

CONSOLIDATE!

BEFORE IT'S TOO LATE.

OR LEARN TO SOLVE A RUBIK'S CUBE

WHAT IS A CONSOLIDATION?

GREAT CONSOLIDATIONS THAT WORK



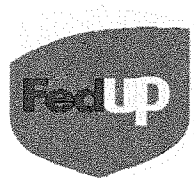
GREAT CONSOLIDATIONS THAT WORK



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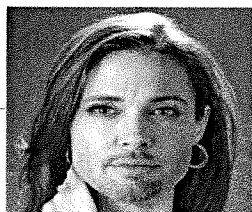
CONSOLIDATIONS THAT DON'T WORK



CONSOLIDATIONS THAT SHOULDN'T WORK, BUT SOMEHOW DO



CONSOLIDATIONS THAT ARE JUST WRONG



MANPOWER-PURCHASING POWER-EDUCATIONAL OPPORTUNITY
INCREASED CHANCE TO PRACTICE-INCREASED REVENUE-FINANCIAL STABILITY
CHANCE TO GROW YOUR OWN
SEPARATION FROM FIRE DEPARTMENT POLITICS

REASONS TO CONSOLIDATE

MANPOWER-AMBULANCES ARE DAMN EXPENSIVE
WE TAKE UP SPACE

REASONS FIRE WANT YOU OUT

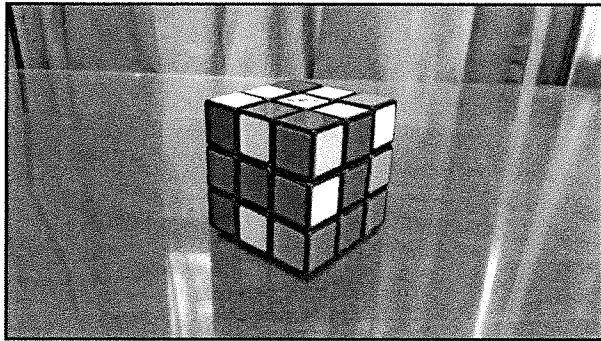
PRIDE-NOT ON MY WATCH-THEY HAVE TOO MANY PROBLEMS
TOO EXPENSIVE FOR THE COMMUNITY
FRANKLY, THEY'RE JERKS

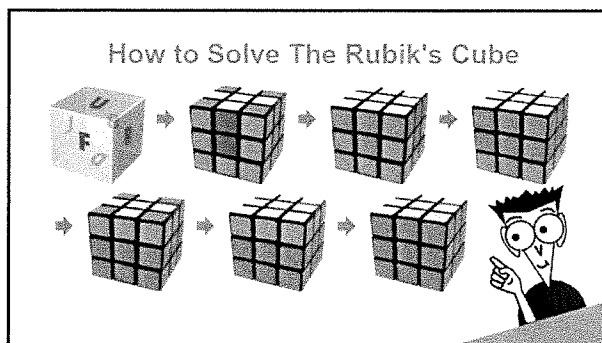
REASONS WHY YOU DON'T WANT TO CONSOLIDATE

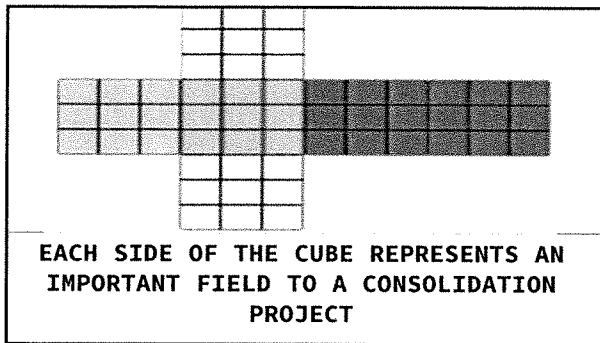
BUT LANCE, HOW DO I CONSOLIDATE OUR
AMBULANCE SERVICES?

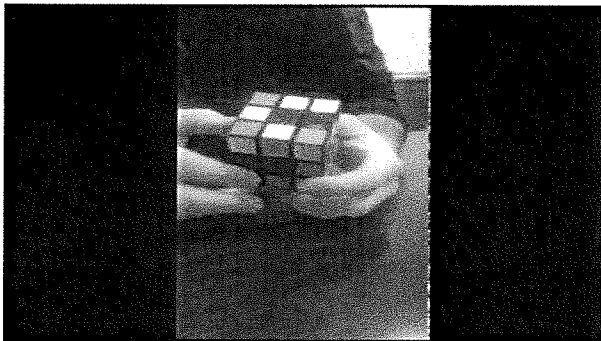
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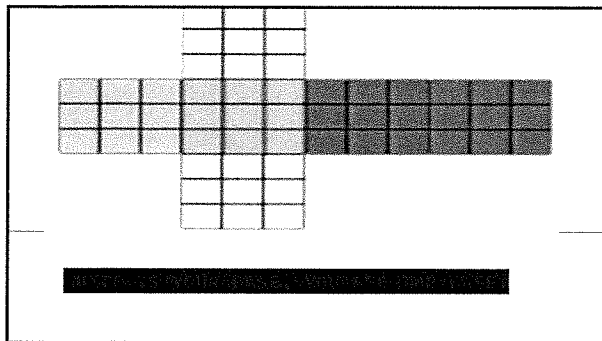
I'M GLAD YOU ASKED



