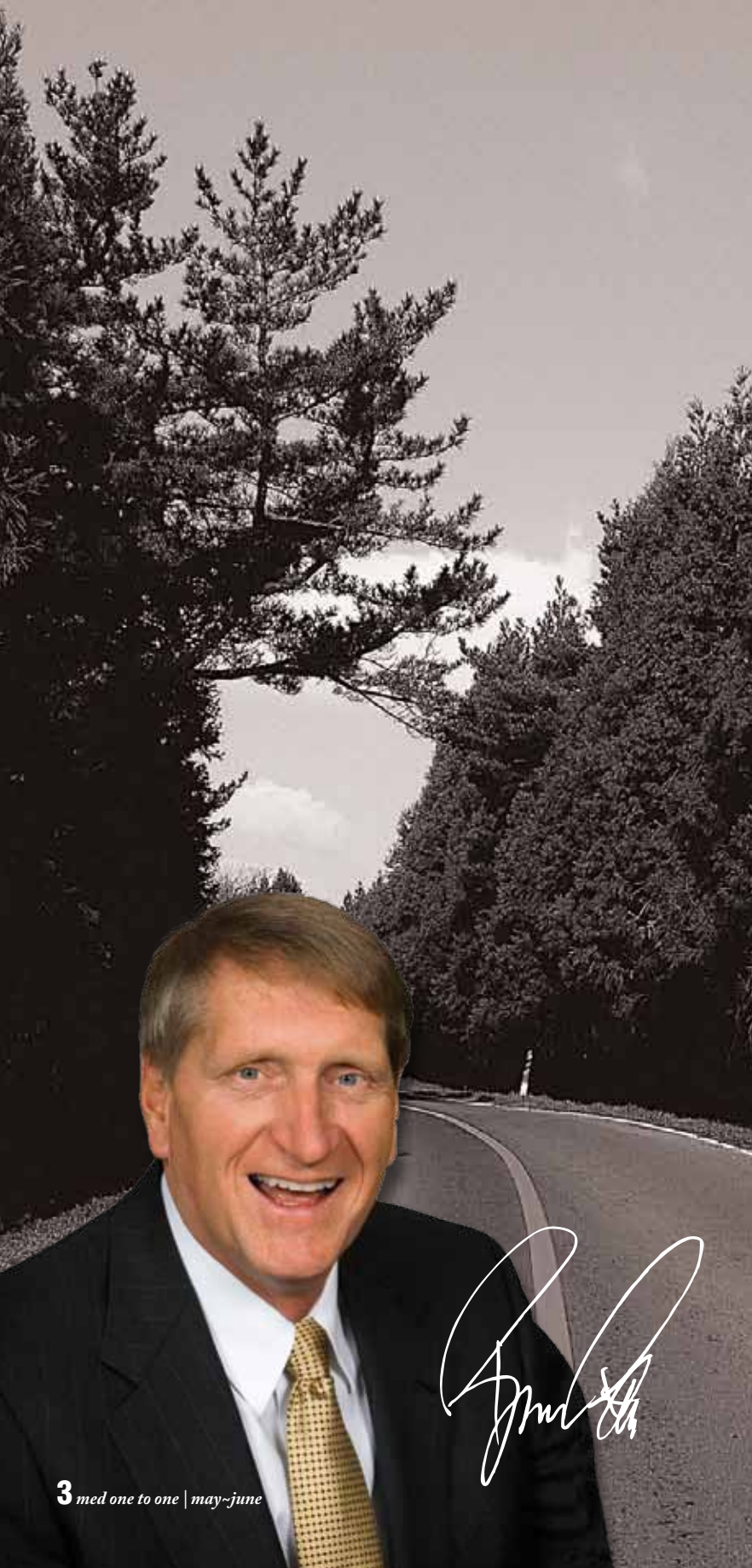
BIOMED SERVICES

CUSTOMIZED OPTIONS

Contributors

# Route Med One

WRITTEN BY | BRENT ALLEN | EXECUTIVE VICE PRESIDENT OF SALES



Once heard about a man who loved the color yellow. He had yellow carpet, yellow furniture, yellow drapes, yellow walls and even yellow appliances in his yellow kitchen. He slept on a yellow bed with yellow covers and even wore yellow pajamas. One day he got sick. You guessed it, yellow jaundice. He called a doctor who came to his apartment. The manager told the doctor that he'd have no trouble finding the sick man, "Just go down the hall and look for the yellow door." In a few minutes the doctor was back. The apartment manager asked, "Were you able to help him?" The doctor replied, "Help him... I couldn't even find him!"

