The HEATIPS Breakthrough Series Webinars



#6 Communication with Nurses

Relationship-Based Nurse Communication

Master Relationship-Based Communication Skills That Heal































The HCAHPS Sponsors: Breakthrough Series Webinars





























































Relationship-Based Nurse Communication

Master Relationship-Based Communication Skills That Heal

HCAHPS Domain – Communication with Nurses

Survey Question #1: Empathize

During this hospital stay, how often did nurses treat you with courtesy and respect?

Survey Question #2: Listen

During this hospital stay, how often did nurses listen carefully to you?

Survey Question *3: Educate

During this hospital stay, how often did nurses explain things in a way you could understand?

The three questions in shorthand, are really about:

- 1. Relationship-Based Empathy
- 2. Relationship-Based Listening
- 3. Relationship-Based Educating

Domain Owners:

Leaders, COO, CNO/DON, Nurse Directors/Managers, Nurse Supervisors, Team Leaders

Domain Staff Owners:

RN, LPN, CAN, and everyone who has the privilege of walking into a patient's room and understands their power to communicate a healing presence.

Current National Threshold is:

(Rated a 4 – "Always")

75.18%

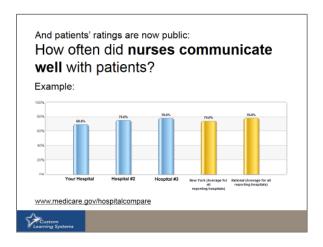
What's Yours?	0/
What is I dulis.	/\



*

Why Communication with Nurses Matters

When a patient survey asks patients: Please rate the "**skill of the nurse**," what are patients really rating?



Communication is a Vital Sign

"Good communication with patients is as vital as vital signs." -Michael Gibbons

The 6th and 7th Vital Signs

"If pain is the 6th vital sign, then think of communication as the 7th!" -Glenys Jenkins, RN

Good communication heals when it

- Provides support
- Relieves isolation
- Reflects back the patient's "best self"
- Reminds the individual of his/her identity **beyond** being a patient
- Ensures safety

"Good communication requires a relationship!"
-Barry Bub, MD, Communication Skills That Heal. Radcliffe Publishing Ltd, 2006

What Patients Value the Most

"And there was the utter void created by the **longing for warmth** of human contact. A **warm** smile and an outstretched hand were valued even above the offerings of modern science, but the latter were far more accessible than the former." –Norman Cousins, Anatomy of an Illness, 1979





Because how health care providers **communicate** is

- #1 predictor of HCAHPS success
- #1 factor re: patients' non-compliance
- #1 reason 50% of meds are taken incorrectly
- #1 cause of preventable medical errors
- #1 cause of malpractice litigation
- #1 cause or re-admits

Ouestion:

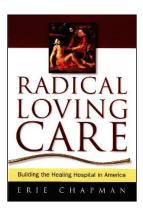
Why is quality nurse-patient communication important to you?

Crucial Leadership Engagement Best Practice

Inspirational Story/Proclaiming Moment/Daily Reflection

Erie Chapman





Question: How do you feel when you hear an inspirational true story?

The Value of Inspirational Stroytelling

"Inspirational stories are referenced in everything that we are doing to improve patient and employee satisfaction. They are changing our culture and keeping us focused on the positive. They help keep our strength up and validate our efforts. We start every leadership meeting with a true story of exceptional staff service."

- Becky Ashton, CEO, Herrin Hospital, Herrin, IL





Recommendation: Use the Power of Inspiring Stories

They remind us of healthcare's human connection, without preaching.

Begin every meeting with a story about;

- a healing relationship with a patient
- service above and beyond the call
- a family's devotion and care
- a deep human experience in healthcare

Recommendation: Use the Power of "Teaching Stories"

They illustrate the "how to" of nursing:

- explaining
- generating options
- advocating
- anticipating
- informing
- supporting,
- validating
- preparing for future

Ask Each Other

"Tell me something about the patient that is not on their chart?"

