0:0:0.0 --> 0:0:7.460  
Dale Tower [KDC]  
F but in case not I wanted to introduce a China and Leanne.

0:0:13.670 --> 0:0:14.80  
Leanne Garner [KDC]  
Umm.

0:0:9.60 --> 0:0:19.790  
Dale Tower [KDC]  
There, they've been on board for two weeks now. Seems like a month already. And anyway, Leanne, you wanna go ahead and introduce yourself real quickly.

0:0:20.670 --> 0:0:25.30  
Leanne Garner [KDC]  
My name is Leanne. I think we've met mostly everybody on here except for Mr. Uh.

0:0:26.70 --> 0:0:42.170  
Leanne Garner [KDC]  
Mr. Hassan over there. Glad to see that you're back from your family. Time last week. I am assisting Miss Amanda and deal with them coordinating. I'll be on a lot of our calls, making sure that we're reaching out. Connecting with one another, trying to problem solve.

0:0:43.280 --> 0:0:45.340  
Leanne Garner [KDC]  
Just kind of a mini me with Amanda and Dale.

0:0:48.200 --> 0:0:50.730  
Leanne Garner [KDC]  
I don't know how else to explain that though.

0:0:58.970 --> 0:1:0.480  
Leanne Garner [KDC]  
The dark side? No.

0:0:50.990 --> 0:1:1.720  
Dale Tower [KDC]  
Been a friend. Leanne was with commerce before a different program, so she moved over to join us. Thank goodness. And and Gina.

0:1:22.400 --> 0:1:22.600  
Dale Tower [KDC]  
But.

0:1:3.860 --> 0:1:27.210  
Jeana Payne [KDC]  
I'm Gina Payne. I'm pretty sure I've met all of you guys, but I am actually new here to commerce. I was with the Kansas Department of Labor for almost 10 years, and now I'm here with retain works. And I'll be doing a lot of stuff that Dale's goodies, I guess some of the financials and all the all the cool stuff they'll gets to do. I'll get to be a mini me.

0:1:29.540 --> 0:1:54.970  
Dale Tower [KDC]  
So welcome you too. Welcome everybody to the meeting. Just a few announcements. We have our retained work summit coming up on April 25th and 26th. It's in Manhattan. Ohh. I put it as an agenda item. So Amanda will talk a little bit more about some of the details and get your input on some things she has. So needs input on.

0:1:56.820 --> 0:1:57.890  
Dale Tower [KDC]  
Reporting.

0:2:0.150 --> 0:2:3.510  
Dale Tower [KDC]  
So we made a few changes. Now that Jane is on board.

0:2:4.810 --> 0:2:10.670  
Dale Tower [KDC]  
Your quarterly narrative reports send those to Gina and then CC me on them.

0:2:11.970 --> 0:2:17.440  
Dale Tower [KDC]  
And then on your monthly financial either reports or invoices.

0:2:18.760 --> 0:2:29.120  
Dale Tower [KDC]  
Those will go to China as well, and you'll see C Shelly on them. The other good news is you notice I always have narrative physical and data.

0:2:29.920 --> 0:2:43.510  
Dale Tower [KDC]  
Ohh, you won't have to send a separate data report. Everything's being captured in in red caps. So Hallelujah we got to that. We got to that place. So that's good news.

0:2:45.180 --> 0:3:14.650  
Dale Tower [KDC]  
Umm, I just wanted to touch base with Janet and Chris and Travis. We had some emails kinda going around about trying to schedule them April meeting earlier for the medical systems earlier this in April than the day before our summit and the week of the 3rd is what we're shooting for. We were trying to do an in person meeting, but it looks like that's not gonna work out for folks.

0:3:15.180 --> 0:3:17.40  
Dale Tower [KDC]  
If we can meet virtually.

0:3:19.170 --> 0:3:27.160  
Dale Tower [KDC]  
I think it looks like the 5th might work for folks. Is that right? Janet and Chris and Travis?

0:3:27.900 --> 0:3:28.870  
Janet Torlina  
I'm on vacation.

0:3:30.80 --> 0:3:30.700  
Dale Tower [KDC]  
OK.

0:3:33.630 --> 0:3:37.210  
Dale Tower [KDC]  
Really, we just wanted to talk and get your opinion.

0:3:41.110 --> 0:3:41.980  
Dale Tower [KDC]  
Of course.

0:3:36.580 --> 0:3:42.750  
Travis (Guest)  
They always available for you whenever you need it, vacation or not.

0:3:43.150 --> 0:3:43.620  
Dale Tower [KDC]  
Yeah.

0:3:44.30 --> 0:3:46.580  
Travis (Guest)  
I don't know what Janet's talking about because.

0:3:46.140 --> 0:3:49.0  
Janet Torlina  
I'm not as perfect as you, Travis. I'm sorry.

0:3:48.880 --> 0:3:51.30  
Travis (Guest)  
OK, that's what. OK, that's what I needed to hear.

0:3:51.860 --> 0:3:56.830  
Travis (Guest)  
No, she's gonna be on some beach out of the country. Guaranteed. So phones don't work.

0:3:55.330 --> 0:3:56.850  
Janet Torlina  
No, I'll be in New Orleans.

0:3:57.670 --> 0:4:2.310  
Travis (Guest)  
Oh, no, I think we're all fine. So whatever we can come up with is great.

0:4:2.740 --> 0:4:4.670  
Dale Tower [KDC]  
OK, Chris, that work for you?

0:4:7.370 --> 0:4:8.680  
Dale Tower [KDC]  
On the 5th sometime.

0:4:9.530 --> 0:4:10.610  
Chris Buesing (Guest)  
Yeah, that should work.

0:4:9.890 --> 0:4:13.900  
Dale Tower [KDC]  
Probably after afternoon, maybe. So I'll send out an e-mail.

0:4:13.130 --> 0:4:18.590  
Travis (Guest)  
Ideally you see. Did you see that Chris got some big national award?

0:4:19.560 --> 0:4:21.470  
Dale Tower [KDC]  
I did not what is it?

0:4:22.970 --> 0:4:25.630  
Travis (Guest)  
You just got, like, some cool national award for.

0:4:26.370 --> 0:4:35.980  
Travis (Guest)  
Workplace violence advocacy. It's actually pretty cool, and I don't know if everybody saw that or not, but I didn't realize that, Chris. But I mean, kudos to you for.

0:4:36.680 --> 0:4:38.430  
Travis (Guest)  
Taking on that work, it's a big deal.

0:4:40.10 --> 0:4:44.40  
Chris Buesing (Guest)  
Thank you, Travis. Who was it? Was Ingrams magazine out of Kansas City.

0:4:46.400 --> 0:4:46.900  
Dale Tower [KDC]  
Wow.

0:4:45.980 --> 0:4:50.790  
Chris Buesing (Guest)  
Heroes in Healthcare was the recognition that I got so.

0:4:51.20 --> 0:4:52.810  
Susan Weidenbach [KDC]  
And wow, awesome.

0:5:0.730 --> 0:5:2.40  
Dale Tower [KDC]  
It's published.

0:5:5.350 --> 0:5:6.200  
Dale Tower [KDC]  
OK.

0:4:53.440 --> 0:5:7.790  
Travis (Guest)  
Yeah, this is so he is officially now the medical system lead because he's published in or itself. I graciously hand over my title, Dale. So I'll just sit here in the back row now.

0:5:8.990 --> 0:5:19.20  
Dale Tower [KDC]  
Well, Chris, all everybody can get Chris's autograph at the summit this year. He'll be there so he could all track him down and.

0:5:24.490 --> 0:5:24.870  
Dale Tower [KDC]  
Yeah.

0:5:20.100 --> 0:5:45.490  
Travis (Guest)  
Yeah. In all seriousness, Chris, it that's awesome that what you do that it's it's not easy doing what we do every day and and the expectations we have to meet from John Q Public and for you to do the extra step is actually amazing and kudos to you and you're my hero because you found the time to do it and I say that with you know all honesty. So good, good on you, man. Good on you.