I guess it is not always a good idea to blend in too closely with our surroundings. This holds true when it comes to business and our competition. We cannot afford to be like everyone else. We need to step up and stand out from the crowd. We need to be different. Over the years, Med One has done an exceptional job in separating ourselves from our competitors. We have a very unique approach. Our basic philosophy is refreshing - "At Med One we do one thing very well... whatever it takes!" The "whatever it takes" concept is the real key that makes us so different. To illustrate, I would like to invite you to accompany me down a well-traveled highway. The name of this highway is Route CEA (Capital Equipment Acquisitions). Most of us have traveled this way before. We have found this highway to become very congested at times. We will all probably agree that this road is not optional but mandatory. The capital equipment acquisition process is essential for each of our customers who want to maintain a good quality of service.

As we travel along this highway we can see something in the distance, the dreaded roadblock. As we get closer, the sign becomes clearer: Roadblock / Frozen Capital Budgets. We can see many travelers making U-turns and retreating. Others are abandoning their pursuits, choosing to wait until the roadblock miraculously disappears. If we look closely, we can see an alternate route not far from the roadblock. It is clearly a viable alternative and is called Route Med One / Operating Budget Solutions. Fortunately, this alternative will allow us to negotiate around frozen capital budgets and enable us to continue down Route CEA.

As we continue down the highway there appears to be yet another problem. As we get closer, we again see another obstacle. This one



is marked Roadblock / Unable to Make Long-Term Commitments. Again, we see abandoned vehicles and frustrated travelers. Many are standing around with no idea as to where they can turn. But we cannot succumb to discouragement. We must remain optimistic and look for creative solutions. Not far from the roadblock is another less traveled highway. It is labeled Route Med One / 12 Month Renewable Option. We have just experienced a clear solution to a frustrating roadblock. We have witnessed the "whatever it takes" philosophy in action. We have successfully negotiated around another roadblock and our pursuit along Route CEA continues.

Just when things seem to be back to normal and running smoothly another obstacle appears on the horizon. Ahead we see another major roadblock. This time the sign reads Roadblock / Unable to Sign Documents. As we approach the congested area, there appears to be mass confusion. Travelers are frustrated and beginning to show signs of anger. There appears to be no way around this seemingly insurmountable roadblock. There is, however, a simple

solution; merge on to another highway not far from the roadblock. This alternate highway is called Route Med One / Rental Rewards. One wonders if there is really anyone out there who can provide new capital equipment with only a one-month



commitment and no agreement to sign. Fortunately, Med One Capital can! Once again, we have been able to negotiate around the obstacle and we have found ourselves back on Route CEA.

As we continue along this well-traveled highway, we will continue to encounter new obstacles and challenging roadblocks.

Hopefully, we have discovered that roadblocks are not the end of the journey. By working together, we can turn these roadblocks into stepping stones. Each roadblock that we encounter translates into a new and exciting opportunity. In 19 years of business, we have never experienced so many roadblocks. But having said this, we can honestly say that we have never seen so many opportunities. Roadblocks equate to opportunities. We are truly excited for what lies ahead.

If you have not yet experienced the magic of a Rental Rewards solution, witnessed the power of the 12 Month Renewable Option, or if you don't yet know how to deal with frozen capital budgets, it is time to jump aboard. We invite you to merge on to Route Med One. Don't fall for the doom and gloom attitude that consumes our current economic environment. These are exciting times. The "whatever it takes" philosophy will carry us through. We welcome you to Route Med One!

# SYNERGY: It Starts With You

WRITTEN BY | TROY TAIT | EDITOR



## Annual Meeting | April 2009

Med One Capital recently held its 2009 Annual Meeting. The theme of the meeting was “Synergy: It starts with you.” By definition, synergy is the interaction of two or more agents or forces so that their combined effect is greater than the sum of their individual. How can synergy start with one person? And how does that influence Med One’s overall success? We had the opportunity to discuss some of these elements during our Annual Meeting. After attending, everyone was hopefully able to walk away with a better understanding of the importance of teamwork and of why synergy is such a critical factor to Med One’s success. Here are some thoughts I walked away with:

It’s important for each employee to recognize that he or she is important to the success of Med One. Synergy can start with you and me. We have an amazing group of individuals. Each individual has different talents, abilities and strengths that make them a valuable asset. As each person works toward their full potential and combines their efforts with those in their department, not only do they become stronger individually, but the synergy gains momentum throughout the entire department.