Relationship-Based Communication Check-Up

- Are you attuned to patients' individuality?
- Are you sensitive to patients' emotional and cultural needs?
- Do you value the "privileged intimacy" that comes with your job?







Specific Best Practices

Four Specific Best Practices;

- 1. Team Mission Statement
- 2. Chat Time
- 3. AIDET & SERVE
- 4. Bedside Reporting

1. Team Mission Statement

Question: What is your unit/team's mission for your patient's experience?

Recommendation: Create your own Mission Statement based upon your team's shared values and beliefs:

Examples:

"All hands helping."

"Excellence in Service. Every patient. Every time."

"Our family caring for your family."

"I promise to care for you as if you were _____." (Someone who is close to you)

2. Chat Time

"There's no curing without caring."

Caring communication is central to all your relationships with patients

Recommendation - Best Relationship-Builder: "Daily Chat Time"

- Go be a friend
- For **five minutes** during hourly rounding, especially on the **first day**
- Sit down!
- Get personal
- Open yourself up (it's not about you)
- Remember: patients are starved to connect

Conversation-Starters

- Where're you from?
- Kids?
- Pets?
- Hobbies?
- What you do during the day?





with Empathy, Intent and Compassion

Slow down, smile & greet

Explain who you are, & what you do

Respond to the patient's needs &

Validate the patient's expectations & concerns

Example: 'We're all done. Thank you for allowing me to take care or you. Do you have any questions before I go, or is there anything else can do for you? I have the time."

Example: "Your doctor has orderfied three blood tests. The tests wi him what he needs to do to help you feel better. So, to draw a sar first I'll tie a band on your upper arm, and then you'll feel a slight pinch. Do you have any questions before we get started?"

estimated time

Benefits of "Chat Time"

- It helps patients avoid "personal identity threat" (For those who perceive the hospital experience to be disempowering, dehumanizing, devaluing)
- It provides comfort, and builds your relationship with your patient

Communicate Caring by Managing Patient Expectations

- Be aware of patient anxiety/loss of control/vulnerability upon admission to hospital
- This is where the **skills** in this webinar are invaluable

Question: When will you integrate "Chat Time" into your professional practice?

3. AIDET & SERVE

What's your system for consistent patient communication?

Here are two Effective Approaches:

- A.I.D.E.T.
- S.E.R.V.E.

S.E.R.V.E.

- Slow down, smile, and greet
 - Example: "Good morning, may I come in? How are you today, Mrs. Smith?"
- Explain who you are and what you do
 - o Example:
 - "My name is Lynne. I'm one of the team members taking care of you today. I'm from the lab, and I'm here to draw your blood."
- Respond to the patient's needs and estimated time
 - o Example:

"I've been a certified Phlebotomist for eight years, and I've done thousands of blood draws. You're in good hands." (Note: tone of voice is everything!)

- Validate the patient's expectations and concerns
 - o Example:
 - "It will take me about five minutes to draw your blood. You can expect to have test results within four days..."
- **Express** thanks for the opportunity to serve
 - o Example:
 - "Your doctor has ordered three blood tests, so I'll be collecting three vials. These tests will determine the nutrients you may be deficient in..."





Key Question #2: Empathy

- "Do you have any questions before I go..."
- "Is there anything else I can do for you? I have the time..."

How you leave the room is important.

- "If the patient said "It's OK, I can see you are busy"
- "Your response "No, no you are important to me"
- "Just as important as what's waiting for me in the next room."

"It doesn't take an instant more, or cost a penny more, to be empathetic, than it does to be indifferent."

Brian Lee, CSP

How to Consistently Apply AIDET/SERVE

- 1. Send everyone to "Bite-Size U" to learn and role play
- 2. Managers model and monitor
- 3. Acknowledge and recognize progress
- 4. Appoint a "Standing Team" to champion these models with fun and enthusiasm
- 5. Request the S.E.R.V.E. Mini-Poster on today's evaluation form

4. Bedside Reporting

How good are you at transitioning your patient from your shift to the next?

