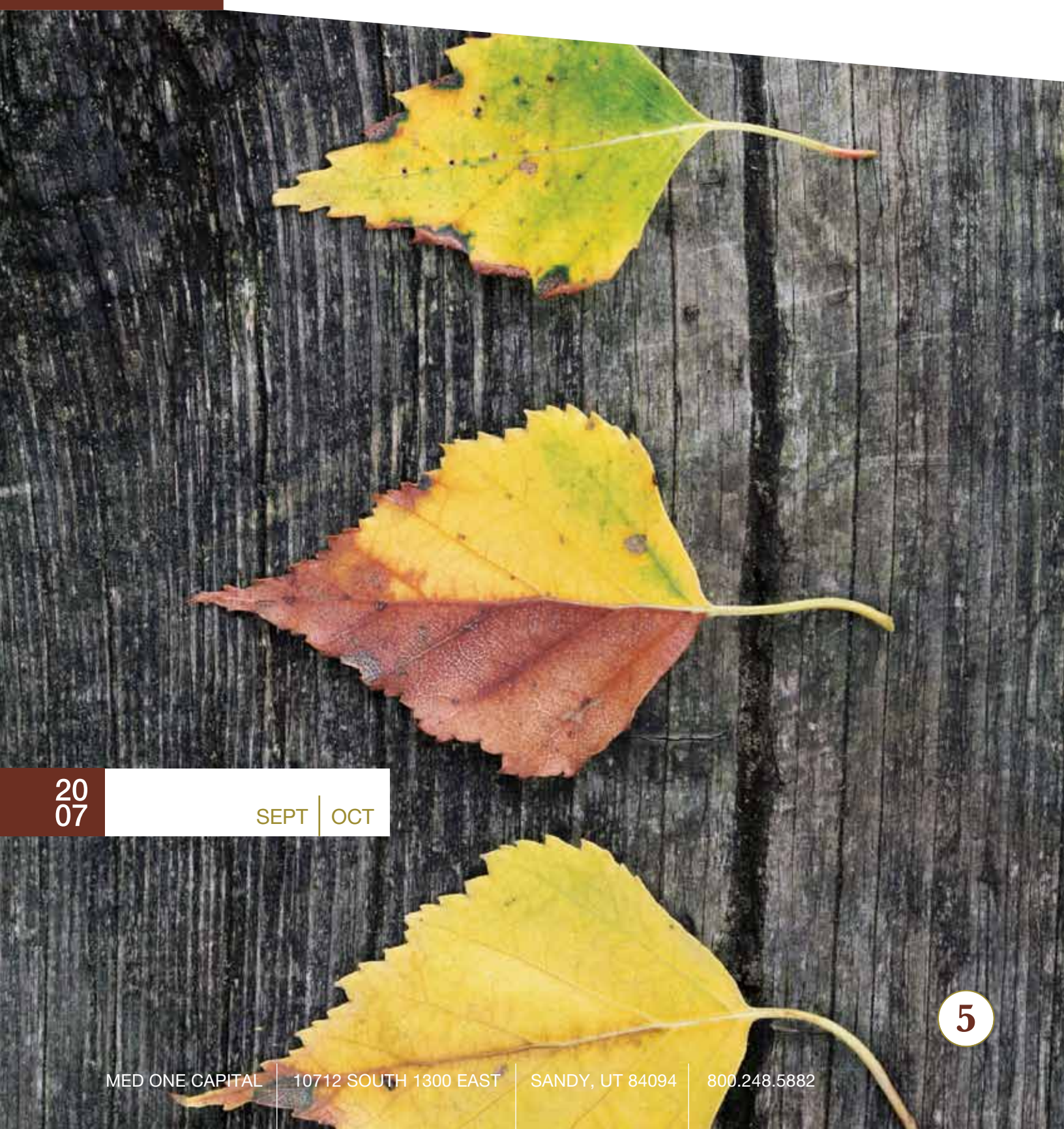




MEDONE ONE



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MED ONE CAPITAL

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A CHANGE OF SEASON

MED ONE TO ONE
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Some years ago I came across a Chinese Proverb. As I pondered it, I realized that it contained more truth than fiction. Each of us can probably benefit from its wisdom.

▶ LETTER FROM THE PRESIDENT ◀

BY BRENT ALLEN

If you want happiness for an hour...Take a nap!

If you want happiness for a day...Go Fishing! (or shopping at your favorite mall)

If you want happiness for a week...Take a vacation!