0:5:46.520 --> 0:5:47.920  
Chris Buesing (Guest)  
Thank you, Travis. I appreciate it.

0:5:49.370 --> 0:5:59.130  
Dale Tower [KDC]  
Good deal how he wrote Chris. Even if he hear your screens black and white, I'm not sure. I think this is a I don't know why it does that.

0:6:0.760 --> 0:6:1.400  
Chris Buesing (Guest)  
I don't know.

0:6:0.210 --> 0:6:2.900  
Dale Tower [KDC]  
Uh, you're back in color again, so.

0:6:2.660 --> 0:6:3.370  
Chris Buesing (Guest)  
OK.

0:6:8.50 --> 0:6:9.40  
Chris Buesing (Guest)  
Right.

0:6:4.770 --> 0:6:10.320  
Travis (Guest)  
It's it's, it's the strobe lights. When he walks around now he's a hero strobes, you know.

0:6:11.830 --> 0:6:24.30  
Dale Tower [KDC]  
I know every time I see a black and white video thing I I I don't know. It reminds me of dragnet to TV show. For some reason. You know just the facts, ma'am. Ohh.

0:6:23.80 --> 0:6:24.190  
Travis (Guest)  
Just the fact.

0:6:27.310 --> 0:6:41.150  
Dale Tower [KDC]  
Tell me up in September is we've all participated in the annual convenience that a IR puts on. We've done those virtually for the last two years they.

0:6:41.950 --> 0:7:7.870  
Dale Tower [KDC]  
They're actually having an in person event this year. Obviously not everybody's gonna we're not gonna take our whole team to Virginia and we're allowed ten people. And so there are some that are required positions that we that we need to have at that conference. But I'll be, I'll be looking for some volunteers or volunteer.

0:7:8.920 --> 0:7:29.490  
Dale Tower [KDC]  
Uh, requesting some folks to to join us so he can kind of keep that in your radar out there for September 19th and 20th in Virginia. I forget the name of the place, but it's not. It's right outside of Washington DC so it's a IR headquarters.

0:7:32.810 --> 0:7:37.740  
Dale Tower [KDC]  
And another note, uh satisfaction surveys. We send them out twice a year.

0:7:38.490 --> 0:7:58.640  
Dale Tower [KDC]  
Uh, those are requirement from uh Mathematica or evaluator and so they will be sent. They'll be sent out this month to both the participants and providers who have been involved in the last uh, it's the last quarter Amanda is at.

0:8:0.30 --> 0:8:1.940  
Dale Tower [KDC]  
Over the last six months.

0:8:2.130 --> 0:8:10.200  
Amanda Ramsey [KDC]  
So, participants who've exited prior to last quarter, last quarter before and then affiliated providers will get a link.

0:8:11.190 --> 0:8:30.350  
Dale Tower [KDC]  
OK. So we'll we'll take care of the distribution on that. And now that I've got a Amanda at the table, once you go ahead, Amanda, and talk about the retained works summit. Any details, anything you wanna impart?

0:8:29.230 --> 0:9:2.300  
Amanda Ramsey [KDC]  
Oh, I just want you all to be paying attention. You will get several pieces of information before the summit, so just be aware you'll be getting some information that may be asking you to gather some information. Think of some, you know, discussion questions before some of our sessions that we're offering. I do appreciate. I did ask for any tools that you're using when you contact employers, patients and providers or scripts that you already have in place.

0:9:2.640 --> 0:9:20.410  
Amanda Ramsey [KDC]  
Thank you to those of you who have already responded and that's just a part of, umm, one of the presenters we're having. I wanna make sure that he has enough of a background that he can really provide something on point for you all that would be of benefit. So any of you who submit those, it's really, really helpful for us. So I appreciate that.

0:9:23.440 --> 0:9:26.20  
Amanda Ramsey [KDC]  
You know one thing. Go ahead. That's all I have really.

0:9:28.20 --> 0:9:32.650  
Amanda Ramsey [KDC]  
Yeah, you have to list. We'd love it if you all register and get your rooms before the 31st.

0:9:33.550 --> 0:9:43.160  
Amanda Ramsey [KDC]  
And just to clarify for anyone who doesn't know, please use please make your own accommodations. Please pay for that out of your grant, et cetera.

0:9:44.820 --> 0:9:51.110  
Leanne Garner [KDC]  
And make sure I'm shirts. I'm working on shirts as we speak. So please, when you register, put your shirt sizes in there.

0:9:54.770 --> 0:9:59.250  
Dale Tower [KDC]  
That's an extra surprise for you guys, so ohh.

0:9:59.310 --> 0:9:59.640  
Amanda Ramsey [KDC]  
Then.

0:10:0.130 --> 0:10:1.820  
Leanne Garner [KDC]  
Ohh, they already knew about it.

0:10:2.660 --> 0:10:5.550  
Leanne Garner [KDC]  
They had to tell me shirt sizes anyways so.

0:10:5.360 --> 0:10:6.670  
Amanda Ramsey [KDC]  
That's true, not a.

0:10:5.890 --> 0:10:17.120  
Travis (Guest)  
I I'm just saying that I went to a retreat and Ascension retreat in Austin a couple years ago, and I got a I got a glad, happy sack. That was I had that 2 bottles of titos in it. Just saying.

0:10:19.780 --> 0:10:20.270  
Amanda Ramsey [KDC]  
I think.

0:10:18.410 --> 0:10:20.820  
Dale Tower [KDC]  
Uh, I see there's stacks I don't see.

0:10:22.330 --> 0:10:25.660  
Travis (Guest)  
Back to the church, but I got a bottle of teachers, so.

0:10:24.320 --> 0:10:32.770  
Amanda Ramsey [KDC]  
You know, we are asking for you guys to provide a basket of goodies for us to give away as part of our.

0:10:33.890 --> 0:10:43.640  
Amanda Ramsey [KDC]  
He's talking to somebody else now, and if you wanna use non grant funds to buy whatever you want to put in that basket, you can. Travis, look at. I'm just talking away.

0:10:46.600 --> 0:10:47.110  
Amanda Ramsey [KDC]  
So.

0:10:46.330 --> 0:10:50.180  
Travis (Guest)  
I was talking to my. I was talking to my my make believe friend over here.

0:10:54.240 --> 0:11:1.370  
Amanda Ramsey [KDC]  
So no, we're hoping that we have some fun stuff for you along with some good information. So we're really looking forward to it. Thanks. Thanks, Dale.

0:11:2.930 --> 0:11:19.170  
Dale Tower [KDC]  
You bet. So I put, I put a variety of things on the agenda. Enrollment referrals, while we'll get the referral sources, but enrollment and I know all of you, all the medical systems has started their EMR.

0:11:21.390 --> 0:11:24.840  
Dale Tower [KDC]  
Reviewing in different different ways.

0:11:25.450 --> 0:11:35.870  
Dale Tower [KDC]  
Ohm, I thought maybe we could hear from a few of you folks how it's going. What's what's currently happening. What? Let's start with KU.

0:11:36.970 --> 0:11:40.280  
Dale Tower [KDC]  
We always start with Travis. We'll start with Janet and Janet.

0:11:40.900 --> 0:11:44.130  
Janet Richardson-Barce  
What? What were you asking for? I'm sorry. I was communicating with Janet.

0:11:45.150 --> 0:11:46.700  
Dale Tower [KDC]  
Ohh you were well.

0:11:46.230 --> 0:11:46.920  
Janet Richardson-Barce  
I was.

0:11:48.640 --> 0:11:49.470  
Dale Tower [KDC]  
Just gives.

0:11:48.440 --> 0:11:50.760  
Travis (Guest)  
You can't talk about us all.

0:11:49.950 --> 0:11:53.660  
Janet Richardson-Barce  
Because I didn't know how we were gonna top Cheetos. Travis. Damn you.

0:11:54.30 --> 0:11:54.860  
Dale Tower [KDC]  
Cheers.

0:11:55.120 --> 0:11:56.860  
Janet Richardson-Barce  
Really making this work hard here.

0:12:1.30 --> 0:12:1.670  
Janet Richardson-Barce  
Right.