Recommendation:

Get great at Bedside Reporting using SBAR

'Bedside Reporting'

At change of shift, and in the presence of the patient, nurse going off-duty uses the SBAR tool to update incoming nurse on progress and continuing plan of care.

At bedside, be sure to...

- Encourage the patient to ask questions
- Avoid embarrassing the patient with sensitive information, i.e., incontinence
- Check with patient about guests remaining, to respect privacy regulations
- Be discreet if room is semi-private
- If necessary, obtain a signed privacy release

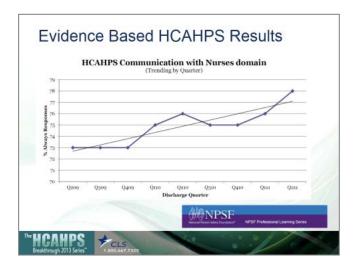
Situation Background Assessment Recommendation





Why Implement Bedside Reporting?

- Integrates patient into the care team
- Promotes safer patient handoff
- Fosters patient and caregiver trust
- Supports a "warm handoff"
- Encourages a successful transition to practice environment for nurses



Recommendation:

What would be the value of creating a Bedside Reporting Team to continuously improve continuity of care and increase patient engagement?







Tools, Equipment and Resources

Communication Resources in the Patient's Room

7 Tools Used by Highly Effective Nurses!

1. "Care Boards"

- Designed with input from everyone
- Unique to each service line

Key Question: #1 Listening

At the beginning of the shift

- "What would good care mean for you today?"
- "If there was one thing you would like to make a priority today, what would it be?"
- Post on their Care Board

2. Wong-Baker Faces Chart

3. Help your Patients Recognize:

- Hospitalists by name
- Scrubs by dept. and color
- Keys
- etc.

4. A Chair for Chat Time

- Don't hover over the patients' bed
- Make sure each patient's room has a bedside chair for nurse and M.D. to use
- "When you sit, you're heart-to-heart"
 - Brian Lee, CEO, Custom Learning Systems

"Very Good Care for me means..." • Updated at shift change The HCAHPS Breakhoop 2013 Series 1 200 645 7322

Move the Chair to the Bedside!

Do your patient rooms have an easily-moveable chair you can bring to the bedside? A **rolling stool**? This is important. **Here's why...**





Being Seated is Time Well Spent

A study asked hospitalized patients to estimate how much time their nurses spent with them.

- All the nurses were instructed to have visits lasting exactly five minutes
- Patients who saw a standing nurse estimated the visit lasted about two or three minutes
- Patients whose nurses used a chair at the bedside perceived the visit to last 15 minutes!

3. Translators

- Easy access to **translators** (in-person or via telephone) when English is not patient's first language.
- Use a "point-at" Language Chart

4. Notebook and Pen

An invaluable tool for patients to write down their questions for doctor or nurse.

Encourage its use!

5. Hands Free, Voice Controlled, Wireless, Wearable, Communication Badge



vocera

Question:

Which tools will you enhance your professional practi	ctice	prac	onal	fessi	pro	vour	hance	en	vou	will	tools	ich	W
---	-------	------	------	-------	-----	------	-------	----	-----	------	-------	-----	---

- □ Care board□ Wong-Baker "Faces" Chart
- ☐ Translators

☐ Chair

- ☐ Notepad and Pen
- ☐ Hands Free, Voice Controlled, Wireless, Wearable, Communication Badge







Staff Skills and Behaviors

Five Communication Imperatives;

Courtesy

- Courtesy Communicates!
- My name is Don Rogers....
 "What Can I Do for You Today?"

Your Courtesy Builds Relationships

- Respect the sanctity of the patient's (bed) room as his/her temporary home
- KB4E: Knock before entering
- Check and remind yourself of the patient's name. Introduce yourself every time.
- Address patient as "Mr.", "Mrs.", or "Ms." (or, ask how they like to be addressed)

Avoid!

 "Honey," "Darling," "Dear," "Sweetie," and other names that may be perceived to be discourteous

Courtesy = Good Manners

Do you...