This same synergy can grow within the company from department to department as the employees and departments work together. This cooperation is critical in unifying the company and making it as efficient as possible. As this happens, the results are both positive and far reaching.

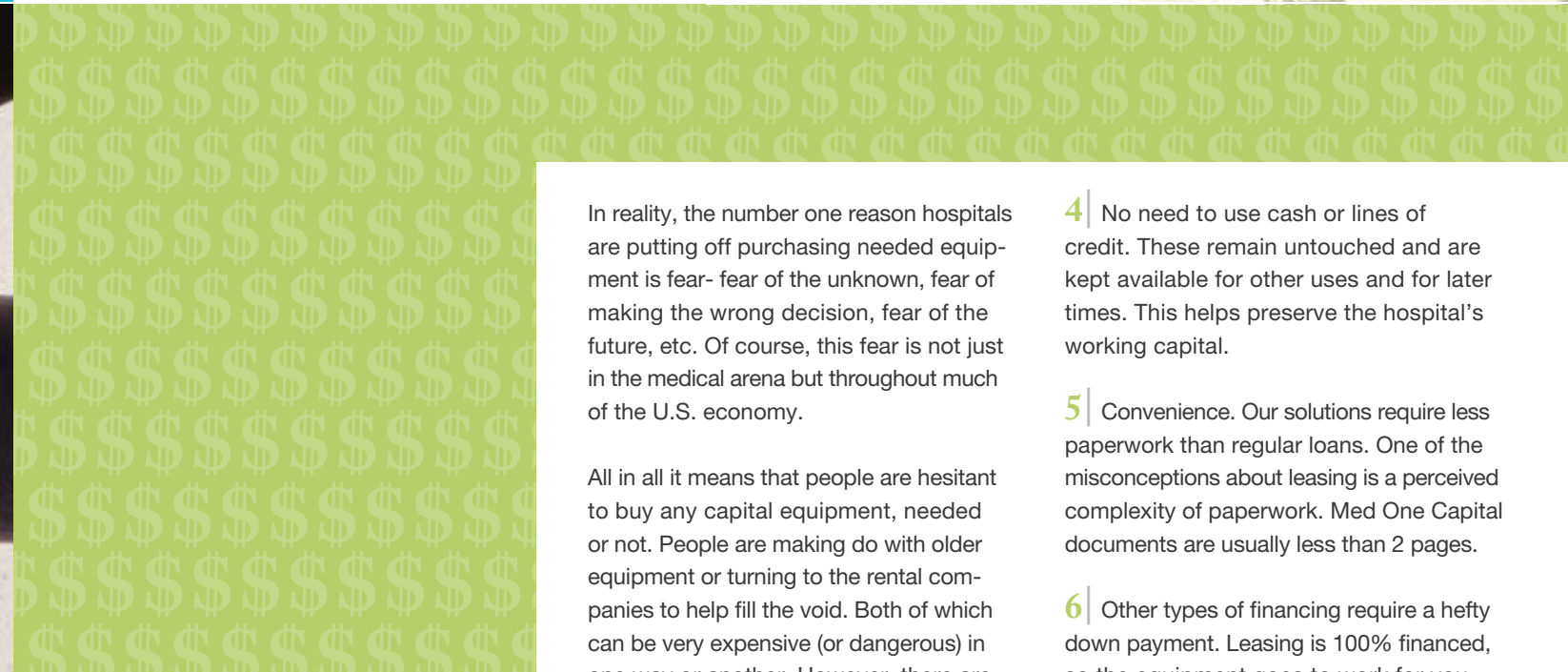
The company becomes stronger with each act of teamwork, and the combined efforts of all move the company forward.

But the synergy doesn’t stop there. Finally, as individuals and departments experience the growth and results that come from synergy, Med One as a company can then work to strengthen our efforts with our customers and continue the flow of synergy. Making medical equipment available is our goal. As we combine our efforts with our customers and vendors – and truly provide solutions that work – our combined effect will be greater than we can imagine.

The annual meeting provided an opportunity for each department to share their goals and objectives. It gave individuals the chance to recognize that their individual efforts really are important and each person is critical to the success of Med One. It was also an opportunity for each of us to realize the importance of reaching out to our customers and developing a personal relationship. But most importantly, it helped each of us recognize that we are most successful when we work together.

# Why Paying Cash Is Not An Option

WRITTEN BY | JOHN CAMPBELL | VICE PRESIDENT OF BUSINESS DEVELOPMENT



In reality, the number one reason hospitals are putting off purchasing needed equipment is fear- fear of the unknown, fear of making the wrong decision, fear of the future, etc. Of course, this fear is not just in the medical arena but throughout much of the U.S. economy.

