

CONSOLIDATE!

BEFORE IT'S TOO LATE.

OR LEARN TO SOLVE A RUBIK'S CUBE

WHAT IS A CONSOLIDATION?

Just putting two or more groups with a similar goal together. It's nothing to be over thought of.

GREAT CONSOLIDATIONS THAT WORK



GREAT CONSOLIDATIONS THAT WORK



GREAT CONSOLIDATIONS THAT WORK



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

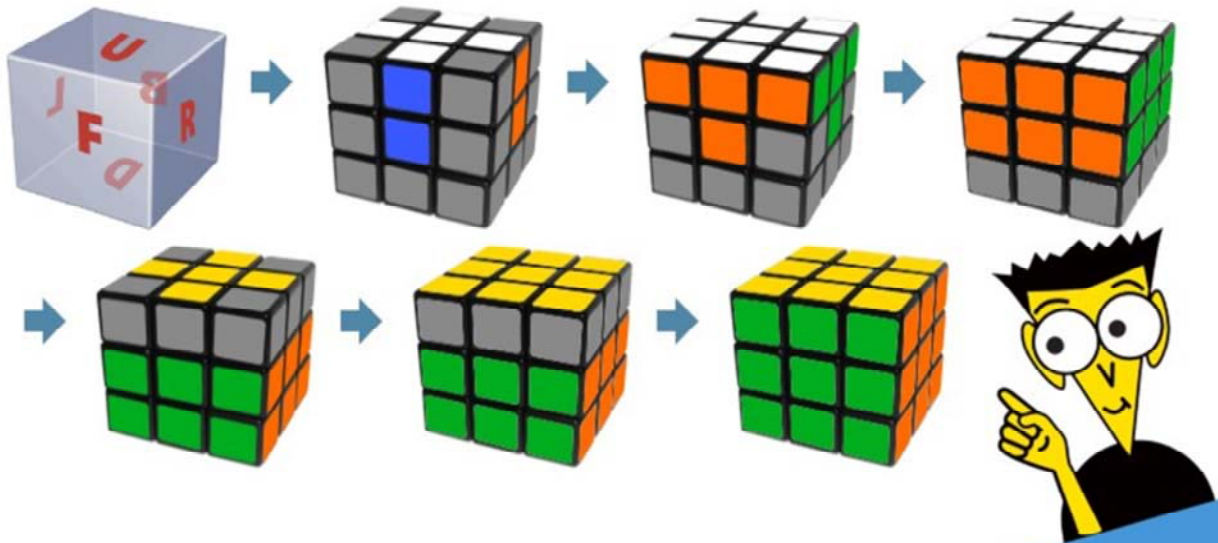
BUT LANCE, HOW DO I CONSOLIDATE OUR
AMBULANCE SERVICES?

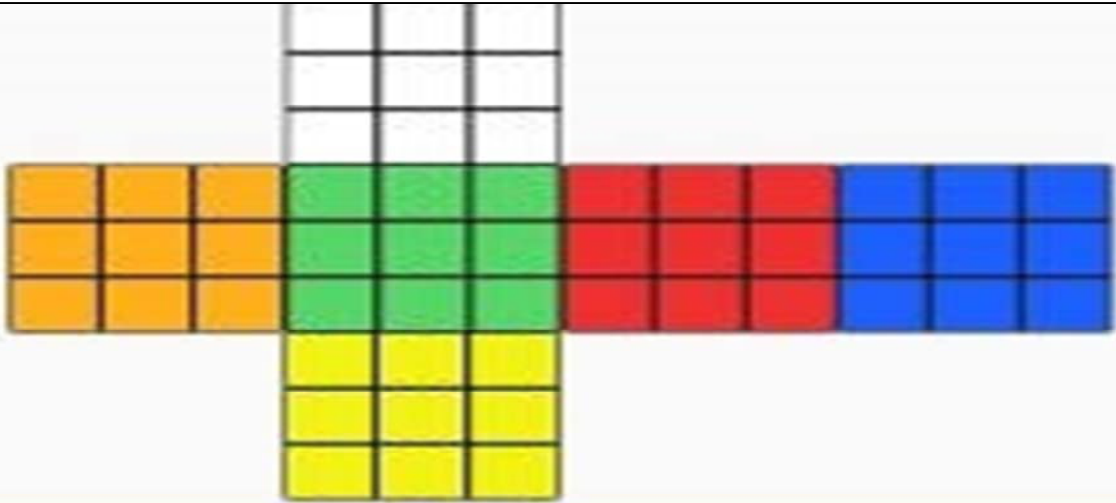
BUT LANCE, HOW DO I CONSOLIDATE OUR
AMBULANCE SERVICES?