0:11:56.450 --> 0:12:1.770  
Travis (Guest)  
Or the problem is is none of us can top Chris, so it's easy now, just go with it.

0:12:2.410 --> 0:12:5.880  
Travis (Guest)  
Right now we can do that. It's like Bill selfish.

0:12:2.280 --> 0:12:6.210  
Dale Tower [KDC]  
Hello I should I should have I should have selected the.

0:12:7.230 --> 0:12:14.40  
Travis (Guest)  
It's like Bill S said, because he doesn't have to be trying to be the best coach. OK, you, because the inventor of basketball came there. So stress is off.

0:12:13.890 --> 0:12:20.40  
Chris Buesing (Guest)  
So so Travis, you want me to bring a copy of the magazine for everybody? To the summit? Is that what you're saying?

0:12:19.580 --> 0:12:20.970  
Travis (Guest)  
Yes, just me.

0:12:21.830 --> 0:12:22.940  
Janet Richardson-Barce  
Free giveaway.

0:12:22.30 --> 0:12:24.500  
Susan Weidenbach [KDC]  
Now everybody please, that would be awesome.

0:12:24.340 --> 0:12:25.530  
Dale Tower [KDC]  
Everybody. Yeah.

0:12:24.620 --> 0:12:27.840  
Janet Richardson-Barce  
You can go in the giveaway basket. You're done, Chris.

0:12:33.50 --> 0:12:33.530  
Janet Richardson-Barce  
That's right.

0:12:28.210 --> 0:12:34.840  
Dale Tower [KDC]  
Yeah. There you go. It could go in your basket with your signature on there. That's right.

0:12:32.480 --> 0:12:36.650  
Chris Buesing (Guest)  
I mean, everybody wants to get a picture of me, right?

0:12:36.730 --> 0:12:37.110  
Chris Buesing (Guest)  
Yes.

0:12:37.170 --> 0:12:37.840  
Dale Tower [KDC]  
Well.

0:12:37.900 --> 0:12:38.660  
Janet Richardson-Barce  
I know I do.

0:12:36.880 --> 0:12:40.60  
Susan Weidenbach [KDC]  
That's right, especially if you autograph it.

0:12:43.820 --> 0:12:46.450  
Janet Richardson-Barce  
I'm sorry, Dale. I'm sorry.

0:12:43.750 --> 0:12:52.90  
Travis (Guest)  
Ohh. Care Dale and Dale. You guys on the other healthcare people are very, very, very challenged at accepting.

0:12:52.890 --> 0:13:3.810  
Travis (Guest)  
Yeah, graciously. They just don't do it well. And Chris is just gonna good example of that. We just don't know how to say we don't have to say except thank yous and congratulations because it's our life.

0:13:4.470 --> 0:13:5.290  
Travis (Guest)  
What we do?

0:13:6.40 --> 0:13:8.240  
Travis (Guest)  
So Janet go.

0:13:11.970 --> 0:13:13.820  
Dale Tower [KDC]  
Ohh I do spell.

0:13:8.720 --> 0:13:14.470  
Janet Richardson-Barce  
No, Dale, the floor was to Dale. What are we answering, Dale? I'm sorry, but thanks. Thanks for Thomas.

0:13:15.120 --> 0:13:27.810  
Dale Tower [KDC]  
And Roman electronic medical record review. How's it going in your? But with both in Kansas City and in western Kansas, just kind of an update on.

0:13:28.750 --> 0:13:30.120  
Dale Tower [KDC]  
On what's happening.

0:13:31.110 --> 0:13:49.840  
Janet Richardson-Barce  
You could got well on enrollments, Janet. You can take the, you know, the medical record reviews that Tiffany's working on with the CNC's. But I think we're up to either 12 or 14 through yesterday. That includes 2 new ones so far this week that have actually will be enrolled this week, so.

0:13:51.0 --> 0:14:1.540  
Janet Richardson-Barce  
That's how we're holding steady with 10 providers that are enrolled to participate. And what's the, what's the word? How are the reviews going, Janet, want you to take it from there? I don't know. I don't really know.

0:14:2.230 --> 0:14:3.220  
Janet Richardson-Barce  
An update on that.

0:14:4.710 --> 0:14:6.160  
Janet Torlina  
You mean what Tiffany does?

0:14:7.150 --> 0:14:9.390  
Janet Richardson-Barce  
Yeah. The review of the ER records.

0:14:9.870 --> 0:14:14.280  
Janet Torlina  
Yeah. So Tiffany just gets it report every day and then.

0:14:16.190 --> 0:14:26.680  
Janet Torlina  
Not every day weekly and then sends it out. So she goes through all the patients and the tin providers clinics, sends it off to the CNC's for them to decide.

0:14:26.760 --> 0:14:50.170  
Janet Torlina  
Uh, who would be a good candidate to enroll and who wouldn't? And then the CNC's or Tiffany, which I just, Amanda, I just sent you that script called the patients beforehand. We have found that to be the best way. We're starting to get more referrals because we were getting a ton of nose for a while when we just showed up in clinic to try and enroll patients. So.

0:14:51.0 --> 0:14:56.10  
Janet Torlina  
We're actually getting more yeses now that we've started calling the patients before their appointments.

0:15:16.550 --> 0:15:16.790  
Chris Buesing (Guest)  
No.

0:14:57.310 --> 0:15:27.300  
Janet Torlina  
Umm, and then as far as getting more doctors and involved. So Kim Dixon is the executive sponsor at KU of the grant, and she now is involved as of this morning in getting our family medicine and our internal medicine doctors signed up and enrolled. So hopefully fingers crossed by the end of this month, we have a family medicine and internal medicine signed up and we can get up to our 25 providers. And then.

0:15:28.0 --> 0:15:36.370  
Janet Torlina  
We shouldn't have any problem meeting our goals cause we are actually starting to finally have more and more and moments coming in.

0:15:37.130 --> 0:15:37.740  
Janet Torlina  
Finally.

0:15:40.620 --> 0:15:41.530  
Janet Torlina  
So that's our update.

0:15:43.390 --> 0:15:43.730  
Janet Torlina  
Umm.

0:15:42.140 --> 0:15:44.690  
Dale Tower [KDC]  
Thanks Janet. Janet T.

0:15:45.960 --> 0:15:49.320  
Dale Tower [KDC]  
How about you, Janet? RB, What's happening in western Kansas?

0:15:51.260 --> 0:15:53.700  
Janet Richardson-Barce  
Umm we have a.

0:15:55.360 --> 0:16:0.730  
Janet Richardson-Barce  
OK, so wow, we are. Do you wanna do physician recruitment too or just enrollments?

0:16:1.100 --> 0:16:1.500  
Dale Tower [KDC]  
Sure.

0:16:2.80 --> 0:16:8.910  
Janet Richardson-Barce  
Yeah. OK. So we are, uh, we have. Gosh, I just did the numbers on this. I think we've got 7.

0:16:9.570 --> 0:16:25.170  
Janet Richardson-Barce  
Completely enrolled if they've designed contracts, as you know with us. Umm, so contracts in two elements of training. Janet, we do that like we do at KU. We haven't what we call our internal training which is our boot camp which is workflow related and then their online module.

0:16:26.380 --> 0:16:31.730  
Janet Richardson-Barce  
So we've got 7 that are through all three of those, and we've got at least seven maybe.

0:16:33.80 --> 0:16:38.230  
Janet Richardson-Barce  
7 to 10 that are on the way, more that we've recruited and then.

0:16:39.120 --> 0:17:1.840  
Janet Richardson-Barce  
We've got a few outstanding that I need to follow up with from our visits. We've had declines, you know those continue to come in. We had one yesterday actually from a small independent practice. It's a smaller independent practice, but they practice in three rural community South of Salina. They have been great candidates for us and they declined because their providers didn't see the opportunity.

0:17:4.210 --> 0:17:5.10  
Janet Richardson-Barce  
So.

0:17:5.980 --> 0:17:15.380  
Janet Richardson-Barce  
We're doing some things to address these reasons as we get them and of course, we'll be reporting these so we can capture the, you know, it's kind of like how Janet will say we have.