All in all it means that people are hesitant to buy any capital equipment, needed or not. People are making do with older equipment or turning to the rental companies to help fill the void. Both of which can be very expensive (or dangerous) in one way or another. However, there are alternatives to paying cash and that would be found in the leasing/financing market. Believe it or not, over 50% of all equipment used in hospitals today is leased.

**Here’s why:**

**1** | Equipment management. There is no technology obsolescence or life expectancy problem and nothing to dispose of at the end of the term. At the end of the contract the hospital can either give the equipment back to the leasing company or continue to rent. This eliminates the burden and risk of outdated equipment in the hospital inventory.

**2** | Operating leases and rentals are paid out of the hospital’s operating budget and thus do not show up on balance sheets. This means they don’t become a liability to the hospital’s overall financial status. This is very important when bond issues for hospitals are involved.

**3** | Leasing buys future equipment benefits with today’s dollars and a fixed payment plan. This is very important in today’s uncertainty of what interest rates will be in the future as well as the inflationary factor that will make equipment more expensive as time goes on.

**4** | No need to use cash or lines of credit. These remain untouched and are kept available for other uses and for later times. This helps preserve the hospital’s working capital.

**5** | Convenience. Our solutions require less paperwork than regular loans. One of the misconceptions about leasing is a perceived complexity of paperwork. Med One Capital documents are usually less than 2 pages.

**6** | Other types of financing require a hefty down payment. Leasing is 100% financed, so the equipment goes to work for you immediately, with minimal upfront cost.

**7** | Leasing usually results in lower monthly payments than conventional financing. With lower payments, the hospital can afford higher quality or extra equipment. Leasing can also include payments for both equipment and soft costs like installation or hardware needed to get equipment up and running.

As you can probably see, leasing has a very important place in the hospital environment of today. Needed equipment can be procured with reasonable costs and in a timely manner without the customary hassles involved with paying cash.

If you have any topics about financing you would like to see addressed, please drop me a line at [jcampbell@medonecapital.com](mailto:jcampbell@medonecapital.com).

Very few people understand all the intricacies of equipment financing. In 2008 we released a short pamphlet entitled *Leasing 101*. We were pleasantly surprised by the response from just about everybody that read it and, in fact, we are on our third printing of that brochure. This article and the ones that follow will hopefully educate the reader to the alternatives of paying cash that are prevalent today.

Currently, U.S. hospitals are under financial assault from all sides. Here are some of the reasons:

Lines of credit from banks have dried up.

Fewer people with health insurance, which means fewer trips to the hospital, especially for elective procedures. Fewer patients, fewer dollars to support the hospital’s bottom line.

Hospital census’ are down in general.

No or slow Medicare reimbursements.

Capital dollars are gone or greatly curtailed.

Hospitals are being told to conserve all their cash for the difficult times ahead.



# This Is The Place

WRITTEN BY | JILL SHAVER | CUSTOMER RELATIONS

From the wildlife to the landscape and snowy winters to hot summers, Utah is a pretty unique and beautiful place to live. I have lived here my entire life, so far, and I have to say it is awesome! When I was younger my family would go on vacations outside of Utah, and I never fully appreciated how spectacular Utah is until my twenties. It was my first trip to Zion National Park that fascinated me with Utah's landscape; it is breathtaking! The red rocks, canyons, soaring towers, rivers, and so much more, is all so amazing that I have been enjoying and visiting more of Utah's outdoors ever since. I have compiled a few interesting and fun facts about Utah so I hope you enjoy!

1 Just a few miles south of Salt Lake City on the edge of the Wasatch Mountains is the city of Sandy and here stands Med One Capital, a beautiful building (designed and built specifically for Med One) with equally beautiful views of the Salt Lake Valley and the surrounding mountains. In the winter months (and some of spring) a 10-minute drive from our building will show you why we adopted the phrase "Greatest Snow on Earth." It is also known to snow pretty hefty in the valley so at those times, the greatest snow on Earth comes right to us.

2 Within a days' drive of Salt Lake you can visit a variety of scenic, recreational and historical sites. Due to all these sites, 60% of Utah's land is owned by the Federal government. With five national parks, seven national monuments, two national recreation areas, a national historic site, and six national forests, Utah is an unforgettable place to visit and experience. Not to mention, also within a days' drive are Yellowstone National Park in Wyoming, Mesa Verde National Park in Colorado, and Grand Canyon National Park in Arizona.