I'M GLAD YOU ASKED

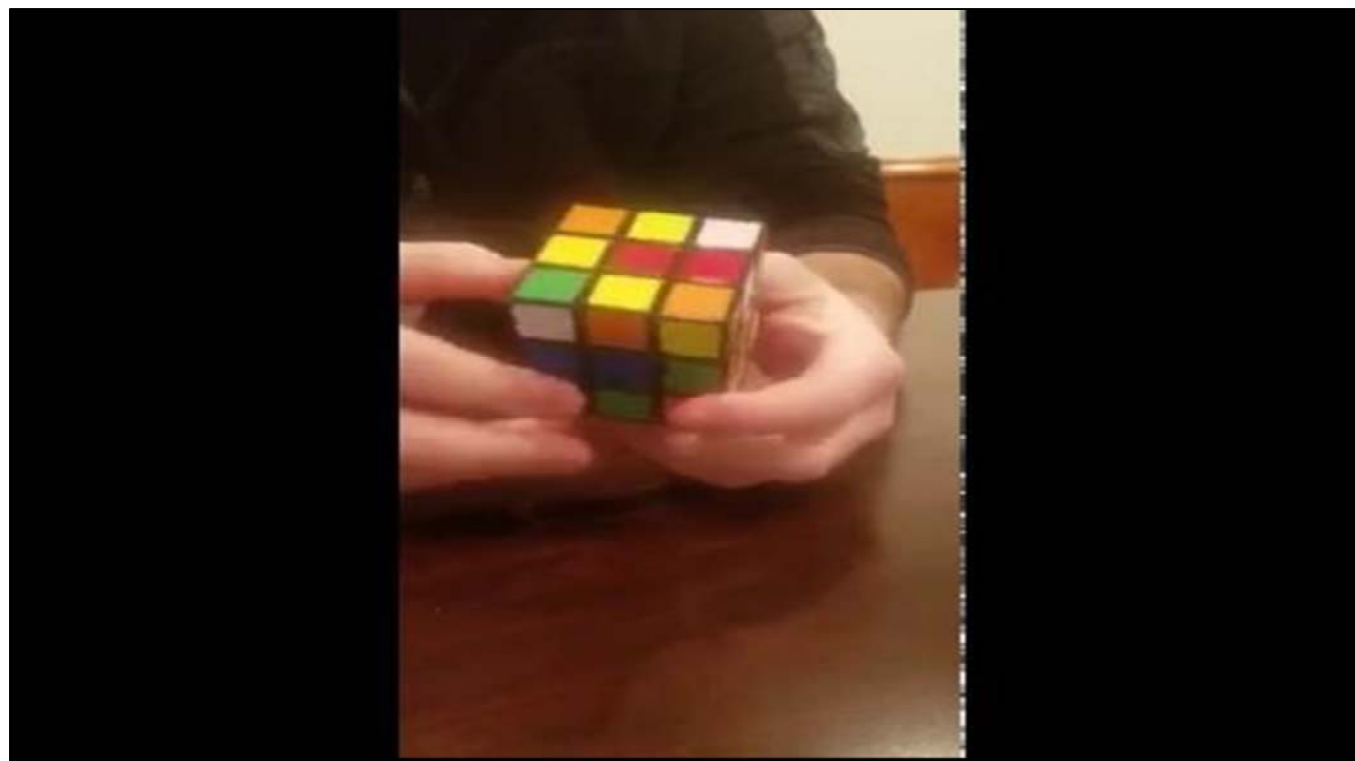


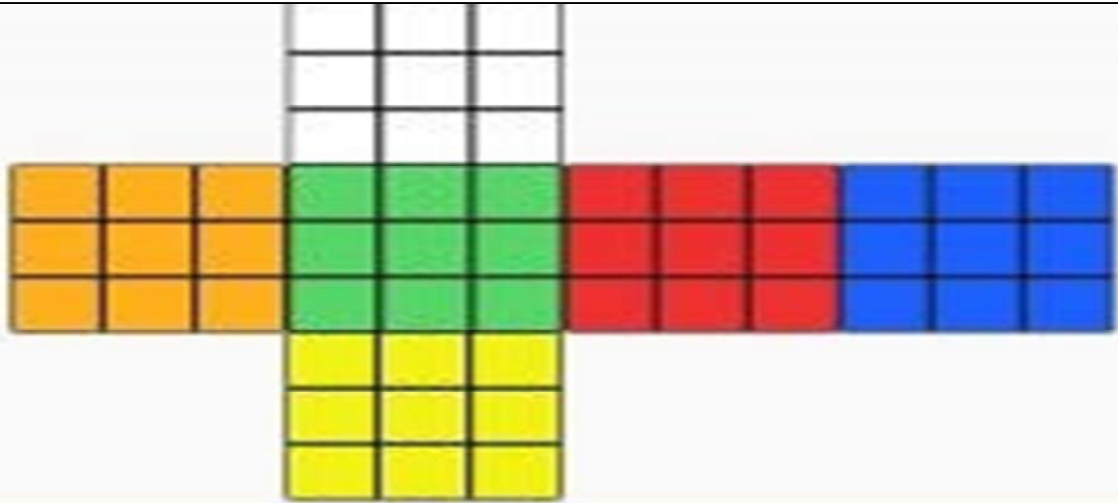
How to Solve The Rubik's Cube





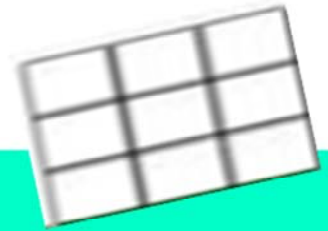
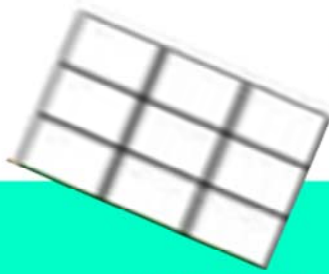
**EACH SIDE OF THE CUBE REPRESENTS AN
IMPORTANT FIELD TO A CONSOLIDATION
PROJECT**





WHITE IS YOUR BASE. YOU ARE THE BASE.

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

Stake holders include mutual aid. DANA

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

YOU WILL NEED A LOT BEFORE YOUR FIRST MEETING

Municipal is local govt operation-cooperative is an agency that has services that has services provided to you-consortium is a group of companies that work together to provide their services-NFP