0:17:16.70 --> 0:17:36.70  
Janet Richardson-Barce  
You know we're having nose in Kansas City. We always try and follow up with the reasoning so that we can learn that because that's as important as yes really as we think about sustainability. But we do have nose and so anyway that's what's going on from the physician recruitment standpoint and we have our first three patients that came in.

0:17:36.780 --> 0:17:49.690  
Janet Richardson-Barce  
I think all of them within three or four days of one another. So our first three and there it's really interesting because these are not simple cases. They're gonna be using, for example, one of them today will get a Crawford cross.

0:17:50.430 --> 0:18:0.280  
Janet Richardson-Barce  
Preferring UM letter, this provider is in Nebraska. This provider is a specialist and the referring physician is throwing a pass.

0:18:0.910 --> 0:18:12.80  
Janet Richardson-Barce  
It's going with the patient, so we're actually starting to cross them into some interesting territories. And Dale, I'll be following up with you on this to make sure I'm coloring within the lines, so to speak, but trying to.

0:18:13.280 --> 0:18:28.970  
Janet Richardson-Barce  
You know, prepare the team to have what they need the resources to do those things. But anyway, so that's kind of interesting. But we've got three live ones and they're all have these special elements. It's really interesting and I think we've got a fourth that's waiting in the wings and.

0:18:30.20 --> 0:18:45.750  
Janet Richardson-Barce  
Just really appreciate Kristen and her teams and partnership, which we value, and I I really love how you guys are digging in and helping us as we learn about needs across the state now as we get more. So anyway that's what's going on there and.

0:18:50.450 --> 0:18:50.960  
Leanne Garner [KDC]  
Yay.

0:18:54.500 --> 0:18:56.970  
Dale Tower [KDC]  
Yeah, well, I enjoyed it too. Yeah.

0:18:46.690 --> 0:19:3.560  
Janet Richardson-Barce  
And we got our both. We hired our second nurse, navigator Barb Whitney, who absolutely loved her time with you yesterday, Dale. Absolutely. Yeah. Sounds like it was a great meeting. And so anyway, she has one of our referrals. She often actually walked right into one, so.

0:19:4.130 --> 0:19:22.590  
Janet Richardson-Barce  
I'm really excited about that. It's more complex case, but it's gonna be another interesting one and great one for the grant person will I hope they get in treatment. That's all I have to say. They would really benefit like Janet Trelaina says so often this person would really benefit. This is one of those. So anyway, there you have it. Thanks.

0:19:22.350 --> 0:19:23.280  
Dale Tower [KDC]  
Can you touch?

0:19:22.530 --> 0:19:30.190  
Susan Weidenbach [KDC]  
Hey, Janet's gonna follow up and just ask if you can give a generalized if you can generalize the location.

0:19:39.370 --> 0:19:39.750  
Janet Richardson-Barce  
Cat.

0:19:43.810 --> 0:19:44.80  
Janet Richardson-Barce  
Yeah.

0:19:31.300 --> 0:19:45.670  
Susan Weidenbach [KDC]  
Of the existing and coming on board providers, is it spread across the local area or would you characterize it as in two places or you know you could just characterize that? I'd appreciate it.

0:19:45.960 --> 0:20:15.750  
Janet Richardson-Barce  
Yeah, you bet. So we are opening up. We've opened up the first within this very large 62 county area. We've got Central Kansas Central north or northwest Kansas and southeast Kansas. We are hiring clinical nurse navigators for each of those. So we open them up one at a time. And when I have three, when I think are highly interested parties recruited, we go get the other one, we we open up that wreck. So we've opened up Central Kansas first with the Angela Fair and so.

0:20:15.810 --> 0:20:37.300  
Janet Richardson-Barce  
Most of ours are there because that's where we spent most of our recruiting time. We started opening up Northwest Kansas. I started visits up there in the New Year and then we hired Barb Whitney. So she's now on board. And so our second most popular source for providers right now is Northwest Kansas still getting. We're still doing, you know, a recruitment in.

0:20:58.720 --> 0:20:59.110  
Susan Weidenbach [KDC]  
Umm.

0:20:37.670 --> 0:21:4.670  
Janet Richardson-Barce  
Uh in central Kansas. Of course. It's I just do 2 days there. One day in northwest, and then that'll be flipping soon and I'll be dropping 1/3 into southwest Kansas. So I'm about in April. I'll start moving in southwest Kansas with recruitment and then we'll hire our third one down there. The other thing that's interesting about our people, so the map, what I'm doing is I'm posting those on a map and I can send that to you. Either I can do one at the end of March if you want, but I always send it in the quarterly report so you can see the migration.

0:21:5.370 --> 0:21:9.690  
Janet Richardson-Barce  
Patterns kind of. And the other thing that we're doing is I'm really excited about.

0:21:37.990 --> 0:21:38.370  
Susan Weidenbach [KDC]  
Umm.

0:21:10.420 --> 0:21:42.680  
Janet Richardson-Barce  
We are really. We're just trying to get really smart about these women right now, both of our nurse navigators are women, and they're they have to learn a lot of Mrs. OK, so I can't tell you the cramp it gives me to think about that. That comes with this unusual model that's very high touch in Western Kansas. But I would say we are expanding our horizons. So we are going first now to our care collaborative members. That was always our official goal. And then we're starting to fill in now we're going to non care collaborative sites.

0:21:51.470 --> 0:21:51.740  
Dale Tower [KDC]  
Right.

0:22:2.650 --> 0:22:3.90  
Susan Weidenbach [KDC]  
Hmm.

0:21:42.770 --> 0:22:12.640  
Janet Richardson-Barce  
In communities represent additional distribution and now the third thing we've just started in this last round of recruitment and Dale, this is what I told you already is. We're starting to work our Mecca strategy. So now we're going into communities where there are multiple providers where we can actually send our nurse navigators to spend a whole day and just bounce between them. So that would involve you know, we're focused on McPherson right now. I expect we'll pick up McPherson Hospital then we're we've already picked up the foot clinic podiatrist.

0:22:13.460 --> 0:22:13.770  
Susan Weidenbach [KDC]  
Hmm.

0:22:12.770 --> 0:22:16.360  
Janet Richardson-Barce  
And there's an ophthalmologist in the community where visiting with next week, but the whole idea is.

0:22:32.450 --> 0:22:32.910  
Susan Weidenbach [KDC]  
Right.

0:22:17.40 --> 0:22:38.830  
Janet Richardson-Barce  
You know, people in these communities go to all these providers and combinations of them and also they can all be referring. And so we wanna make it worth our our nurse navigators time to go down and spend time in those clinics helping the providers do the introductions all the way through. So that's anyway that's just how it's kind of unfolding for us but it's.

0:22:39.310 --> 0:22:44.490  
Janet Richardson-Barce  
It's I think it's been pretty successful so far, a very limited. So far we've only visited probably.

0:22:45.410 --> 0:22:46.760  
Janet Richardson-Barce  
And doesn't independents.

0:22:47.550 --> 0:22:48.990  
Janet Richardson-Barce  
So anyway.

0:22:50.870 --> 0:22:51.370  
Janet Richardson-Barce  
That help?

0:23:0.470 --> 0:23:0.810  
Janet Richardson-Barce  
Ohh.

0:22:52.550 --> 0:23:6.50  
Susan Weidenbach [KDC]  
Yeah, you know, I am so happy to hear. They're not all in, you know, junctions or Garden City for example. I mean, you know what I mean? It's just a I, I'm sure you're exhausted.

0:23:8.690 --> 0:23:9.680  
Susan Weidenbach [KDC]  
Thank you.

0:23:8.550 --> 0:23:13.10  
Janet Richardson-Barce  
I have a special relationship with my safety belt in my car, no.

0:23:12.410 --> 0:23:13.560  
Susan Weidenbach [KDC]  
I am sure.

0:23:15.150 --> 0:23:18.220  
Janet Richardson-Barce  
No, it's it's all good. It's all good.