If you want happiness for a month...Get married! (I don't agree but I didn't write the proverb)

If you want happiness for a year...Inherit a Fortune!

If you want happiness for a lifetime...Serve Others!

What great wisdom this proverb contains! The only true source of happiness is in our ability to forget ourselves and instead go out and serve others. Someone once said there are two kinds of people in this life. Those who walk into a room and say, "Well, here I am." And there are those who walk in and say, "Ah ha, there you are." In which category do we fall?

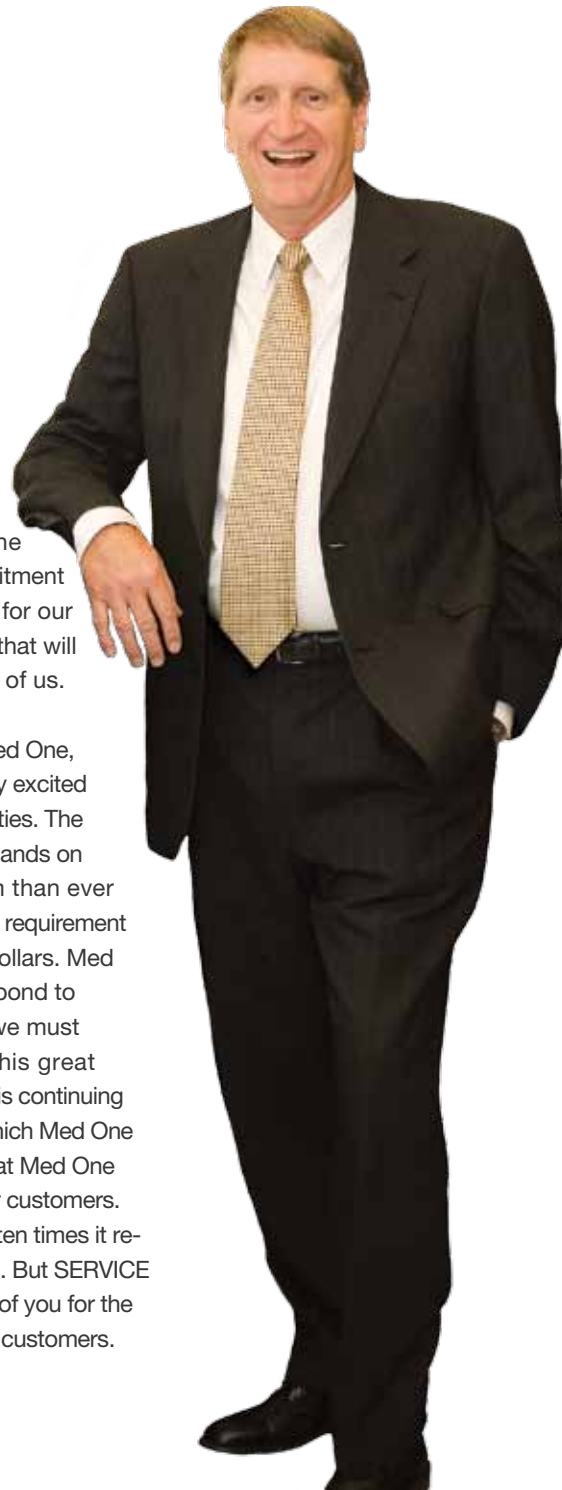
Toward the end of his life, Albert Einstein removed the portraits of two scientists - Isaac Newton and James Maxwell - from his wall. He replaced them with portraits of Mahatma Gandhi and Albert Schweitzer. Einstein explained that it was time to replace the image of success with the image of service. I would like to expand on the image of service. After all, this is what Med One is all about....service to our customers! At Med One, we don't manufacture and sell "widgets." We know nothing about manufacturing widgets. But we do provide a service to our customers that is unparalleled by any of our competitors. It all starts as we begin to establish relationships at the corporate level with a potential vendor partner. We promise that we will deliver an innovative and creative approach beyond anything they have previously experienced. We commit that our response time will be measured in terms of minutes...not hours or days. And we preach the concept of simplicity! Then we begin implementing our promises at the "sales rep" level. We know that we must "walk the talk" and perform as promised. That is the Med One philosophy. That's why our vendor partners consistently make comments such as "How do these guys do it?" and "That was easier than I thought." Hardly a week goes by that at least one of our vendor partners doesn't make a positive comment about the responsive service they received from a staff member at Med One. I personally



want to thank all of our Med One employees for their inward commitment to providing unparalleled service for our customers. It is this commitment that will carve out a bright future for each of us.