- request permission before handling or moving the patient or personal possessions in room?
- show courtesy with "Thank you, Ma'am" and "You're welcome, Sir..."?

Respect

Respect Communicates!

Respect means:

- Sensitivity to patients' potential for experiencing isolation and confusion in their new surroundings
 - "This must be hard for you..."
 - "What helps you the most to handle this...?"
- Responsiveness to patient preferences, needs, values
 - "Would you like to decide how you want..."
 - "Would you like to list for me the various ways..."

R.E.S.P.E.C.T. (Aretha sang it!)

Are you always open and receptive to patients' thoughts and feelings?

Honor the patient's report:

- of what's going on in his/her body however strange as valid for that patient in that moment...
- because in the patient's report, are cues you need to recognize, i.e. pain, dizziness, itchiness, numbness, etc.





Read – and act on – non-verbal clues;

- gestures
- tone of voice
- flushed face
- breath patterns
- dilated pupils

They all suggest opportunities to be in a respectful relationship with your patient.

Respect Personal Pop-Quiz

- Do you multi-task when speaking with a patient?
- Do you appear 'rushed'?

Mindful Listening

• Mindful Listening Communicates!

A Checklist for Mindful Listening

- Maintain good eye contact, even when charting, or taking notes
- Remember: an "open" body posture = another sign of good listening

Listen Generously!

• Look at patient. Facial expressions and the way words are formed with your mouth may help understanding (*Elderly patients do quite a bit of lip-reading, automatically*)

Create an Environment...

- where patient knows you want to hear what he has to say
- Do this by asking open-ended questions. They start with "How?" and "What?" Then listen and learn more about her needs and concerns.
- This keys the patient's perception that she is worthy, and is respected

Recommendation: Build a relationship with your patient:

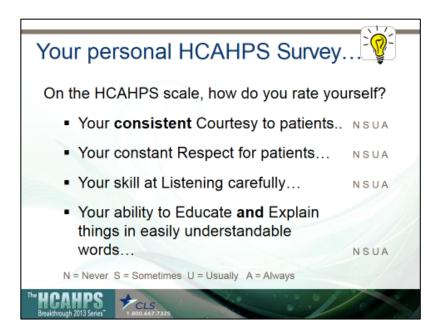
- Use post-it notes in chart to list her interests, hobbies, major relationships
- Remind patients: "You are much more than your disease..."
- Ask 'How are you...?" instead of "How is your knee...." (or hip, or chest cough.)

Reminder:

■ "I touch by my listening." – Dan Bloom, LCSW







Key Questions:

At the **end of the shift**/Bedside Report:

- "How did we do on achieving today's goals?"
- "What made today good for you?"
- "What could we do to make tomorrow even better?"

Empathizing with Difficult Behavior

Why are some patients difficult?

"People in hospital beds are not at their best."

-Mark Taylor, former President, St. John's Hospital and Medical Center, Detroit, MI

Worse day than you...

"You don't have a right to have a bad day. Every patient here is having a worse day than you!"

- Randall Hempley, Manager, HEB, Dallas

Anger and Difficult Behaviors...

are generally a mask for two feelings:

- A loss of control
- A sense that things are "not fair"

To manage anger, put people in control

- Put people in control. Offer choices.
 - "Let's look at a couple of options..."
 - "Which one's an acceptable solution...?"





Don't pretend to understand if you don't

Patients can usually tell – and find it insulting. (Tactfully ask them to repeat or re-phrase what they said)

Recommendation: Use Q-TIP

• Quit Taking It Personally!

Non-Verbal Communication

The Key to Non-Verbal Communication

- "The body never lies."
 - Glenys Jenkins, RN
- "It ain't what you say,

It's the way how you say it..."

- My Heart's Delight, Lyrics by Charles Singleton & Rose Marie McCoy

Communication is

•	Words	7%
•	Tone	38%
•	Rody Language	55%

-Albert Mehrabian, PhD., UCLA 1967

A Caring Touch

- Appropriate forms of touch communicate and reinforce caring feelings (Examples)
 - Placing a hand over patient's hand
 - Gently placing an arm around patient's shoulder

Question: How good are you at the Three Big Skillful Behaviors?