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

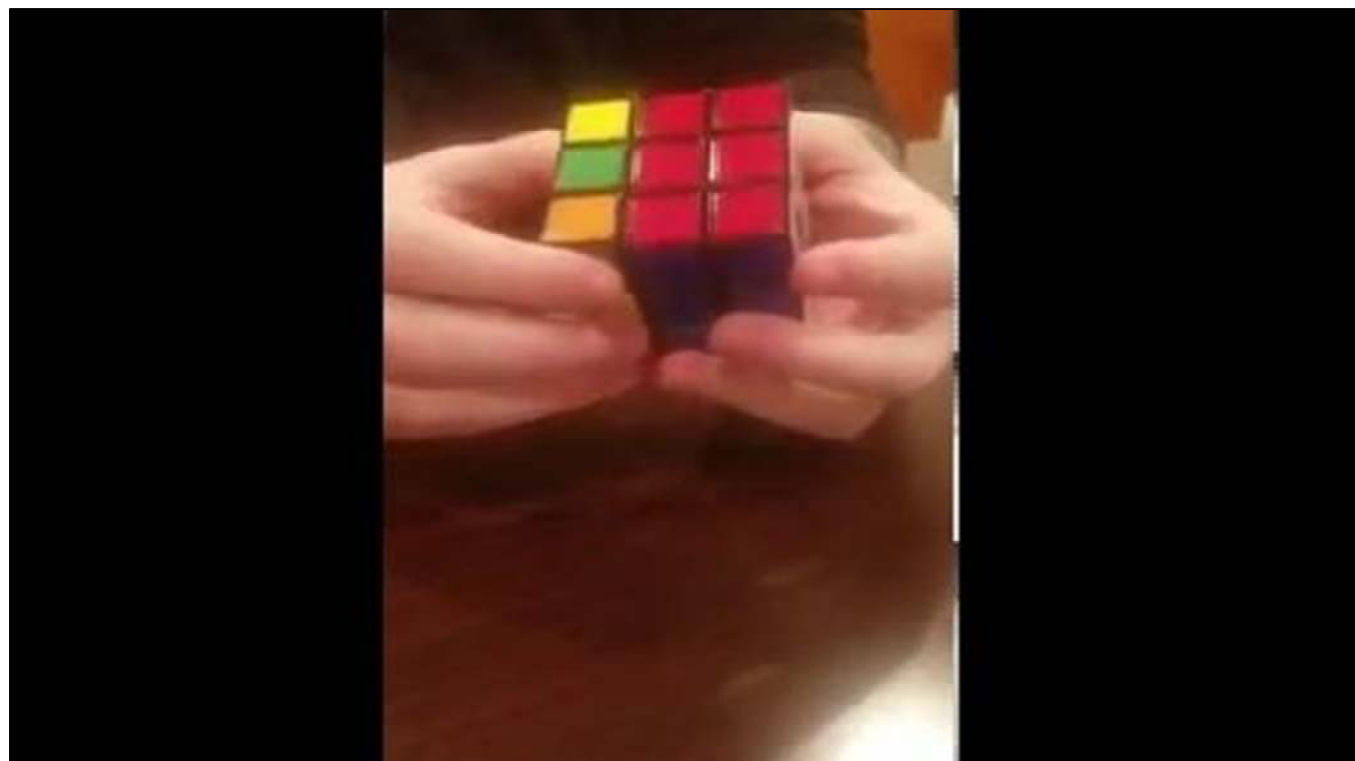
WHAT COLOR WILL YOU PAINT THE AMBULANCES