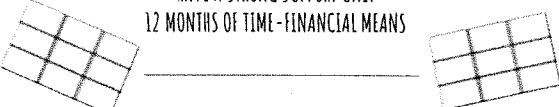








YOU MUST BE READY AND PREPARED-LOTS OF PHONE CALLS
LOTS OF LITTLE MEETINGS- COMMUNITY CONNECTIONS
LEARN THE ANSWERS BEFORE THE QUESTIONS-DEVELOP A THICK SKIN
HAVE A STRONG SUPPORT UNIT
12 MONTHS OF TIME-FINANCIAL MEANS



YOU WILL BE THE FOUNDATION FOR YOUR AGENCY

DATA COLLECTION-HOW MANY CALLS BETWEEN THE LOCALES
HOW MANY ARE MISSED-HOW MANY ARE NEEDING ALS
HOW MUCH ARE AGENCIES NEAR YOU COLLECTING FOR AMBULANCE CALLS
IS THERE A HOSPITAL OR HOME IN YOUR AREA

YOU WILL NEED A LOT BEFORE YOUR FIRST MEETING

TALK TO CHIEFS
TALK TO OTHER STAKEHOLDERS-CONTACT ATTORNEY
CONTACT BILLING SPECIALIST-CONTACT REGION
CONTACT STATE

YOU WILL NEED A LOT BEFORE YOUR FIRST MEETING

KNOW THE BUSINESS STRUCTURE YOU WANT
MUNICIPAL-COOPERATIVE-CONSORTIUM-NOT FOR PROFIT

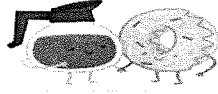
YOU WILL NEED A LOT BEFORE YOUR FIRST MEETING

BOARD STRUCTURE
HOW WILL YOU GET YOUR INAUGURAL BOARD
WHO'S QUALIFIED FOR YOUR BOARD-

YOU WILL NEED A LOT BEFORE YOUR FIRST MEETING

AND FINALLY THE MOST IMPORTANT THINGS FOR YOUR
MEETING

WHAT ARE YOU HAVING FOR SNACKS



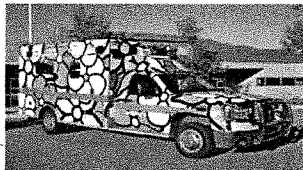
AND FINALLY THE MOST IMPORTANT THINGS FOR YOUR MEETING

WHAT ARE YOU GOING TO CALL IT



AND FINALLY THE MOST IMPORTANT THINGS FOR YOUR MEETING

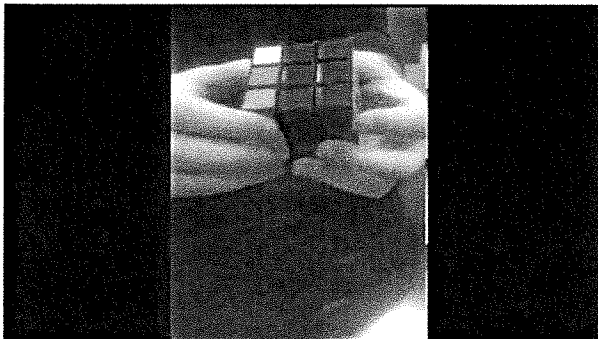
WHAT COLOR WILL YOU PAINT THE AMBULANCES

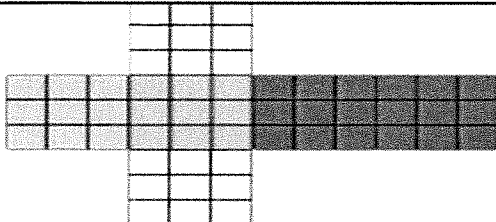


AND FINALLY THE MOST IMPORTANT THINGS FOR YOUR MEETING

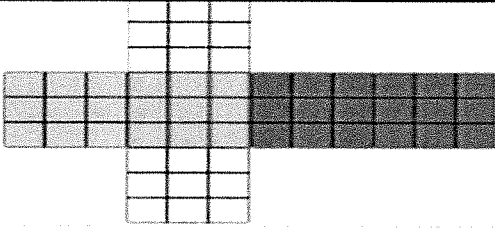
MONEY FOR THE ATTORNEY-ATTORNEY WILL DO NFP STUFF
YOU WILL DO THE PAPERWORK FOR THE CON-MEETINGS AND MEETINGS
FIRST BOARD MEETING OF PERSPECTIVE DIRECTORS
DETERMINE WHO WILL BE YOUR MOUTHPIECE-CONTACT MEDIA

THEY SAID YES! NOW THE WORK HAPPENS.