0:23:19.150 --> 0:23:19.720  
Susan Weidenbach [KDC]  
Thanks.

0:23:21.560 --> 0:23:21.780  
Janet Richardson-Barce  
That.

0:23:20.400 --> 0:23:21.910  
Dale Tower [KDC]  
Thanks Janet and Janet.

0:23:23.510 --> 0:23:25.220  
Dale Tower [KDC]  
Chris will go ahead and move to you.

0:23:26.860 --> 0:23:57.230  
Chris Buesing (Guest)  
Uh, so let's see, Kerry and Bernie are working really closely. So Bernie runs a report. I don't think she runs it every day, but then based on that report will reach out to all the patients that she screened and and things would be appropriate for the program. Then they got the handoff to Kerry and they reach out to the providers. We've gotten some better responses through our my chart messages to the providers.

0:24:9.710 --> 0:24:10.110  
Dale Tower [KDC]  
Yeah.

0:23:57.490 --> 0:24:16.100  
Chris Buesing (Guest)  
We seem to have at the end of February it it went quiet there for a couple of weeks, but it's picking back up. Dale, you heard we had 66 potential enrollments on Friday that they were working on. I didn't get an update this morning where they were because they were headed to.

0:24:17.300 --> 0:24:18.610  
Chris Buesing (Guest)  
Headed somewhere today?

0:24:19.870 --> 0:24:48.660  
Chris Buesing (Guest)  
Then last week we also got a chance to meet with our research team, which they've been doing this work for a long time and they gave us some great ideas of how they get better provider responses. That's been one of our opportunities is we'll get a message to provider and we won't hear back for a couple of weeks. And so Kerry is going to continue to meet with them to identify things that we can do to be in front of them and.

0:24:48.740 --> 0:24:49.980  
Chris Buesing (Guest)  
And to remind them.

0:24:50.660 --> 0:24:57.420  
Chris Buesing (Guest)  
Uh to definitely do that paperwork so that we can get connected back to the the patients quicker.

0:24:58.430 --> 0:24:59.240  
Chris Buesing (Guest)  
Umm.

0:25:0.10 --> 0:25:1.480  
Chris Buesing (Guest)  
I like the idea.

0:25:2.140 --> 0:25:20.940  
Chris Buesing (Guest)  
I'll share it with Kerry about KU calling before the appointments we're calling after appointments. I think Travis is team calls before. Also, I don't we're not going to switch to that holy, but there might be an opportunity where maybe with certain groups we can connect and reach out beforehand.

0:25:21.900 --> 0:25:32.650  
Chris Buesing (Guest)  
I know that we've got a meeting coming up with our ortho team. Hopefully it'll generate some more provider enrollment and connections in that aspect.

0:25:33.530 --> 0:25:38.160  
Chris Buesing (Guest)  
And I think that's kind of the high level of where we are.

0:25:39.410 --> 0:25:40.200  
Dale Tower [KDC]  
Thanks Chris.

0:25:40.720 --> 0:25:41.60  
Chris Buesing (Guest)  
Yep.

0:25:42.480 --> 0:25:44.370  
Dale Tower [KDC]  
And last but not least, Travis.

0:25:48.920 --> 0:25:49.650  
Travis (Guest)  
Yeah. So.

0:25:51.190 --> 0:26:21.420  
Travis (Guest)  
We have two reports we have, Mr. Reports. We got an ER, one that we do and a AMG, which is a our local. It's all of our medical groups that are associated with the Ascension in both in all three areas. So that the ER report has been the biggest challenge we have with that is we have patients that want to be reviewed, want to be referred and that we get and we're getting some traction with them. But it then it's trying to plug them into a primary care provider to get.

0:26:21.860 --> 0:26:22.720  
Travis (Guest)  
Signatures.

0:26:24.390 --> 0:26:48.230  
Travis (Guest)  
Physician signature that seems to be our biggest challenge with the ER party is is getting a physician to sign the form to get them completely enrolled. And so we're we're trying to, you know, we've had some doctors reach out and say that a doc you signed form might be a better option for them. So we're trying to identify those who that is. So we can maybe work with them a little more closely.

0:26:49.660 --> 0:26:55.240  
Travis (Guest)  
But we've done, the report continues to grow. So the first report I got was about.

0:26:56.630 --> 0:26:57.700  
Travis (Guest)  
800 visits.

0:26:58.560 --> 0:26:59.200  
Travis (Guest)  
And then.

0:27:0.120 --> 0:27:7.890  
Travis (Guest)  
As with that, it kind of diagnosis codes it's it's grown in anywhere between 7 to 10,000 visits over a course of a week.

0:27:8.560 --> 0:27:9.230  
Travis (Guest)  
So.

0:27:11.480 --> 0:27:16.950  
Travis (Guest)  
We, we, we we felt to that down by location. Wichita, Manhattan, Pittsburgh and then we filter it again by.

0:27:18.630 --> 0:27:25.510  
Travis (Guest)  
The provider for the diagnosis. And then there there's some catches in that giddy up where we get a specialist that.

0:27:26.190 --> 0:27:31.180  
Travis (Guest)  
Is the rent it's noted in the in the report as the rendering provider, but then it's you know.

0:27:31.840 --> 0:27:34.660  
Travis (Guest)  
It's like a nice specialist, but the the.

0:27:35.440 --> 0:27:46.500  
Travis (Guest)  
Diagnosis is, you know, chronic diabetes or something. So we know that they're not really the rendering provider, so we have to do a little digging, but we're we run that those reports come to me each Monday.

0:27:47.760 --> 0:27:50.930  
Travis (Guest)  
We filter and then we spend the week calling and.

0:27:52.150 --> 0:27:54.950  
Travis (Guest)  
The I think the biggest issue we have is.

0:27:55.780 --> 0:28:4.430  
Travis (Guest)  
When when we find someone that's interested trying to get a provider that's not already trained or educated, you know, to get a signature so.

0:28:5.960 --> 0:28:26.670  
Travis (Guest)  
The orthopedic side of things, we actually that's one of the clinics where we actually review their charts before the week of their clinic and then we go out and send notes to them within the ER and themselves to say, hey, we're we kind of complete that first form and then we sent it to him electronically to say hey send, you can sign this because it's your patients interested and it prompts the patient then to.

0:28:27.710 --> 0:28:29.740  
Travis (Guest)  
Have the conversation with the provider.

0:28:31.420 --> 0:28:38.750  
Travis (Guest)  
And at that orthopedic group, actually, I've talked to Jody. And so there's two locations that.

0:28:39.420 --> 0:29:9.500  
Travis (Guest)  
Seemed to be sending us the most referrals right now, so I've talked to Jody and Kendra. They're actually going to spend some time in those those kind of those position offices. So we'll have time couple couple hours up to four hours a week, maybe lot more 6 hours a week where they'll just be available in an office during that clinic time when providers are in. So when there's questions, they can bring it right to them and then they can kind of help help the office manager kind of manage the referrals that.

0:29:10.190 --> 0:29:12.630  
Travis (Guest)  
Are stacking up. We got one provider that has sent.

0:29:13.500 --> 0:29:27.10  
Travis (Guest)  
Multiple referrals, but where has multiple referrals to sign and you know it's a time commitment. We talked about this early on when we brought SKU on that. You know we're asking me to do one, one more thing, but it's still one more thing in there.

0:29:27.810 --> 0:29:31.90  
Travis (Guest)  
So we we've kind of, we're going to try to.

0:29:32.270 --> 0:29:35.270  
Travis (Guest)  
Carve out some time where we can go spend some time in those clinics where.

0:29:35.950 --> 0:29:39.960  
Travis (Guest)  
We're getting a lot of referrals, we're going to send that one of our coordinators there.

0:29:40.740 --> 0:29:51.320  
Travis (Guest)  
To look at the referrals that haven't been signed yet, review them and then go talk to the provider face to face and see if we can get weather in clinic to kind of take the take it off of the.

0:29:52.30 --> 0:30:1.250  
Travis (Guest)  
The clinic nursing team because they're you know this, this is a hand surgeon and they're down to staff. They just you know it's one more thing for them to kind of track and they can't do it so.