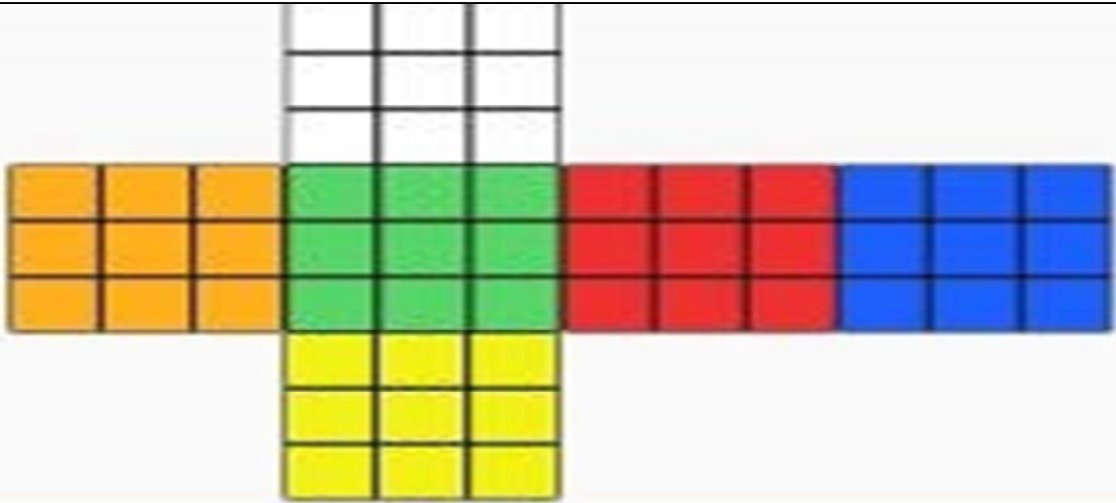


AND FINALLY THE MOST IMPORTANT THINGS FOR YOUR MEETING

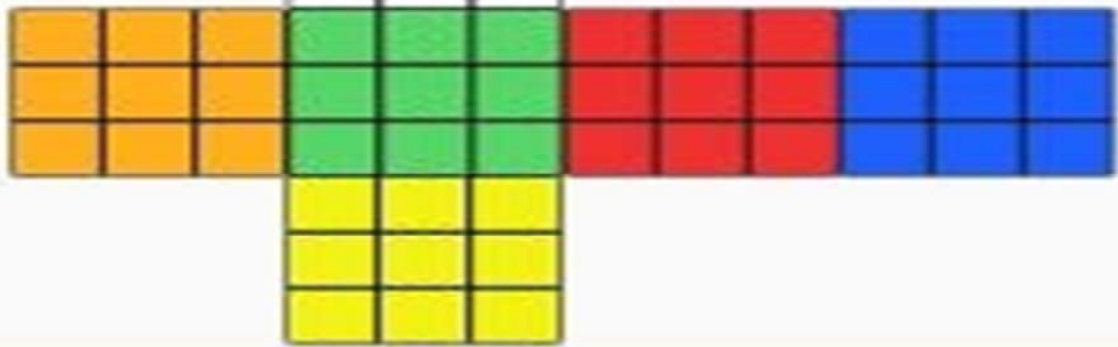
MONEY FOR THE ATTORNEY-ATTORNEY WILL DO NFP STUFF
YOU WILL DO THE PAPERWORK FOR THE CON-MEETINGS AND MEETINGS
FIRST BOARD MEETING OF PERSPECTIVE DIRECTORS
DETERMINE WHO WILL BE YOUR MOUTHPIECE-CONTACT MEDIA

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-REGION HELP-STATE HELP-BILLING COMPANY

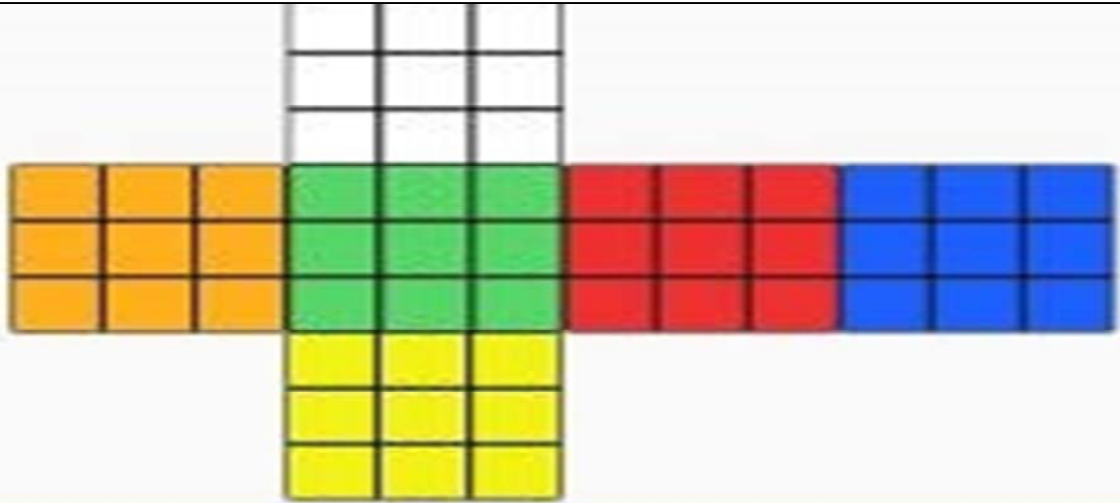
ATTORNEY WILL HELP WITH NFP-LETTER OF INCORPORATION-BYLAWS-ADVICE REGARDING BUSINESS STRUCTURE-HOW TO HAVE YOUR FIRST BOARD MEETING-HELP GET YOUR EIN-CHARITABLE EXEMPTIONS-TAX EXEMPTION NUMBER