EACH SIDE OF THE CUBE REPRESENTS AN
IMPORTANT FIELD TO A CONSOLIDATION
PROJECT




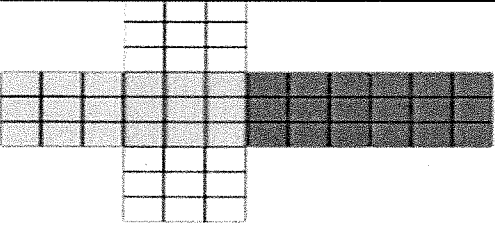
BLUE IS SUBJECT MATTER EXPERTS

ATTORNEY WILL HELP WITH HSP-LETTER OF INCORPORATION-DRAWINGS-ADVICE REGARDING BUSINESS STRUCTURE-HOW TO HAVE YOUR FIRST BOARD MEETING-HELP GET YOUR EIN-CHARITABLE DEDUCTIONS-TAX EXEMPTION NUMBER

BILLING COMPANY-NPI#, MEDICARE APPLICATION-MEDICAID APPLICATION-SET UP LIT & DIRECT PAYMENT ACCOUNTS-EXPLAIN BILLING REQUIREMENTS AND LAWS

REGION AND STATE EMS OFFICES-8003377-ALL OF THE OTHER TANCY FORMS

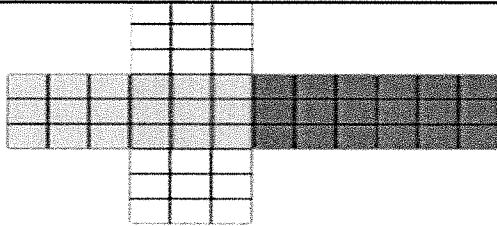




ORANGE IS COMMUNITY SUPPORT

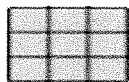
SUPPORT FROM YOUR AGENCY MEMBERS (CHIEFS/CAPTAINS)-TOWN BOARDS
MUTUAL AID-FUTURE MEMBERS-DISPATCH-TOWN SUPERVISORS

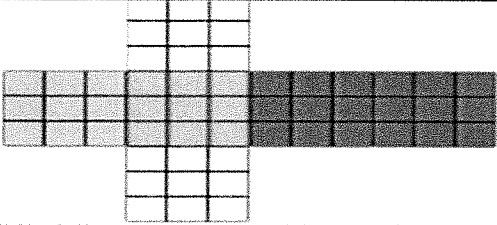




GREEN IS THE COLOR OF MONEY

SEED MONEY FOR THE PROJECT
TAX DISTRICT-CONTRACT FOR SERVICE-BILLING
EQUITY FROM THE COMPANIES CONSOLIDATING






**RED IS THE BOARD OF DIRECTORS
AND PR PERSON**

HOW DO WE PICK THE FIRST SLATE OF DIRECTORS-QUALIFICATIONS

GOING FORWARD HOW DO WE RENEW OR APPOINT

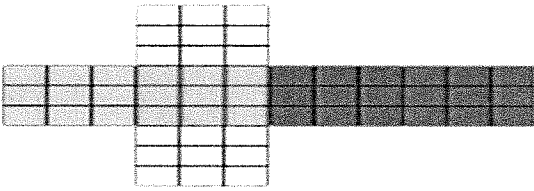


BOARD MEETS WITH BILLING COMPANY OUTLINES BILLING
BOARD RATIFIES MEMBERS STRUCTURE AND BYLAWS
OUTLINES WHO IS DECISION MAKER
BOARD MEETS MEDICAL DIRECTOR

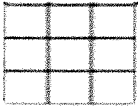
**YOU KEEP THE PROJECT MOVING BUT THE BOARD MAKES
DECISIONS**

KEEP YOUR PROJECT FRONT AND CENTER
RECRUIT
ASSIGN TASKS TO THE DEVOTED

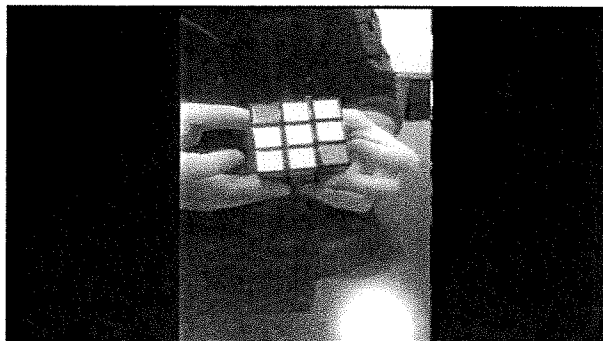
ONCE THE PAPERWORK IS IN YOU THINK YOU CAN BREATHE.
NOT YET. ALMOST.



