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Executive Search & Advisory Solutions

**ELEVATING YOUR CAREER:
Strategies For Success**
PRESENTED TO

National Association of Emergency Medical
Technicians
DATE

April 19, 2016

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CHANGE


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HOW I FEEL WHEN I WEAR A TIGHT T-SHIRT



How I feel



How I look

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Drivers of Change

- Healthcare costs are too high, our quality is not that great and patients are not that satisfied
- Healthcare is the biggest contributor to the national debt
- ACA - healthcare reform: changes in reimbursement



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Overview of ACA: The Impact On Healthcare

- * **Historical context**
- * HEALTHCARE: quality, safety and the national debt are at the nexus of change
- * Shift from the public safety model to integrated health networks - You call we haul and that's all, to mobile healthcare and coordination of pre and post acute care
- * The transformation of traditional EMS, like other healthcare delivery systems, will require a significant shift in vision; inside the box thinking will not advance your career

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Medicare as a Share of the Federal Budget, 2014

Category	Percentage
Social Security	24%
Medicare ¹	14%
Defense	17%
Nondense Discretionary	17%
Other ²	13%
Net Interest	7%
Medicaid	9%

Total Federal Outlays, 2014 = \$3.5 Trillion
Net Federal Medicare Outlays, 2014 = \$505 Billion

NOTE: All amounts are for federal fiscal year 2014. ¹Consists of Medicare spending minus income from premiums and other offsetting receipts. ²Includes spending on other mandatory outlays minus income from offsetting receipts.
SOURCE: Congressional Budget Office, Updated Budget Projections: 2015 to 2025 (March 2015).

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Transformation of EMS: Impact On Leadership

- Over the next five to seven years there will be new leadership, management jobs that do not exist today
- Advanced degrees, new competencies and skills to advance beyond a basic supervisory level
- National management certification programs similar to those offered by ACHE, FHMA, AHIMA, and the ANA
- Robust continuing education programs that focus on issues of leadership, finance and strategy

CFO asks CEO:

“What happens if we invest in developing our people and then they leave us?”

CEO:

“What happens if we don't, and they stay?”

Peter Baeklund



Roadmap To Success

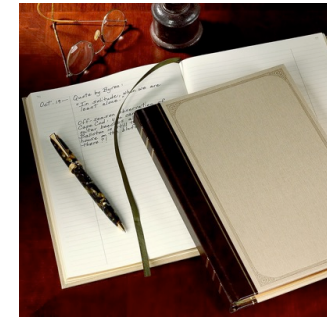
- Understanding your Value Proposition™ - baseline for managing your brand
- Understand that the rules of recruiting are changing
 - * Your resume
 - * How to prepare for an interview
 - * Tips on using video interviews
 - * How to close the deal

Roadmap To Success

- Learn to use social media in brand development
- Having a LINKEDIN profile is a waste if it is not up to date, consistent with your resume, other professional profiles on Web
- No selfies, pictures with your dog or a photo that even remotely looks like a police mug shot
- Be active, post interesting articles, build a network of relevant professional contacts. No politics!

Journaling

- Begin keeping a career journal
- Keep track of jobs, titles, scope of responsibilities
- Salary, performance reviews
- Weekly, take time to replay the game film of your actions, decisions
- Did you execute well? Did you communicate effectively?



AskTheRecruiter@JohnGSelf.Com

Confidential Resume
Review