I frequently ponder the future of Med One, and I like what I see. I get incredibly excited when I look at our future opportunities. The years ahead will place greater demands on our country's health care system than ever before. With this growth comes the requirement for a huge investment of capital dollars. Med One will be well positioned to respond to the upcoming needs. However, we must earn the right to participate in this great opportunity. The underlying secret is continuing to provide the kind of service for which Med One is known. We must never forget that Med One is all about providing service to our customers. Sometimes it requires sacrifice. Often times it requires patience and understanding. But SERVICE is what it is all about. Thanks to all of you for the way in which you serve our valued customers.

Serving as Senior Vice President and Co-Owner, Brent Allen plays a very important role in the success of Med One Capital.



RESPONSIVE



Another Success Story

The following is part of a message we received from one of our manufacture reps. I have taken out the names of the manufacturer, sales rep and customer.

I closed the deal, a \$45,000 order. This deal started and ended within a 24 hour period, so I wasn't able to include you in the loop until now that the deal is done.

The hospital has a high census of neo-babies and called me yesterday asking for 15 pumps, but they didn't want to buy. I told them re-writing their 3-year lease would be way too time-consuming and was just not in their best interest. I sold them on the Equity Rental of 15 pumps and have had faxes and emails flying all over the place since yesterday. The long and short of it is, we will be shipping out the 15 pumps either late today or tomorrow.

The second part of this message is a suggestion from me. Carter Allen (Med One) would LOVE to attend our Regional meeting in October and do a presentation of their numerous financial options to maximize our pump sales. I can tell you that since July 31, I have sold 21 pumps through Med One's Equity Rental Program. I strongly suggest we include Carter in our agenda (especially for our team members who may not be that familiar with what Med One can do). We need to take up Carter's request to attend our meeting...what say you?

LETTER FROM THE EDITOR

BY TROY TAIT

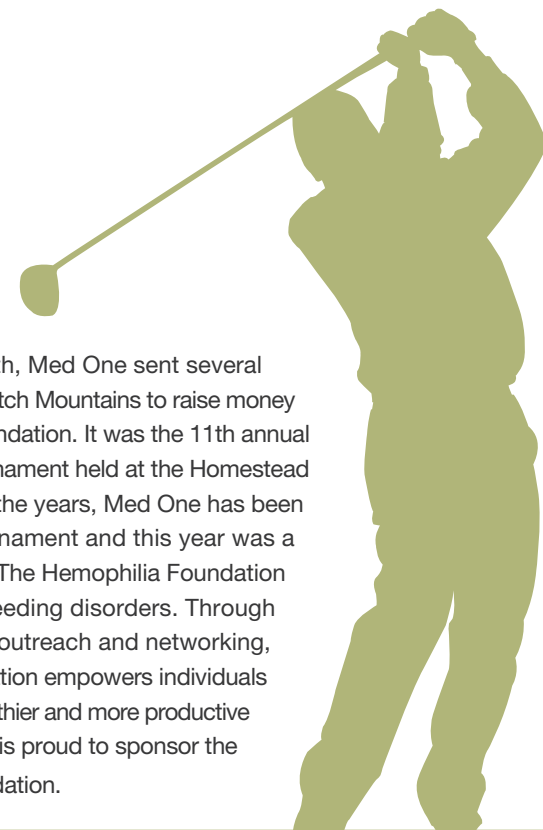
I think there are several messages that can be taken from this story. First, our claim of being responsive was reinforced by the fact that this deal started and ended in a 24 hour period. Is Med One responsive? YES. Second, do our creative programs increase sales for our vendor reps? YES. This particular rep has sold 21 pumps since July 31. Finally, does a positive experience make a difference? YES. This individual is sold on Med One and our ability to get the job done. More importantly, he is pushing his company to bring in Med One to train other individuals.

The best part of this story is the reflection on the entire Med One family. To get this deal completed required the efforts of many people. As we continue to work together, understanding that each employee plays a critical role, our business will continue to grow.