3 Utah's five national parks make us America's national parks capital. Our parks include: Zion National Park, Arches National Park, Bryce Canyon National Park, Canyonlands National Park, and Capitol Reef National Park.

4 Utah's capital, Salt Lake City was named after the Great Salt Lake and is located at the foot of the mighty Wasatch Mountains. Great Salt Lake City was founded in 1847 by a group of Mormon pioneers and is still home to their headquarters. The original name, Great Salt Lake City, was abbreviated to Salt Lake City in 1858 after replacing Fillmore as the territorial capital.

5 For thousands of years, before Mormon settlement, the Shoshone, Ute, and Paiute tribes occupied the Salt Lake Valley depending on the seasons. In fact, the name "Utah" is derived from the Ute Indian language, meaning "people of the mountains." The University of Utah student body and athletic teams are also named after the Ute tribe.

6 Six of the top ten longest natural arches in the world are found in Utah, including the number one longest arch, Landscape Arch located in Arches National Park. The arch stretches 290 feet in length and is located in an area known as Devil's Garden.



Landscape Arch, Arches National Park, Utah

7 The largest dinosaur footprints in the world are in Utah belonging to a Hadrosaurid (AKA Duckbill).

8 Utah has more than 4,000 species of plants growing around the state.

9 The nation's first transcontinental railroad was completed when the "golden spike" was driven into the tracks at Promontory Point, Utah, in 1869.



Promontory Point, Utah

10 Salt Lake City, Utah was host of the 2002 Winter Olympic Games.

11 Beaver, Utah, is the birthplace of two very famous individuals of the past: Philo T. Farnsworth, the inventor of television and Butch Cassidy, the notorious western outlaw.

12 The Sundance Film Festival takes place annually in Utah to showcase the work of American and international independent filmmakers. It is the largest independent film festival in the U.S.

13 The Bingham Canyon Mine, located southwest of Salt Lake City, is an open-pit mining operation that is one of only two engineering landmarks visible from space.



Bingham Canyon Mine, Utah

14 One of the most unique natural features in Utah is the Bonneville Salt Flats. Located along I-80, near the Utah-Nevada border, the Salt Flats are a remnant of the ancient Lake Bonneville, which covered most of Utah and some of Idaho and Nevada in prehistoric times. The area is inhospitable to plants, extremely flat and aligned almost perfectly with the shape of the Earth. The Flats became internationally famous in 1935 when Malcolm Campbell broke the 300 mph hour mark, making him the first person to ever do so. The

Flats are perhaps most famous for their use as the Bonneville Speedway where high-speed race cars have achieved speeds in excess of 600 mph. Currently the Salt Flats are host to three annual meets where vehicles compete for high speeds, as well as an annual meet exclusively for motorcycles. Each rainfall erases any tire marks and flattens the densely-packed salt pan.

15 The Great Salt Lake is the largest salt lake in the western hemisphere and the 37th largest lake on Earth. Due to the unusually high salt concentration, far saltier than seawater, most people float when swimming. The northeastern shore of the lake is the site of American sculptor Robert Smithson's central work, the Spiral Jetty; an earthwork sculpture constructed in 1970. The Spiral Jetty is a 1500-foot counterclockwise coil and can only be seen when the level of the lake falls below 4,197 feet.

**Statehood**  
1896

**Nickname**  
Beehive State

**Flower**  
Sego Lily

**Bird**  
California Seagull

**Animal**  
Rocky Mountain Elk

**Fish**  
Bonneville Cutthroat Trout

**Highest Point**  
King's Peak  
(13,528 feet)

**Lowest Point**  
Beaver Dam Wash  
(2,178 feet)

**Fruit**  
Cherry

**Vegetable**  
Spanish Sweet Onion

**Gem**  
Topaz

**Insect**  
Honey Bee

**Tree**  
Blue Spruce

# Got Stress?

WRITTEN BY | ANNE McOMBER | ASSOCIATE EDITOR



**T**ake your stress level down a notch with these four simple pointers:

**Be flexible.** Let's face it; you just can't control everything. So stop worrying about the things you have no control over. Accept things as they come and realize that you are responsible for your own actions and not the behavior of others.

**Avoid unnecessary stress.** While most things you can't control, there are aspects of your life you can control. If there are people or situations that you know stress you out and are unnecessary, avoid them. If time and deadlines are a constant stress, do what you can to manage your time and schedule wisely - prioritize, focus on completing one item at a time, and don't procrastinate. Take control!