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

REGION AND STATE EMS OFFICES-DOH3777-ALL OF THE OTHER FANCY FORMS



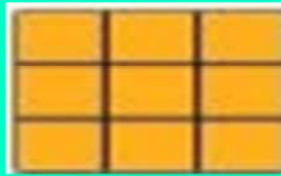
ATTORNEY-REGION HELP-STATE HELP-BILLING COMPANY



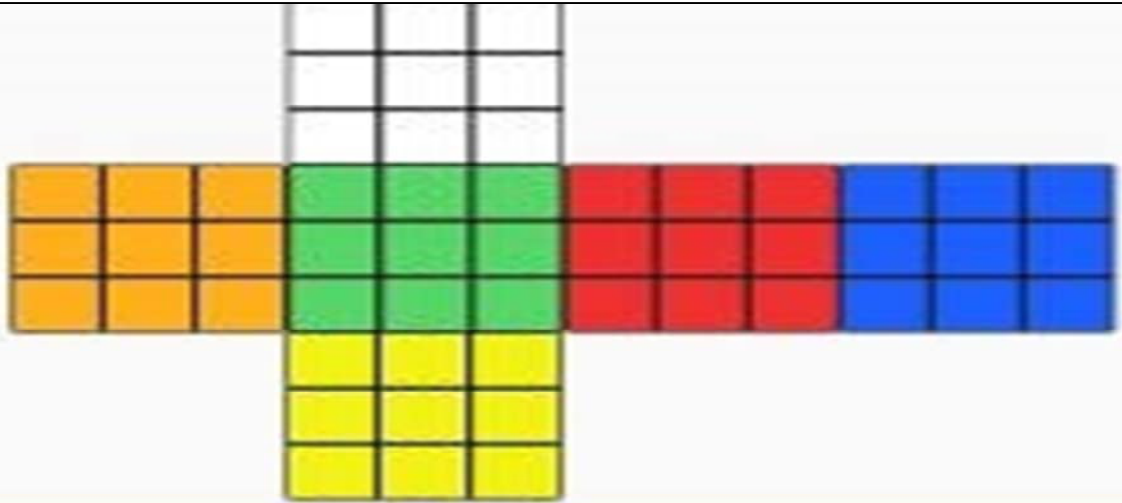
ORANGE IS COMMUNITY SUPPORT

FIRE CHIEF AND FIRE FIGHTERS-POLITICAL HELP-GENERAL PUBLIC ANNNND
FUTURE MEMBERS

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



FIRE CHIEF AND FIRE FIGHTERS-POLITICAL HELP-GENERAL PUBLIC ANNNNDDD
FUTURE MEMBERS DISPATCH WILL NEED TO FIGURE OUT HOW TO TONE YOU
OUT. SUPERVISORS ARE INTEGRAL TO WHO GETS ACTIVATED.



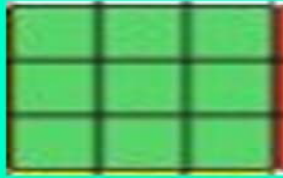
GREEN IS THE COLOR OF MONEY

MONEY FROM TOWNS-BILLING-HOW MUCH WILL YOU NEED TO START

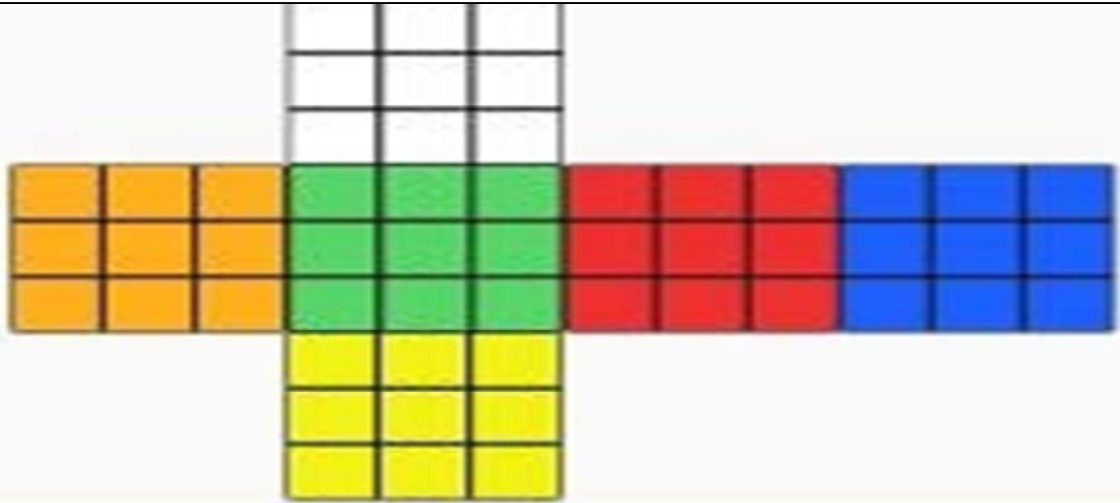
SEED MONEY FOR THE PROJECT

TAX DISTRICT-CONTRACT FOR SERVICE-BILLING

EQUITY FROM THE COMPANIES CONSOLIDATING



You'll need start up money. MONEY FROM TOWNS-BILLING-HOW MUCH WILL YOU NEED TO START