0:30:2.630 --> 0:30:17.240  
Travis (Guest)  
Manager ask. You know, I I just want Judy and I wouldn't talk to him and said, hey, what can we do from our standpoint to help you is like man if you had a someone that could help us with this piece. So we're going to look at that so that it's our ortho clinic and then our resident clinic.

0:30:18.590 --> 0:30:19.870  
Travis (Guest)  
Location because there's.

0:30:20.600 --> 0:30:29.370  
Travis (Guest)  
No, the resident clinic is there and then also our transition transitional Care clinic where folks that who don't have providers come out of the Ed referred to for continued care.

0:30:30.100 --> 0:30:41.840  
Travis (Guest)  
Our house in the same building, same floor, the same building. So we feel like we can kill two birds with one stone there. So that's something we're just kind of getting our arms around, looking, looking at what days are going to work and who's gonna do it. But.

0:30:43.30 --> 0:30:43.490  
Travis (Guest)  
Umm.

0:30:44.160 --> 0:31:5.600  
Travis (Guest)  
And then you know, really trying to focus our time right now is focused on who do we have already approved to, you know, who's already done the education. Let's spend some time with those providers, reach back out to them, get back in their offices, spend some time with them and kind of trying to foster a relationship so we can start, you know, keep the pipeline going.

0:31:6.730 --> 0:31:8.100  
Travis (Guest)  
But but overall.

0:31:9.150 --> 0:31:10.110  
Travis (Guest)  
I would say that.

0:31:11.420 --> 0:31:14.50  
Travis (Guest)  
MRI report has provided.

0:31:14.120 --> 0:31:14.400  
Travis (Guest)  
OK.

0:31:17.320 --> 0:31:38.970  
Travis (Guest)  
You know, it's been impactful in a positive way. I can't say that it's, you know been a land rush of, you know, intake on enrollments, but we certainly have a different viewpoint of what those enrollments look like. So you know, it's all about relationships. I think at this point for us and just building the relationship with the provider and finding ways to get in front of them more often.

0:31:41.110 --> 0:31:51.50  
Janet Richardson-Barce  
I have a question for you. Travis. Did you mention the two high performing clinics and then you also mentioned ortho in the residence clinic, are those the two high referring?

0:31:50.600 --> 0:31:53.550  
Travis (Guest)  
Those are the two. I'm sorry. Yeah, but yeah, those are the two high.

0:31:54.500 --> 0:31:54.840  
Travis (Guest)  
Yeah.

0:31:52.350 --> 0:32:24.300  
Janet Richardson-Barce  
OK, OK. I thought they might be OK. OK. And then can you let us know? I'm really interested. It sounds like you're ready to move to actually pairing your nurse navigators with some of these high producing clinics. I'm really interested in how that goes for them. So can you just as we go through these meetings and we're on these medical team meetings sometimes, could you just give quick updates or have, Jody, I just, we're trying to get our arms around time spent. I know Janet, she's got people that are assigned to some of our high producers.

0:32:24.820 --> 0:32:31.150  
Janet Richardson-Barce  
But I'm just trying to get a better idea for how to think about the time that kind of optimizes that visit.

0:32:34.50 --> 0:32:34.670  
Janet Richardson-Barce  
Exactly.

0:32:31.500 --> 0:32:43.740  
Travis (Guest)  
Right. It has a fruitful. I mean, that's really the question that's that's my hypothesis is that it's going to be fruitful, but I don't know that we have to jump in and kind of see what it is. So yeah, answer some of my own questions like.

0:32:44.860 --> 0:32:49.830  
Travis (Guest)  
If having someone on site you know exponentially increases enrollments will then.

0:32:50.730 --> 0:32:53.830  
Travis (Guest)  
It becomes a little easier than that, so I can just go out and say hey.

0:33:0.840 --> 0:33:1.110  
Janet Richardson-Barce  
Yeah.

0:32:55.80 --> 0:33:3.210  
Travis (Guest)  
I need a higher X amount of kind of coordinators and one is gonna start sticking them in offices right? But I don't want to do that. That's not going to be fruitful so.

0:33:2.740 --> 0:33:3.870  
Janet Richardson-Barce  
Yeah, yeah.

0:33:3.670 --> 0:33:23.20  
Travis (Guest)  
Uh, so that's over the next 30 days. That's gonna. That's kind of my push is let's really figure out what it is getting the offices. What are the questions they're asking? What kind of and what are we able to kind of help them improve on. And then if that seems like something that we could fits the bill that we could fix for them and we could start moving forward.

0:33:25.70 --> 0:33:30.840  
Travis (Guest)  
It's government 4, but yeah, I've tried to get some of those answers and I'll be be sure to give a brief update on how that's working.

0:33:31.720 --> 0:33:34.400  
Janet Richardson-Barce  
Good for you. Congratulations. That's a lot of good stuff.

0:33:38.510 --> 0:33:38.930  
Travis (Guest)  
Yeah.

0:33:36.820 --> 0:33:42.520  
Dale Tower [KDC]  
Thanks, Travis. And you know one of the things.

0:33:44.90 --> 0:33:58.820  
Dale Tower [KDC]  
Shannon and Chris and Travis, as far as trying to meet that first week in April is we've had discussion. We had a meeting with them Minnesota a week or so a week ago.

0:34:0.150 --> 0:34:9.180  
Dale Tower [KDC]  
And there are some steps that they don't take that we do. I just wanted to sit down and talk about it because.

0:34:10.640 --> 0:34:13.570  
Dale Tower [KDC]  
It may be something that would benefit our program.

0:34:15.130 --> 0:34:21.180  
Dale Tower [KDC]  
I just want to get your opinion and then we'll have a a greater discussion about it later in the month.

0:34:22.340 --> 0:34:29.670  
Dale Tower [KDC]  
At our summit, hopefully we've invited Minnesota to come actually to be with us at the summit.

0:34:30.390 --> 0:34:31.80  
Dale Tower [KDC]  
Ohm.

0:34:31.950 --> 0:34:56.560  
Dale Tower [KDC]  
But just a few ideas that they have that might eliminate some of the paperwork problems that you guys are have identified. And so that's really the focus of that meeting. That's why we wanted to do it in person, but certainly we'll make it work on a on a virtual basis. So anyway, thanks. The other thing when Kerry reported out.

0:34:58.360 --> 0:34:59.300  
Dale Tower [KDC]  
Had our.

0:35:0.520 --> 0:35:14.870  
Dale Tower [KDC]  
Our meeting with Odep just a few weeks ago, she gave some stats as far as how many records have been reviewed, how often they reviewed them, what the end result was.

0:35:15.630 --> 0:35:16.400  
Dale Tower [KDC]  
Ohh.

0:35:17.500 --> 0:35:27.430  
Dale Tower [KDC]  
So we're gonna be asking you guys to just to report that on a monthly basis, nothing complicated. It'll just be a spreadsheet.

0:35:28.320 --> 0:35:45.710  
Dale Tower [KDC]  
Uh, and we could talk a little bit more about that too later on, but I don't wanna create a. It's not gonna be a systems where you have to enter in a bunch of data or anything like that. We just need to be able to paint a picture for for anybody that.

0:35:48.260 --> 0:35:54.770  
Dale Tower [KDC]  
I I guess for me is Mr. from what I can tell in your conversations, Mr. reviews working.

0:35:56.430 --> 0:36:17.400  
Dale Tower [KDC]  
Other states I know in their presentations, they always say we you know these we go through so many records and then we narrow it down to 50 and we end up with five and that's what we're looking for. We'll send out a template that's should be easy certainly.

0:36:17.480 --> 0:36:47.280  
Dale Tower [KDC]  
So welcome to discussion or critique or complaints. Whatever it won't ask for much other than just the the number of records, the frequency of review, and and what the outcomes are. So I saw your face there, Janet. I don't. I'm not trying to create anything huge. It's just a we need to be able to capture that so we can talk about it intelligently to other people so.