**Take care of yourself.** Take a break from your responsibilities to relax and rejuvenate; every day do something that is completely for you. And of course, keeping yourself physically healthy will only help your mental and emotional health. Exercising regularly, having a healthy diet, and getting enough sleep will help fuel your mind and body and increase your resistance to stress.

**Be positive.** Looking at a stressful situation with a positive attitude can do wonders! When up against a major challenge, be positive and look at it as an opportunity to grow and learn. And when all else fails, laugh! Being able to laugh (including at yourself) is a great stress reliever and helps fight stress in many different ways.



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# Acquisition Solutions

CREATIVE WAYS TO ACQUIRE CAPITAL EQUIPMENT

## 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.

## 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.

## 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.

### MED ONE EQUIPMENT RENTAL

As a division of Med One Capital, Med One Equipment Rental is a leader in the rental industry. They carry equipment from leading manufacturers across the country. Their inventory includes: Modular Systems, Syringe Pumps, Infusion Pumps, Patient Monitoring Systems, Pulse Oximeters, Smart Pumps, SCD's, Ventilators, Bi-pap Machines, and much more. [medone-er.com](http://medone-er.com)

### MED ONE 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. They specialize in Refurbished Equipment, Biomed Services, and Equipment Sales. They sell and service medical equipment from leading manufacturers across the country. [medone-es.com](http://medone-es.com)

Call **800.841.5856** Today

**med one**  
EQUIPMENT RENTAL



Med One Equipment Services

## Where We Stand

MED ONE CAPITAL	APR 2009	2009 YTD	APR 2008	2008 YTD
New Equipment Purchased	\$11,687,726	\$40,089,361	\$13,927,263	\$49,277,426
Number of New Leases	76		62	
Total Customers		1,579		1,487
Total Equipment Leased		\$239,824,437		\$213,853,933

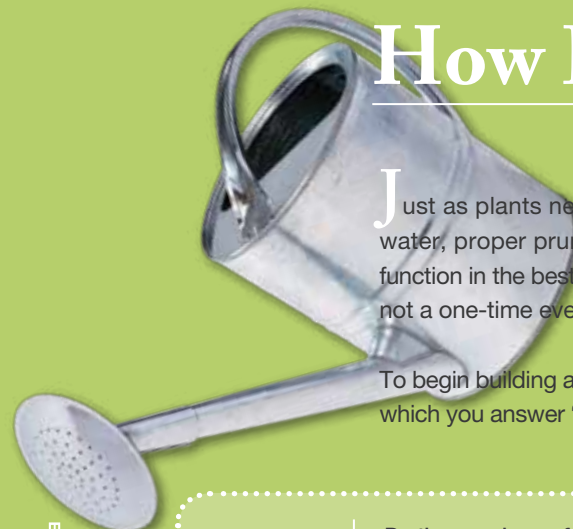
MED ONE EQUIPMENT RENTAL	APR 2009	2009 YTD	APR 2008	2008 YTD
Total Rental Revenue	\$795,087	\$3,350,854	\$705,506	\$2,789,392

# How Does Your Garden Grow?

WRITTEN BY | KATHY WHITING | DIRECTOR OF HUMAN RESOURCES

Just as plants need a certain environment for maximum growth (appropriate amount of sun and water, proper pruning, enough soil, etc), teams need certain “ingredients” in their environment to function in the best way possible. Building an environment conducive to maximum team functioning is not a one-time event; rather, it involves an ongoing effort and process on your and your team’s part.

To begin building a healthier team environment, ask yourself the following questions. The questions to which you answer “no” are the areas of opportunity for you to improve your present team environment.



## Evaluation Checklist

Circle the appropriate response

Do the members of my team trust each other and me?	YES   NO
Are my actions consistent with my words?	YES   NO
Are my team members and I honest with one another?	YES   NO
Is information readily shared?	YES   NO
Do I keep my commitments to team members?	YES   NO
Do they keep commitments to each other?	YES   NO
Do my team and I listen effectively to one another?	YES   NO
Do we address disagreements and other conflicts proactively and responsively?	YES   NO
Do we value differences (for instance, do we value introverted members to the same degree as extroverted members)?	YES   NO
Is my work environment inclusive, engaging, and empowering (versus exclusive, controlling, and patronizing)?	YES   NO
Do I foster cooperation and information sharing with other departments?	YES   NO
Does my team have fun at work?	YES   NO
Do we celebrate together as a team?	YES   NO

Ask your team members the same questions, and then discuss their responses and assess what can be done differently to enhance the team environment in your department.