THERE IS ONE COLOR LEFT.



YELLOW IS PATIENCE AND TRANSPARENCY

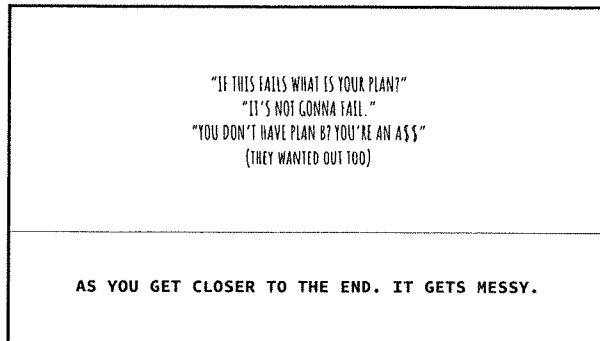


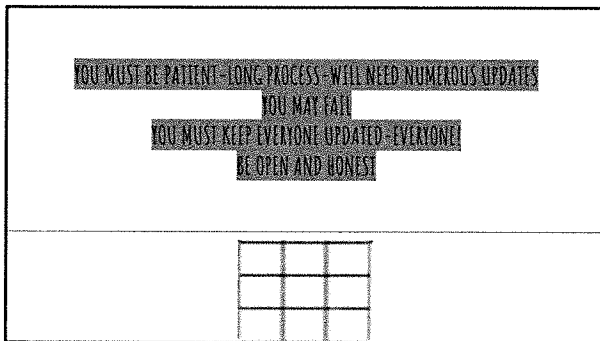
"LANCE RONAS IS A SCHISTER" - FIREFIGHTER0401
"BRAVO, YOU DESERVE AN OSCAR FOR THAT PERFORMANCE." - BELAIR 57
"LANCE RONAS STOLE OUR AMBULANCE." - MR. ANTWERP
"ALL HE'S DOING IS CREATING HIS OWN JOB AND HE'S GOING TO SCREW THAT UP
AND WE'RE GOING TO BE SCREWED TOO." - FORMER BEST FRIEND

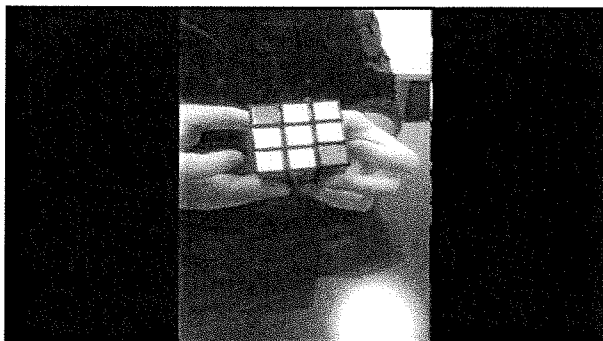
AS YOU GET CLOSER TO THE END. IT GETS MESSY.

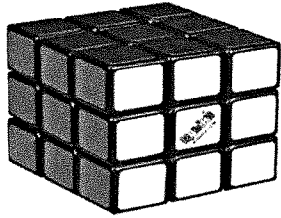
"(TOWN NAME) DOESN'T WANT TO GO THROUGH WITH THIS. TAKE US OFF THE TABLE."
"WE'VE CHANGED OUR MINDS. PUT US BACK ON THE TABLE."

AS YOU GET CLOSER TO THE END. IT GETS MESSY.

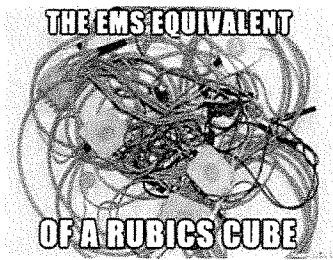








YOU DID IT! INSPECTIONS. NEED LETTER FROM SUPERVISOR
AND THEN IT'S ALL SMOOTH SAILING.....



THE EMS EQUIVALENT

OF A RUBICS CUBE

QUESTIONS?

Lance Ronas: irasems0952@gmail.com or 315-642-8000
