



What's Good for the Employee is Good for the Company... In the Long Run

By [Dan Moore](#)

I've made this statement for years. Easy to say, sometimes hard to practice. What exactly do I mean anyway? It means that I may need to put the needs of employees ahead of company initiative. For example, we are in a tremendous growth mode and actively recruiting great people. Yet, simultaneously, we just completed a resume training with the entire team; even more crazy, we encouraged them to visit Indeed.com and apply for other jobs - while we are trying to hire! The result: we encouraged a higher employee turnover rate. Team members moved on to be EMTs, social workers, Southwest Airlines gate agents, YMCA volunteers, and managers/supervisors for other healthcare companies.



Dan Moore

Does that sound a bit unconventional? My goal has always been to make someone so promotable or so passionate that they pursue their own dreams... not just RBS's dreams. Of course, I always hope to promote them internally, but sometimes a position is not available here. If they can be more motivated or do better financially elsewhere, how could I stifle them? Sure, it stings and may force us to scramble in the short term. But in the long run, we know we can handle it. Our core processes and policies remain in place to ensure that our service level never falters. And those who remain at RBS often find that there are new opportunities available when their coworkers move on. It's a natural cycle that ensures that those who are passionate about our values and our cause will rise to the top.

Our values drive our structure and have produced phenomenal results. Our clients can rest assured that we have such a strong bench strength that even if their daily point of contact changes, the transition will be seamless for them, and for their patients. The core people have been here 5, 7, and 10 years. Our company is stronger by treating others as we want to be treated.

I would welcome your feedback if you ever worked with RBS. Where are you contributing now? I'd love to hear where life's journey has taken you. I appreciate your time and encourage you to look at things in the long run.

Wishing you all the best of health!

~Dan

Interested in joining our team? Click [here](#) to see current job openings.



Trip Leasure, Vice President of Project Development

Meet Trip!

We're excited to introduce one of the newest members of our team, Trip Leasure! Trip joins us as our new Vice President of Project Development. In his role, Trip will oversee the building and maintenance of not only our own cancer centers, but will also consult on special projects for clients.

As a cancer survivor who needed daily radiation treatment, Trip has a special connection to our mission. "Keeping projects on schedule is important to me, because I know that every lost day means a day that a patient is not able to receive treatment."

Trip is a retired Navy officer with over 22 years of experience in the Navy's Nuclear Power program. His background brings a unique experience in safety, operations, maintenance, and planning to the company.

Thinking about building a new cancer program? We can help! From oversight of the building process, to strategy and management, RBS has the solution for you. [Contact us today for more information!](#)

Which of These Guys Should Get a Pie in the Face?

Things are getting pretty crazy in the RBS office as we are gearing up for our annual Penny War to benefit the Relay for Life!

Team members voted on the coworker they would most like to see sporting a face full of meringue!

Our top five contenders are:

Greg Merrill
Dan Moore
Trip Leasure
Mike Bauer
Robert LoBue

We are voting with our donations: the person whose jar has the most money gets a pie in the face after our staff meeting on May 11th! Be sure to check our Facebook page that afternoon to see the "winner"!

Want to get in on the fun? You can donate electronically on our Facebook page or send your donation to us at 1044 Jackson Felts Road, Joelton, TN 37080. Please make checks payable to the American Cancer Society - and be sure to tell us which of our five contenders you are voting for! Entries must be received by May 10, 2018.



Above from left: Greg Merrill, Dan Moore, Trip Leasure, Mike Bauer, Robert LoBue



Upcoming Meetings:

Will you be at any of these events? If so, please come by and visit the RBS team!

AAMD

June 16 - 21, 2018

Austin, TX

[Mike Bauer](#) will be in attendance.

HFMA Annual Conference

June 24 - 27, 2018

Las Vegas, NV

[Denise Gerlach](#) and [Mike Bauer](#) will be in Booth #1152 (NOTE - THIS IS A BOOTH NUMBER CHANGE). Come see what's new at RBS!

Podcast

Have you heard our new podcast? Join host Josh Ledbetter for "Care Connection by RBS" featuring advice and education for cancer patients to reduce their financial anxiety. Be sure to tune in on your favorite podcast app.

Episode 1: "Personal Health Records" show notes are now available on our [website](#).

Refer-A-Friend

Connect us with an oncology program that wants to grow! We'll pay a \$10,000 referral bonus for new clients that enter a contract with us for billing services, Market Track referral optimization program, or a Revenue Navigator program. For more information [contact us](#) at Info@RadiationBusiness.com or call 615-746-1705.

Radiation Business Solutions creates value for oncology programs, while creating a better financial experience for cancer patients. Since 2004, we've provided oncology-specific strategies to physicians and hospital based programs, including total revenue cycle management, patient experience programs, referral optimization services, and new cancer center development.