**As a manager consider these guidelines:**

**1** Provide a structure conducive to teamwork. Too much hierarchy, whether formal or informal, can impede teamwork.

**2** Encourage cooperation, rather than competition between different work units. Make sure groups set their goals in harmony with one another and that the goals are mutually supportive.

**3** Provide the necessary resources for team success (for example: proper staffing, up-to-date information, and so forth).

**4** Give work teams the authority to act upon their team decisions.

**5** Include an appraisal of team performance, in addition to individual performance as a part of your performance management system.

**6** Reward successful team contributions as well as individual contributions.

**7** Show by example how to be both an effective team leader and team member.

TEAMWORK  
ENCOURAGE  
FUN  
HONESTY  
REWARDS  
COMMITMENT  
VALUE  
STRUCTURE  
COOPERATION  
SHARE  
SUPPORT



# Employee Spotlight

SUSAN HALTER | RECEPTION

Susan Halter was born and raised in Southern California; she moved to Utah when she was 23. She has been married to her husband, Chad, for 15 years. They actually met while Susan was on a blind date with Chad’s boss. They were engaged a month after they met and were married less than a year later.

“We are a unique family. My husband and dad are best friends and all our kids have fur. I have always been an animal lover. Lucky for me, my husband is too.” Their family consists of three horses: Cash, Ariel and their baby, Lacy May. Lacy just had her first birthday. They love to trail ride, and you don’t have to go far to find beautiful places to ride in Utah. “Some of the best trails are only ten minutes from home.”

When it comes to cats, Susan and Chad seem to be cat magnets! Their plan was to have two cats... so much for planning. Currently they have four indoor cats (Jake, Bailey, Willow and Max), three deck cats (Walrus, Spook and Tigger- these are cats that decided to move from the barn to the back deck); then depending on the day, they have anywhere from seven to fifteen barn cats (too many to mention by name). They have trapped and spayed or neutered over fifty stray or feral cats. “I am just glad that they did not all decide to stay.”

Besides being an animal lover, Susan is a glass bead artist and also grows orchids. “Both of these hobbies take a lot of patience. You can spend over an hour working on one glass bead and most orchids bloom only once a year. The funny thing is, patience is not one of my strong points!” Target shooting is another past time of Susan’s. She likes guns and says she’s a pretty good shot!

“ I am very lucky to be part of such a successful, growing company and to work with such a great group of people. ”

Susan has been with Med One for twelve years and is currently our front desk receptionist answering and directing phone calls as well as greeting those who come to our building. “I am very lucky to be a part of such a successful, growing company and to work with such a great group of people. I really do love my job!” Susan’s genuine enthusiasm for Med One is conveyed each time she answers the phone. Our customers frequently share how much they appreciate a live person each time they call and how much they enjoy Susan’s friendly voice and great attitude. Needless to say, we’re glad to have Susan as part of the Med One team and appreciate all she does.



# First Impressions

WRITTEN BY | JOHN LAUTI | ACCOUNT EXECUTIVE

It is said that the first impression process occurs in every new situation. We are judged based on our physical appearance, our demeanor, our mannerisms, and even our grooming habits. Within the first few seconds, we make a lasting impression that can either impress or disappoint. Once that first impression is made, it is very difficult to reverse the outcome.

As a new member of the Med One team, I have been able to gather my thoughts and initial experiences regarding my first impressions of Med One Capital. For those of you who are familiar with Med One and the type of company we are, most of what I have to say will not be new to you. For those of you who are not so familiar with Med One, here's a little insight...

Looking for a career change over the past twelve months has not been an easy thing to do. In these tough market conditions, most are grateful for the

employment they have and are holding on to their current jobs to weather the storm. Before accepting a new position, I told myself that I wouldn't make a change unless specific criteria were met by the offering company. Needless to say, Med One met each of these criteria and I have been impressed with Med One since my first interaction.

During my first week with Med One, I had the opportunity to attend the annual Med One employee meeting. During the interview process with any company, you always hear about the great things a company has to offer and rarely get to experience any of the negative things until you're knee deep into the job. As the new employee, I thought it would be the perfect opportunity to sit back and observe the company as a whole and decide if what I was told during the interview process was accurate. Ultimately, the messages delivered during the interview process and during this meeting were consistent. With that, I'd like to share a few specific things that helped me make my final decision and more importantly, they are what make Med One who we are today.