0:36:50.220 --> 0:36:54.790  
Dale Tower [KDC]  
With that, I wanna talk about referral sources. I know we've been.

0:36:55.510 --> 0:37:1.980  
Dale Tower [KDC]  
We've been working on some other options and especially around.

0:37:3.530 --> 0:37:5.700  
Dale Tower [KDC]  
Employer input.

0:37:6.410 --> 0:37:17.280  
Dale Tower [KDC]  
Employer. We've done plenty of employer outreach. We're talking more about employer engagement, actually. Having employers that make referrals.

0:37:18.180 --> 0:37:31.130  
Dale Tower [KDC]  
Ohh, I'll ask Amanda Duncan to talk a little bit about their their new person they've hired for outreach, but I just wanted to say that just this.

0:37:32.30 --> 0:37:36.0  
Dale Tower [KDC]  
Last week we had four self referrals.

0:37:36.930 --> 0:37:50.610  
Dale Tower [KDC]  
On our website that came out of that of the work that he's doing down there so, so our employer engagement is working. All the different types of outreach that we're doing.

0:37:52.730 --> 0:37:59.640  
Dale Tower [KDC]  
Seems to be taking off so you can talk a little bit about John and what's what's up with him, Amanda.

0:38:0.470 --> 0:38:26.810  
Amanda Duncan  
Good morning. If you haven't met John Costello, he's quite a bundle of energy and he's very excited. He's been to a couple of large events. He's actually had 35 different events since he began in his position where he's reaching out and speaking to employers. Some of them are in a group setting, some are conference setting and then it's spurring a lot of 1 on ones or small group, you know, meeting with a couple at a time and so.

0:38:28.620 --> 0:38:58.270  
Amanda Duncan  
He he he has started doing a specific tracker for those events because we wanna really look back at the ROI just as they'll mentioned, we know that we've gotten some self referrals out of the events that he's attended and then he is developed at system. We haven't started yet tracking on social media posts. So working both through what is being put out on the retained channels, but then also amplifying that through our own or his personal.

0:38:58.360 --> 0:39:28.720  
Amanda Duncan  
Like LinkedIn account and so then we're gonna be tracking that as well. Like the number of clicks and likes or shares based on something we do similarly for just our internal website traction and then social media posting so so sharing those analytics on the back end. So we're happy to share any of that. He's been given very explicit instructions that app this time he's only working within local area for unless there is another event.

0:39:28.800 --> 0:39:40.290  
Amanda Duncan  
That comes up that he would either coordinate through day on a statewide like, have a table, or have a booth at this working well conference or this like the Kansas Chamber event. So he will not.

0:39:40.650 --> 0:40:6.630  
Amanda Duncan  
And but the goal is to not step on anybody's toes for him to, you know, maybe go into another area, but if there's a need or you need to have him come sit at a booth so you can attend a conference and then refer people back to him to hand out information all day at the booth. If you have a specific one off request, could he come attend this Chamber meeting with you or asherim event in your area is absolutely available to do that.

0:40:7.350 --> 0:40:39.140  
Amanda Duncan  
We just don't want him to do any of that organic outreach himself outside of the parameters of where he's working, where, where, local authors working with Ascension via Christi in the Wichita region. But we also know that there might be some statewide conferences that happen in your local area or that are a joint project. I believe when he spoke at the Kansas Chamber, then there was Stormont Vail. What were the people working the booth? So it worked very nicely. So he could say go out and see the booth. And then of course, if people came up from a different area.

0:40:39.260 --> 0:41:9.530  
Amanda Duncan  
Then they referred them to the right contact for the region that the employer was attending from. So we want this to benefit the whole state and can be very active in coordinating that with you or we can give you things to replicate that he has done. If if your workforce navigator wants to do that because this mackayla on our staff, Michaela think had been doing some of those events, but she just didn't have time because she was also then working with customers. You know, she had gone to a couple of Sherm meetings.

0:41:9.720 --> 0:41:39.690  
Amanda Duncan  
But this is his full focus. So again he can give you things to replicate or he can come assist in your area as needed. So he is very energetic and he wants to, you know, be out there doing things. And so just contact me, go through Dale, if you have a bigger request or wanna coordinate. You know he's found a couple of conferences that he's putting out. This is a good idea. But then who is the appropriate person is it him or is it somebody from your hospital system or your local workforce.

0:41:39.770 --> 0:41:40.60  
Amanda Duncan  
Or.

0:41:42.480 --> 0:41:43.270  
Dale Tower [KDC]  
Thanks, Amanda.

0:41:45.550 --> 0:42:7.140  
Dale Tower [KDC]  
We what are the state conferences? Certainly John has has brought up quite a few state conferences. And so anyway thanks. Thanks for that to John. But one of the the events we've been at the last couple of years and then the one that's coming up this year is the Charm Conference in September.

0:42:8.560 --> 0:42:33.370  
Dale Tower [KDC]  
We will have a booth there. We are submitting to present. We presented the first year last year they we weren't selected because they tried to rotate it around. We'll make application again this year to present, but I'll be asking and where is that? Leanne, where's the sheriff? Conferences. Your Phyllis on here. Phyllis, where is the Sheriff conference this year?

0:42:33.810 --> 0:42:34.760  
Phyllis LaShell [KDC]  
Overland Park.

0:42:35.340 --> 0:42:37.960  
Dale Tower [KDC]  
OK, Overland Park so.

0:42:41.620 --> 0:42:42.30  
Dale Tower [KDC]  
Yep.

0:42:36.780 --> 0:42:44.910  
Phyllis LaShell [KDC]  
Yeah. And if if you're going to be submitting for that, you probably need to get that done as soon as possible, because they are, they're working on that right now.

0:42:47.260 --> 0:42:48.430  
Phyllis LaShell [KDC]  
OK, OK.

0:42:45.320 --> 0:42:49.520  
Dale Tower [KDC]  
Yep, we're doing that. So. OK. Thanks, Phyllis.

0:42:49.450 --> 0:42:50.320  
Phyllis LaShell [KDC]  
Uh, you're welcome.

0:42:51.80 --> 0:42:51.790  
Dale Tower [KDC]  
Ohm.

0:42:52.790 --> 0:43:4.580  
Dale Tower [KDC]  
So anyway, we'll be calling on folks to help. Uh, man, the booth. And you know, like a man that said, if it's, if it's in your area, if you guys have ideas too, because.

0:43:6.10 --> 0:43:20.780  
Dale Tower [KDC]  
You know, state state conferences happen everywhere, so if any of you have any things that's coming up that looks like a good place for us to be, whether it's a booth, whether it's present, make sure you let us know.

0:43:24.680 --> 0:43:29.230  
Dale Tower [KDC]  
I wanted to touch call your. You wanna talk a little bit about?

0:43:30.680 --> 0:43:32.890  
Dale Tower [KDC]  
He's got the opportunity to present.

0:43:33.650 --> 0:43:40.640  
Dale Tower [KDC]  
In the near future, you wanna talk a little bit about who that's to and what it's all about. We're meeting this week to talk about it, so.

0:43:41.750 --> 0:43:43.10  
Collier Case  
Just briefly.

0:43:44.370 --> 0:43:45.870  
Collier Case  
One of our.

0:43:46.960 --> 0:43:54.690  
Collier Case  
Member organizations is Brown and Brown there and out of their division that it is.

0:43:56.200 --> 0:44:0.0  
Collier Case  
For non medical consulting.

0:44:1.200 --> 0:44:7.850  
Collier Case  
And and brokerage relationship. So primarily working in the life and disability lane and.

0:44:8.780 --> 0:44:12.260  
Collier Case  
They recently held a.

0:44:14.390 --> 0:44:18.860  
Collier Case  
Pregnancy Act continuing Ed program.

0:44:20.170 --> 0:44:23.180  
Collier Case  
That was promoted on it sort of a national basis.

0:44:24.30 --> 0:44:27.440  
Collier Case  
They had 175 employers.

0:44:27.950 --> 0:44:31.420  
Collier Case  
Uh represented 400 attendees.