TO THE HILLS

On September eleventh, Med One sent several employees to the Wasatch Mountains to raise money for the Hemophilia Foundation. It was the 11th annual Fore-A-Cure Golf Tournament held at the Homestead Resort in Heber. Over the years, Med One has been involved with this tournament and this year was a Tournament Sponsor. The Hemophilia Foundation serves people with bleeding disorders. Through education, advocacy, outreach and networking, the Hemophilia Foundation empowers individuals and families to lead healthier and more productive lives. Med One Capital is proud to sponsor the Utah Hemophilia Foundation.



RESPONSIVENESS

BY DOUG GREEN

One of the cornerstones of a successful company is its ability to quickly identify and respond to its customer's needs. Time is of the essence as healthcare providers work hard to bring relief and comfort to their patients. In turn, they need a financing company that can supply them with financial solutions in a timely manner. At Med One we recognize the importance of providing results in minutes or hours...not days or weeks.

The end of a year always brings a rush of vendors doing all that they can to sell as much of their equipment as possible before they hit the end-of-year deadline. On the last day of the year in 2006, Med One received a call right as the office was minutes from closing down for the New Year holiday. A vendor rep, anxiously trying to get business closed, notified Med One that he had a customer ready to buy his equipment that very night. Med One re-opened their doors and provided the rep with a lease agreement in just a few minutes. In less than one hour the

hospital signed and returned the lease agreement and Med One placed the order through the vendor so that the hospital could receive their equipment immediately and that the vendor could recognize the revenue of the sale before their deadline transpired.

Not only was the vendor rep and hospital worker able to make it to their New Years parties on time but more importantly they received a rapid response from their financing partner in crunch time. The key to great customer service is speed...at Med One Capital we make that a reality.

“THE KEY TO GREAT CUSTOMER SERVICE IS SPEED”

NEW LOOK RENTAL



With the addition of a new logo and optional rental solutions, Med One Equipment Rental provides a great addition to the Med One team.

Whether they handle a single department's rental needs or the needs of an entire facility, Med One Equipment Rental works side by side with you to provide you with the patient ready equipment you need, when you need it.



phone 800.841.5856

CONTACT US TODAY

MED ONE CAPITAL

	August 2007	2007 YTD	August 2006	2006 YTD
New Equipment Purchased	\$5,613,878	\$79,904,250	\$6,315,503	\$62,038,627
Number of New Leases	29		44	
Total Customers		1,519		1,651
Total Equipment Leased		\$234,882,502		\$182,579,525

MED ONE EQUIPMENT RENTAL

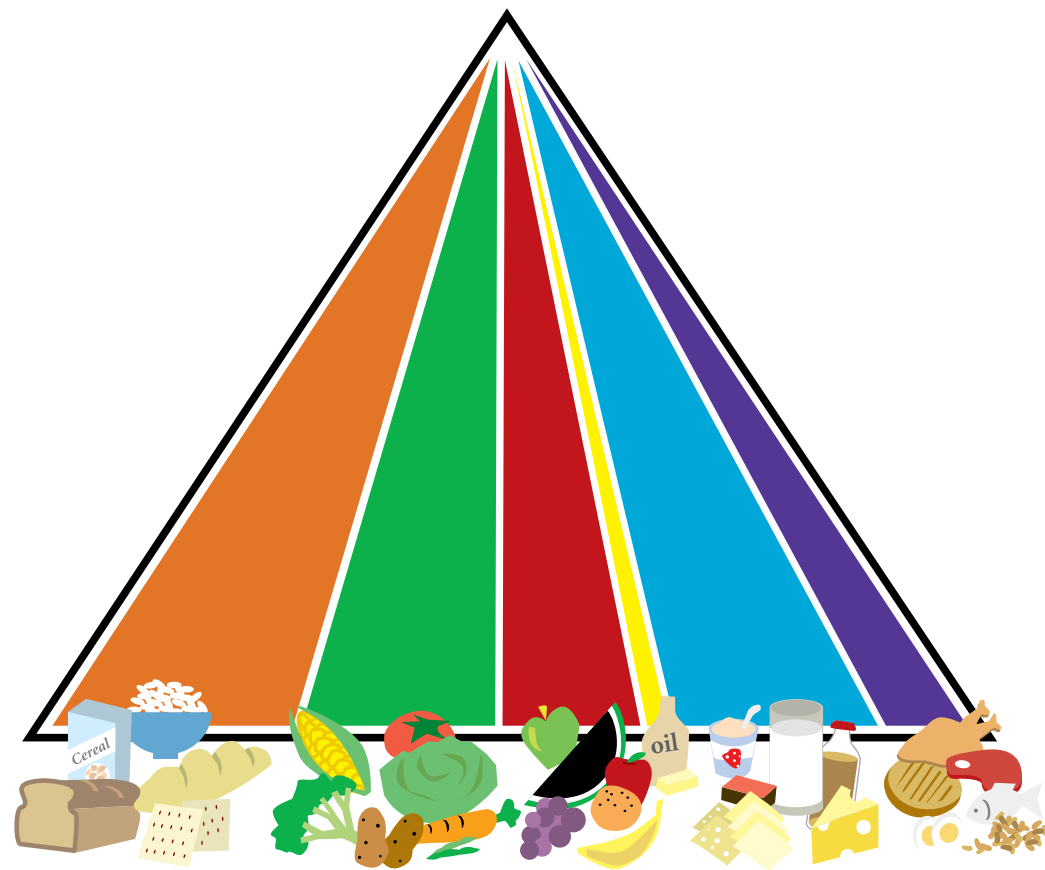
	August 2007	2007 YTD	August 2006	2006 YTD
Total Rental Revenue	\$370,364	\$2,136,603	\$120,258	\$1,018,618