## First, Med One Has a Solid Business Plan.

Amidst the collapse of many financial institutions, Med One is weathering the storm. With a niche that provides both traditional and non-traditional financing programs, Med One is becoming the front-runner of companies sought when medical equipment financing is needed. Through these unique programs, hospitals and medical facilities across the country have access to the medical equipment they need to provide the quality care people deserve. Though there are still challenges that lie ahead, it is clear that Med One is prepared with a strategic plan that will allow us to be successful long term.

## Second, Employees Are Committed To Doing Quality Work.

Anyone who has stepped into the Med One Capital facility in Sandy, Utah will know that quality is number one. More importantly, the extent of the quality doesn't stop with the building. That quality extends into the Med One team of employees. From the front desk to the President of the company, the quality of work is apparent in the work ethic, integrity, and customer service that are provided on a daily basis to our customers. It is through this quality of work that long lasting relationships

are built not only within the walls of Med One, but is evident in the loyal customers Med One has built over many years. This quality of work will also build the Med One brand for many years to come.

## Third, Opportunity for Growth.

In each of our personal lives, we look for opportunities to grow and to be successful. At the same time, we want to be put in a position where we can fully utilize our talents and strengths in the most effective way. Since graduating from college years ago, I have had several jobs where I felt my talents were not being used to their potential. On a personal note, I sense that Med One will allow me to fully utilize my talents and skills and help me achieve my personal goals while helping Med One achieve theirs.

From a business perspective, I often wonder why more medical equipment

suppliers aren't using Med One financing programs. As the freeze of capital budgets and restrictions on spending have become so common, Med One programs can help suppliers move more equipment and help their businesses grow throughout these difficult times.

## Fourth, Med One Cares.

Finally, Med One cares. As each of us has experienced working for other employers, there have been times where we may have felt that the company didn't care. They didn't care about you; they didn't care about your family; and crazy enough, they didn't care too much about their customers. I understand that Med One is a business and certain things must happen in order for a business to remain viable. With that said, Med One cares about its employees, their families, and most importantly their customers. It is evident in the way they conduct business, the way

that employees interact with one another, how the owners interact with their employees, and the overall attitude of morale and confidence displayed everyday as we tend to our daily responsibilities. In a time where company loyalty towards employees and honesty has gone the way of the wind, Med One certainly is a diamond in the rough when it comes to caring for its people and customers.

If you haven't noticed by now, my first impression of Med One has certainly been a positive one. When you thought that companies like this didn't exist anymore, it is refreshing to know that Med One and its people are humbly and quietly conducting business as business should be conducted.

It certainly is a tribute to its founders and owners, Larry Stevens and Brent Allen, and their vision of how a business should be run. That vision has made its way into the hearts of its employees and that vision is carried through to everyone who does business with us.

# Race For The Cure

WRITTEN BY | KATHY WHITING | DIRECTOR OF HUMAN RESOURCES

Twelve of the estimated 18,000 men, women and children who participated in this year's Salt Lake City Susan G. Komen Race for the Cure were sponsored by Med One Capital, who also made a separate contribution to help fight breast cancer. The weather was great and the crowd committed as we walked, ran, and strolled our way to the finish line.

We were inspired to form a Med One team in recognition of two Med One employees who are survivors of breast cancer; they are an example to all of us. Cancer can and probably will affect someone we love and care about. Forming a team allowed me to recognize my sister who has survived breast and uterine cancer.

When our other team members were asked why they wanted to participate in the Race for the Cure, Sandy Green and Elisha Jorgensen both said, "We wanted to do our part to support a great cause." Chris Enger said, "It is a huge day for my mom, so it's a huge day for me." Julie



The Gateway Mall, Salt Lake City, Utah

Thull was running in remembrance of her sister who died of cancer. Jill Shaver said, "I ran in Race for the Cure in 2006 and 2008 and was really looking forward to racing this year (in fact, it is a goal of mine to participate as long as I am able). When I heard that Med One was sponsoring a team there was no doubt that I would join. One thing I love about the race is the running itself and another is the people. Before the race begins the crowd is a little overwhelming and for those of us who are a little claustrophobic it is

a relief when they finally say, 'Go!' During the race though, when there is a lot more wiggle room, the sight is amazing; thousands of people fill the street and I can never resist a smile and goose bumps."

Med One wants to continue our support of worthy causes and we thank Larry and Brent for not only their financial support but their support in helping us give back to the community. Thanks to all who participated!



2009

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**“There are no traffic jams along the extra mile.”**

**- ROGER STAUBACH -**