**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



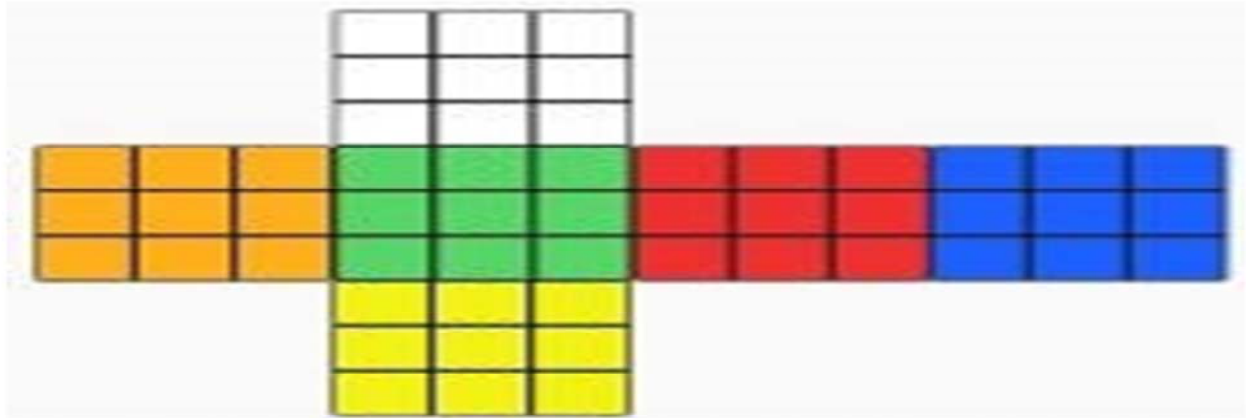
What kind of experience? Who is eligible? What will their role within the company be

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**

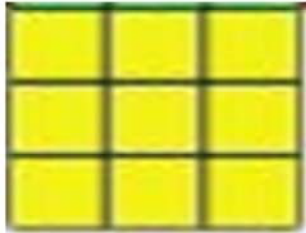
KEEP YOUR PROJECT FRONT AND CENTER
RECRUIT
ASSIGN TASKS TO THE DEVOTED

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



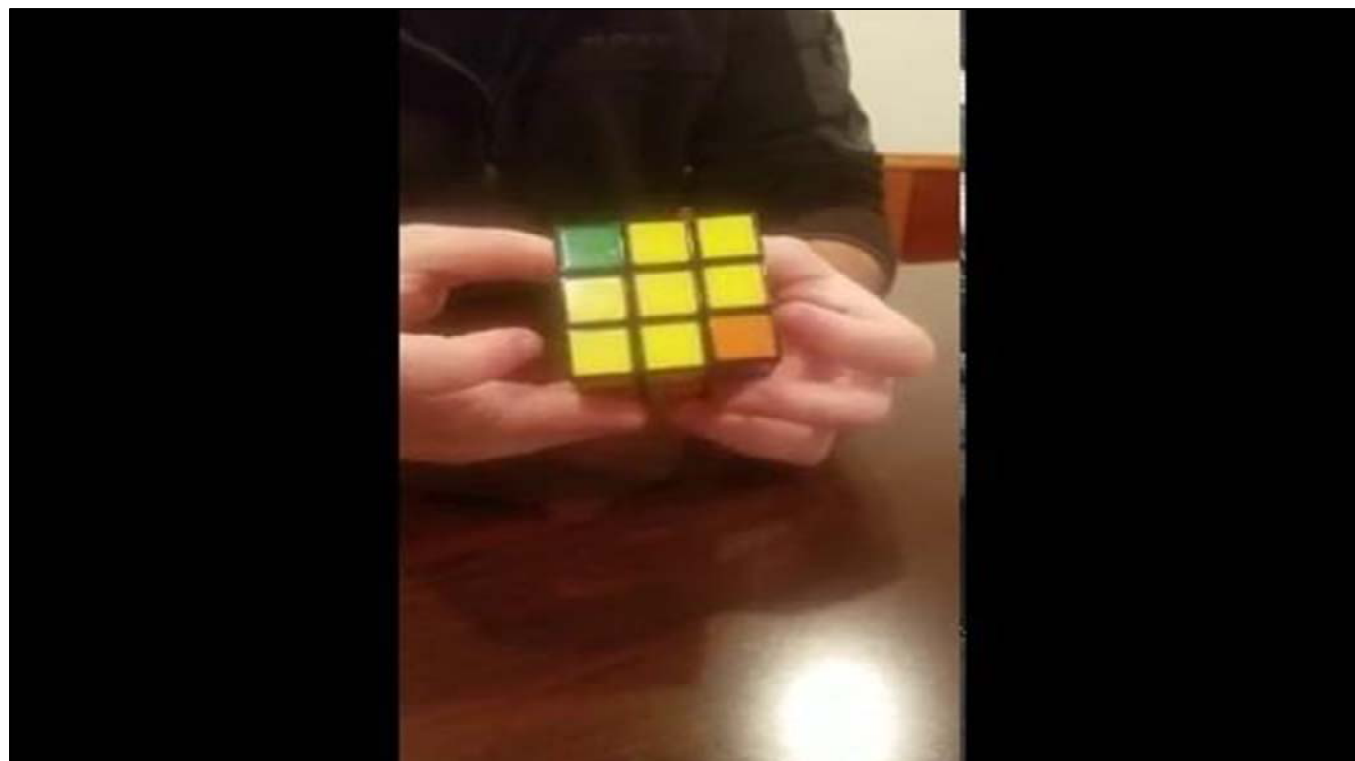
THERE IS ONE COLOR LEFT.