WHAT IS A "HEALTHY DIET"?

The Dietary Guidelines describe a healthy diet as one that emphasizes fruits, vegetables, whole grains, and fat-free or low-fat milk and milk products, and also includes lean meats, poultry, fish, beans, eggs, and nuts. A healthy diet is also low in saturated fats, trans fats, cholesterol, salt and added sugars.

Let's take a look inside the Food Pyramid to get a better understanding of what each food group is made of and to see exactly just how to have a healthy diet!



GRAINS	VEGETABLES	FRUITS	MILK	MEAT & BEANS
make half your grains whole	vary your veggies	focus on fruits	get your calcium-rich foods	go lean with protein
Oils are not a food group, but you need some for good health. Get your oils from nuts, and liquid oils such as corn oil, soybean oil and canola oil.				

GRAINS

1

Any food made from wheat, rice, oats, cornmeal, barley or another cereal grain is a grain product. Bread, pasta, oatmeal, breakfast cereals, tortillas, and grits are examples of grain products.

Eating grains, especially whole grains, provides health benefits. People who eat whole grains as part of a healthy diet have a reduced risk of some chronic diseases. Grains provide many nutrients that are vital for the health and maintenance of our bodies.

VEGETABLES

2

Vegetables or 100% vegetable juice counts as a member of the vegetable group. Vegetables may be raw or cooked, fresh, frozen, canned, or dried/dehydrated, and may be whole, cut-up, or mashed.

People who eat more fruits and vegetables as part of an overall healthy diet are likely to have a reduced risk of some chronic diseases. Vegetables provide nutrients vital for health and maintenance of your body.

FRUITS

3

Any fruit or 100% fruit juice counts as part of the fruit group. Fruits may be fresh, canned, frozen, or dried, and may be whole, cut-up, or pureed.

Eating many fruits and vegetables as part of an overall healthy diet may reduce risk of stroke and other cardiovascular diseases.

4

MILK

All fluid milk products and many foods made from milk are considered part of this food group. Foods made from milk that retain their calcium content are part of the group, while foods made from milk that have little to no calcium, such as cream cheese, cream, and butter, are not. Most milk group choices should be fat-free or low-fat.

Diets rich in milk and dairy products help build and maintain bone mass throughout the life-cycle. This may reduce the risk of osteoporosis and other bone related problems.

MEAT & BEANS

5

All foods made from meat, poultry, fish, dry beans or peas, eggs, nuts, and seeds are considered part of this group. Dry beans and peas are part of this group as well as the vegetable group. Most meat and poultry choices should be lean or low-fat. Fish, nuts, and seeds contain healthy oils, so choose these foods frequently instead of meat or poultry.

Along with healthy nutrition it is also important to make time for physical activity. Physical activity simply means movement of the body that uses energy. Walking, gardening, briskly pushing a baby stroller, climbing the stairs, playing soccer, or dancing the night away are all good examples of being active. For health benefits, physical activity should be moderate or vigorous and add up to at least 30 minutes a day.

Some physical activities are not intense enough to help you meet the recommendations. Although you are moving, these activities do not increase your heart rate, so you should not count these towards the 30 or more minutes a day that you should strive for. These include walking at a casual pace, such as while grocery shopping, and doing light household chores.

Med One Capital actively supports the health and fitness of their employees through company wellness.