0:44:32.560 --> 0:44:36.120  
Collier Case  
And they offered to do that here in our market.

0:44:36.930 --> 0:44:44.380  
Collier Case  
With a focus on our target employers in the Kansas and Missouri region.

0:44:46.330 --> 0:44:54.70  
Collier Case  
It would be a 45 minute program related to the Pregnancy Act and compliance issues that came out with that new.

0:44:55.270 --> 0:45:0.520  
Collier Case  
That new ruling or act that was passed late last year.

0:45:1.690 --> 0:45:16.240  
Collier Case  
Which deals with a lot with the commendation. So you get a lot of people who are involved with employee relations, accommodation, disability, return to work, type of issues. And as part of that program.

0:45:16.720 --> 0:45:27.590  
Collier Case  
Uh, we we would cope around with them and take 15 minutes of that program to inform the attendees who are getting some continuing Ed for.

0:45:29.120 --> 0:45:48.290  
Collier Case  
Sherm credits. We would inform them about the RETAIN works initiative, hopefully to get broader awareness within the HR community as well as employer, community and legal community, who would likely be attending that program.

0:45:49.10 --> 0:46:0.0  
Collier Case  
It's slated for noon on May 17th. I believe that's a Wednesday. I had a short planning meeting with them yesterday.

0:46:1.80 --> 0:46:4.610  
Collier Case  
To do some cobranding they will have.

0:46:6.210 --> 0:46:14.440  
Collier Case  
Sort of an infographic that will say a little bit about what the pregnancy Act issues are. The top, you know, top three things that.

0:46:15.140 --> 0:46:26.280  
Collier Case  
And they want to cover in that, and then we'll be able to add into that information about retain to provide just a little bit more marketing for our initiative.

0:46:29.670 --> 0:46:33.920  
Dale Tower [KDC]  
So thanks, Collier. Any questions for Collier? Anybody have?

0:46:39.510 --> 0:46:39.900  
Collier Case  
Yep.

0:46:37.220 --> 0:46:41.850  
Dale Tower [KDC]  
OK. Uh, thanks, Collier. We'll be talking to you in a couple days.

0:46:42.30 --> 0:46:42.410  
Collier Case  
Yep.

0:46:43.860 --> 0:46:54.310  
Dale Tower [KDC]  
Just wanted to mention that the next ECHO training is coming up this Thursday shot. I don't know if you wanna talk about that. What's the topic this time?

0:46:55.740 --> 0:47:25.250  
Shawna Wright  
Will be speaking on psychology, informed physical therapy, and we'll hear from Ashton Stubs at the KU health system. On that we have a really interesting case to share as well. I was excited to see a positive outcome with this was to someone who was in the treatment group returning to work in in a slightly different area after being off work for more than 100 days.

0:47:25.650 --> 0:47:32.360  
Shawna Wright  
So it's it's a really neat case that will get to hear about and and we'll learn more about the psychology informed physical therapy.

0:47:34.880 --> 0:47:35.650  
Dale Tower [KDC]  
Text shawna.

0:47:37.210 --> 0:47:48.800  
Dale Tower [KDC]  
So I didn't call on everybody, but anyone who I didn't call on. You have some brilliant highlights that you just gotta tell us. Speak up.

0:47:53.960 --> 0:47:56.370  
Dale Tower [KDC]  
Or any other topics we need to discuss.

0:48:2.830 --> 0:48:4.440  
Susan Weidenbach [KDC]  
OK, I'm gonna speak up.

0:48:4.830 --> 0:48:5.260  
Dale Tower [KDC]  
Go ahead.

0:48:6.490 --> 0:48:7.450  
Susan Weidenbach [KDC]  
Thanks everyone.

0:48:9.220 --> 0:48:14.300  
Susan Weidenbach [KDC]  
Doing a great job. Keep on keeping on. Eat it.

0:48:17.580 --> 0:48:18.90  
Amanda Ramsey [KDC]  
I do.

0:48:17.360 --> 0:48:19.320  
Dale Tower [KDC]  
Well, with. OK, go ahead.

0:48:19.800 --> 0:48:21.750  
Amanda Ramsey [KDC]  
I do have a couple updates we have.

0:48:20.620 --> 0:48:22.310  
Dale Tower [KDC]  
I mean, sure.

0:48:23.590 --> 0:48:57.220  
Amanda Ramsey [KDC]  
Umm audio recordings that will go out on digital radio advertisements pretty soon. We've got those in English and Spanish. We'll cover the whole state with those. We're just I think we just needed some to some audio quality or something needs updated and then we'll start putting those out and I can share those with you if you're interested and put them in the website under the RETAIN works toolkit that's in there. So you guys can access those and use those locally. If you have an opportunity to work with your local radio stations on any.

0:48:57.330 --> 0:49:26.990  
Amanda Ramsey [KDC]  
Public service announcements, so I'll be adding those when they're ready. The other thing is we are in the process of scheduling 3 live interviews for testimonials. And thank you to all those who have been helping with that. So we will be getting some video assets that we can share out on social media as well that we'll put in that toolkit for you. So I'm really excited about this things. And finally, I think we're, I don't know, the timeline.

0:49:27.340 --> 0:49:28.380  
Amanda Ramsey [KDC]  
That AAR.

0:49:29.870 --> 0:49:30.530  
Amanda Ramsey [KDC]  
Actually.

0:49:31.770 --> 0:49:56.430  
Amanda Ramsey [KDC]  
Interviewed one of the Wichita area participants who completed so we'll have kind of a kind of A2 pager, a newsletter that shares her story. And she was really neat. And it was a great interview in the in the story looked really good, too, that they've started to put together. So we'll be adding that. So I just wanted to update on that. We're finally getting some of that stuff out there for you. So thanks for all your help on that.

0:50:5.560 --> 0:50:6.680  
Collier Case  
Jail. You're on mute.

0:50:5.740 --> 0:50:14.460  
Dale Tower [KDC]  
Thanks, Amanda. OK, thanks. Thanks, Amanda. My phone decided to ring earlier, so I muted.

0:50:16.950 --> 0:50:42.820  
Dale Tower [KDC]  
Thank you all, I've said it before. I guess I'll say it again that you know to have this many people all committed to the same initiative is incredible. The success of what we're doing is all up to everybody that's on this call today and all of your staff, it's a, it's amazing to me that from where we started to where we are right now and where we're gonna go.

0:50:43.560 --> 0:50:47.250  
Dale Tower [KDC]  
That we have this many committed people.

0:50:48.750 --> 0:50:55.800  
Dale Tower [KDC]  
That's still attend these meetings. They're still in there. You're all in. It's an incredible feeling just to know that.

0:50:57.40 --> 0:50:59.350  
Dale Tower [KDC]  
That you guys are leading this project.

0:51:0.70 --> 0:51:11.660  
Dale Tower [KDC]  
And we're making an impact in the state of Kansas. And so I all I can say is thank you all. Thank you so much for the time and the energy.

0:51:12.430 --> 0:51:14.660  
Dale Tower [KDC]  
Uh that you putting into the program?

0:51:16.480 --> 0:51:18.230  
Dale Tower [KDC]  
I have nothing further.

0:51:19.280 --> 0:51:22.940  
Dale Tower [KDC]  
Hope you guys have a great rest of your day and the rest of your week.

0:51:28.610 --> 0:51:28.850  
Collier Case  
Right.

0:51:25.640 --> 0:51:30.390  
Dale Tower [KDC]  
I'm available if you need me for anything, so just give me a holler.

0:51:31.250 --> 0:51:33.480  
Dale Tower [KDC]  
Ohh, we'll see everybody.

0:51:34.750 --> 0:51:35.120  
Collier Case  
Say.

0:51:35.340 --> 0:51:36.750  
Susan Weidenbach [KDC]  
By everyone thinks.

0:51:36.370 --> 0:51:37.10  
Jeana Payne [KDC]  
Hey, guys.

0:51:36.920 --> 0:51:37.370  
Phyllis LaShell [KDC]  
I.

0:51:37.140 --> 0:51:37.970  
Janet Richardson-Barce  
Thank you.