Your integrity, perseverance, character, everything will go out the window the second you look like your lying.



YELLOW IS PATIENCE AND TRANSPARENCY

Your integrity, perseverance, character, everything will go out the window the second you look like your lying.



"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.

"IF THIS FAILS WHAT IS YOUR PLAN?"
"IT'S NOT GONNA FAIL."
"YOU DON'T HAVE PLAN B? YOU'RE AN A\$\$"
(THEY WANTED OUT TOO)

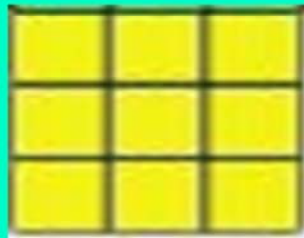
AS YOU GET CLOSER TO THE END. IT GETS MESSY.

YOU MUST BE PATIENT-LONG PROCESS-WILL NEED NUMEROUS UPDATES

YOU MAY FAIL

YOU MUST KEEP EVERYONE UPDATED-EVERYONE!

BE OPEN AND HONEST



Your integrity, perseverance, character, everything will go out the window the second you look like your lying. Three tries.

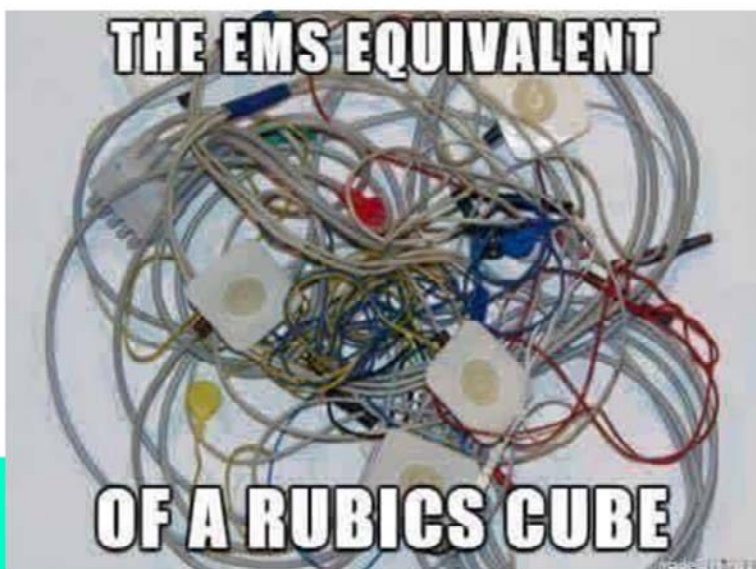




**YOU DID IT! INSPECTIONS. NEED LETTER FROM SUPERVISOR
AND THEN IT'S ALL SMOOTH SAILING.....**

Your integrity, perseverance, character, everything will go out the window the second you look like your lying.

THE EMS EQUIVALENT



OF A RUBICS CUBE

QUESTIONS?

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