ACQUISITION SOLUTIONS

The following solutions give hospitals the ability to acquire equipment when cash is not available to purchase.

Any of these solutions can be adapted to satisfy the specific needs and/or requirements of any hospital.

EQUITY RENTAL

Simply issue a 1-month renewable rental purchase order to Med One Capital (no document to sign) and receive brand-new equipment from the manufacturer. The rental commitment is only for one month at a time, and at no point is there an obligation to purchase the equipment. However, if capital budget becomes available, the equipment can be purchased at any time. If the equipment is purchased, 1/2 of all rental payments made (50%) will become a credit toward that purchase. Again, this is an operating budget approach because 1, there is never an obligation to purchase and 2, the equipment can be returned after the rental term expires, or after any subsequent renewal with no further obligation.

CAPITAL LEASE

Commit 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 two-page proposal document and issuing a purchase order. Both the signed document and the PO are then sent directly to Med One.

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 twelve 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 two-page proposal document, and issuing a purchase order. Both the signed document and the PO are then sent directly to Med One.

ACQUISITION VIA DISPOSABLES

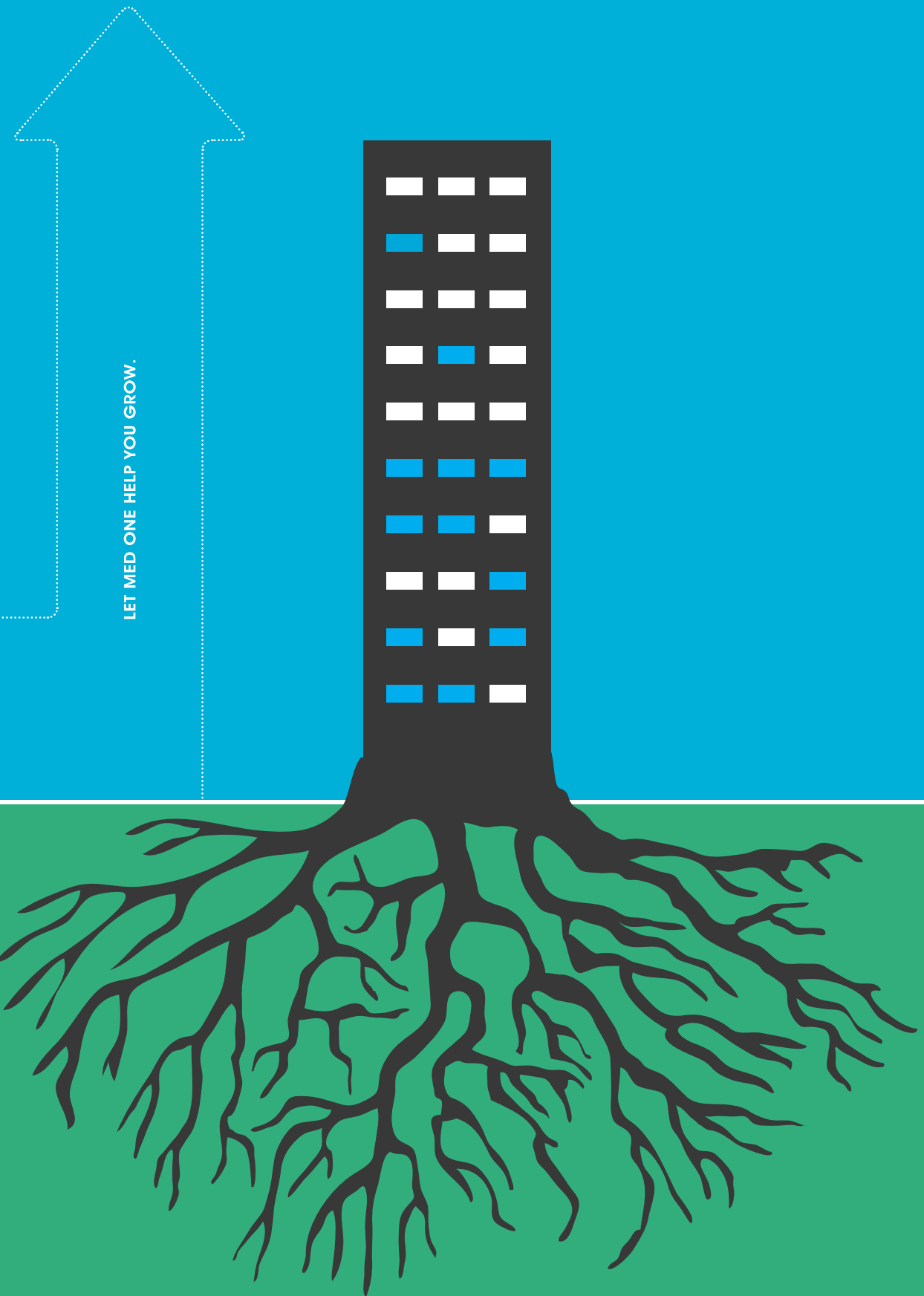
As a pre-determined amount of disposable items are purchased through Med One, customer is given use of the equipment they need for the same length of time they've committed to purchase the disposable items. The price of the disposable items will be up-charged slightly to cover the use of the equipment. At the end of the usage term, customer will either own the equipment or be able to buy it based on fair market value.

DEFERRED PAYMENT

Payment is deferred for 3, 6 or 9 months. At the end of the deferral period, customer can either pay for the equipment in full or begin making monthly payments for a fixed term.

Med One provides you with the solutions you need.

800.248.5882



LET MED ONE HELP YOU GROW.



**MED
ONE
CAPITAL**

EMPLOYEE SPOTLIGHT

Bryan Jorgensen was born and raised in Salt Lake City, Utah. After graduating from Hillcrest High School, Bryan attended the Salt Lake Community College where he received his Associates degree. From there he went on to get his Bachelors in Business Administration at the University of Utah.

Bryan has been married for 4 years to his better half Whitney, "the most wonderful wife in the entire world!" Together they have one little boy named Parker, whom Bryan says really makes him know what life is all about. "He is my best buddy." Along with their family of three, they have one dog named Zoiee - "man's best friend," Bryan adds. "[Zoiee] is great for our family and especially Parker."

When asked about embarrassing moments, Bryan talks about the "ultra sound video of when we found out that our first child was going to be a baby boy! That was an embarrassing moment because I didn't know the video picked up voices in the room...oops!"

As most Med One employees know, Bryan is a twin. His twin, Elisha, is also a Med One employee. Along with being a twin, another unique thing about Bryan is that he was the last Vietnamese-speaking missionary for the LDS church to be called to the area of Atlanta

Georgia. "That is how good of a missionary I was. I get called out there and the work gets done...Actually," Bryan admits, "they closed the program after only being out there for four months."

Apart from being a great missionary, Bryan definitely enjoys a wide variety of hobbies and interests that range from golf, basketball, and fishing to yard work, home remodeling, church history, and even fish aquariums. Not to mention, Bryan also enjoys playing the piano and guitar.

So where does Bryan fit in at Med One? Bryan works in the accounting department as an Accounts Payable/Sales Tax Accountant. Along with the responsibilities associated with that title, he also acts as the commissioner of Med One's Basketball team. He has worked at Med One for five "glorious years" and has nothing but good things to say about the company and his job.

"Med One is an awesome company, and I really do consider it a privilege to work here and a blessing to work for the people that I associate with. I just hope that I can continue to do my part for the company as Med One continues to grow and become a stronger company in the industry of leasing."



**BRYAN
JORGENSEN**

EMPLOYEES OF THE MONTH

• SEPTEMBER •



BRYAN JORGENSEN
Accountant

• OCTOBER •



CONGRATULATIONS TO BRYAN AND JAY FOR BEING NAMED EMPLOYEE OF THE MONTH FOR SEPT / OCT 2007.

REMEMBER TO SUBMIT YOUR NOMINATIONS TO HUMAN RESOURCES OR PLACE IT IN THE BALLOT BOX BEFORE THE 25TH OF EACH MONTH.

JAY MILLS
Maintenance

BLAH BLAH BLAH LAH BLAH BLAH BLAH BLAH BLAH BLAH AH BLAH BLAH BLAH BLAH BLAH BLAH BLAH BLAH BLAH BLAH BLAH BLAH



GOSSIP FREE

BY MIKE MANNING

To many folks, the idea of “workplace violence” connotes the physical harm that one may do to another. However, there is another form of workplace violence that is as dangerous and insidious, and this is workplace gossip.

Gossip is any language that would cause another harm, pain, or confusion that is used outside the presence of another for whom it is intended.

In offices, workstations, in meetings, on the phone, in e-mails and in the Break Room, employees are spending more time talking about someone else, in language that is most often harmful, hurtful, critical, demeaning, and judgmental and, of course, outside the presence of the one who is the subject of the conversation.

In the past, we might have viewed gossip in the workplace as playful, “idle,” and “just kidding,” but gossip is in fact, a form of personal attack. We also engage in gossip as a way of avoiding personal

responsibility for our feelings of frustration, irritation and anger by acting out through gossip and focusing our personal discontent on another.

Gossip is an emotional cancer in the workplace that eats away at the sense of well-being of the individual and the team.

One of the hallmarks of a true “team” is shared values- including mutual honesty, trust and respect. Where gossip rears its ugly head, these shared values are nonexistent. In fact, when gossip exists in the workplace, there can be no “team.” The label “team” is meaningless, at best it can only be called a “group.”

At Med One Capital, we are working to be a true “Team” and are trying to integrate the following policy for dealing with gossip.

Do not participate in spreading gossip and rumors, and do not tolerate it from others. Rumor and gossip sabotages the team’s ability to work together effectively.



It is disrespectful, nonproductive, and a selfishly motivated act that impedes employees from performing their jobs. If you hear about an issue that pertains directly to you, verify the accuracy of the information by asking the supervisor or the co-worker involved, rather than simply passing on the information.

By adopting this policy, it will give permission to co-workers to hold each other mutually accountable for having a “gossip free” workplace. Most of our employees will come to the same conclusion that Human Resources did, namely, that gossip is problematic to our workplace and it can be controlled.

As you well know, most companies rely heavily on the technology that makes them tick, which is why your company most likely has some sort of IT Department. But what does your IT Department really do all day?

When the day starts, your IT Department’s first priority is to make sure everything is up and running. Most backups and scheduled tasks are run in the evening while you are not at work. So your IT department needs to verify that everything ran like it was supposed to the night before. It’s important that all services are up, including the security system, the phone system, and the computer system.

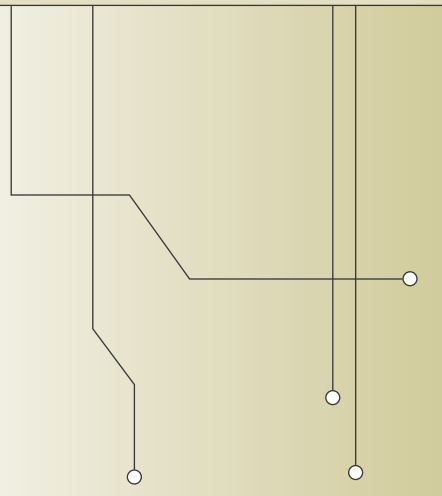
Next come the Help Desk calls. IT is there to respond to all of your requests and difficulties. Whether it’s as small as turning your number lock on when your ten-key isn’t working (you know you’ve all done it) or as extreme as putting out the computer fire due to your excess internet browsing, your IT Department is there to help you with all your electronic problems.

Another important part of your IT Department’s responsibilities is keeping up to date. We all know new technology comes out daily. It’s your IT Department’s responsibility to be aware of these updates and any new and improved methods available. By keeping up to date on all the technology advances, your IT Department is better able to understand and direct your company in the direction it should be going and to keep your company working as efficient as possible. When it comes to upgrades, IT is responsible for testing and implementing them without affecting the company, which usually means working after hours and weekends. IT Departments work hard to keep companies running. Having these dependable and knowledgeable people available to you and the company definitely makes your job easier.

WHAT MAKES YOUR COMPANY TICK?

LEARN THE LINGO

- IT:** Information Technology (Read the article on this page)
- Server:** A computer that runs software to share files or programs over the network or Internet.
- Services:** Programs that run on a server in the background. These allow you to access data on that server.
- Network:** A group of computers and/or devices that share resources.
- Switch:** The backbone of the network. All the computers are plugged into it, and it allows them to talk to each other.
- IP:** An address that defines your computer’s home on the network.
- Firewall:** Used to keep your network safe from outside attacks. (This could include things such as bots and viruses)
- Viruses:** A computer program that can copy itself and infect a computer without permission or knowledge of the user.
- Bots:** Programs that run automated tasks over the internet. (These tasks are used by many sites and can sometimes be used to harm internet servers.)
- Proxy:** A computer within your network that scans and filters data traffic. (This is used primarily by companies to filter web access.)
- Apps:** Short for “applications.” (Software or Programs that are installed on your computer.)



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