- Empathize (tone & body)
- Listen (body)
- Educate (words, tone, & body)







Staff Scripting Recommended "Conversation Starters" - Examples

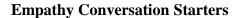
Question: What would be the value of using key words at key times?

We call them:

- Empathizers, or
- Sentence Starters, or
- Conversation Starters

What do these organizations have in common?

- Marriott Hotels
- Nordstrom
- Chick-Fil-A (and all successful restaurant chains)
- Hilton Hotels
- American Express
- The Ritz-Carlton



Caution:

It's easy to become Task-Driven

On Empathy...

"Empathy is non-negotiable. You've got the job all wrong if you don't get this."
-Rebecca Smallwood, RN, MBA

Empathize to offer comfort...

"Mrs. Duncan, I know it can be difficult to be a patient... and you haven't had much time by yourself since we scheduled these tests.

"How about you take the afternoon off, take a nap, and I'll see no one interrupts your rest..."

Empathy acknowledges underlying concerns...

"Mr. Pierson, you sound upset this morning. Is there anything I can do to help you...?"

Empathy gives the patient control...

"Barbara, when would you like me to bring you your medicine? Now, or after breakfast?"

Empathize when communication barriers – speech, language, or cognitive issues – interfere.







'Mindful Listening' Communicates Care 'Mindful Listening' is Two-Way Listening

- Head nods
- "Uh-huh's..."
- "... and then what happened?"

Paraphrase so patients know you've heard!

- So, as you see it..."
- "I think what I hear you saying is... do I have that right?"
- "In other words, it sounds like you..."

Listen to gain clarity...

- "John, I'd like to hear about how this first happened...the first time you fell..."
- "Okay, let me get this clear...how long would you say this had been going on...?
- "Help me to understand..."

Educate/Explain Conversation Starters

Patients may need things explained

- "First I'll take your vital signs, and then we'll talk about your plan of care..."
- "I'll leave plenty of time for questions..."

Use "behavior labelling"

- Remember to "narrate the care you give..."
- "I want to be sure you know what to be aware of when you go home with this new medicine..."

Help a patient stay positive

Positive qualities are often forgotten by the suffering patient. Self-esteem gets lost.

- "How do you manage to cope so well...?"
- "What helps you most get through the day?"
- "What supports or strengths do you rely on?"

Two Ouestions:

- Which conversation-starters do *you* want to put to work as soon as possible?
- What other "words that work easily" are you successfully using, that you could share with team members?





5

Three Thoughtful Questions That Ensure an Improved Patient Experience

Key Question #1: Listening

At the beginning of the shift

- "What would good care mean for you today?"
- "If there was one thing you would like to make a priority today, what would it be?"
- Post on their Care Board

Key Question #2: Empathy

During **Hourly Rounding** or use of **S.E.R.V.E.:**

- Do you have any questions before I go?"
- "Is there anything else I can do for you? I have the time..."

Key Question #3: Educate

At the end of the shift/Bedside Report

- "How did we do on achieving today's goals?"
- "What made today **good for you?**"
- "What could we do to make tomorrow **even better**?"

Question:

If you were consistent about **using** these relationship-based questions, **how positive an impact would they have on your patient's** experience, as well as on your personal satisfaction?

An Observation

"The meaning of your communication is the response you get."

- Gregory Bateson, Anthropologist and social scientist

Therefore...

If what you're saying isn't registering with your listener... change the way you're communicating!

One kind word can warm three winter months." – Japanese proverb

(Or brighten an extended hospital stay...)

Thank You to our Advisory Team

- Glenys Jenkins, RN
- Rebecca Smallwood, RN
- Vicky Duffy, RN

- Lavonne Crowder, RN
- Stephanie Staples, RN





Team DO IT Plan

1.	Place the sharing of "Inspiring Stories" on all staff, leadership, and Board meeting agendas.			
2.	Engage everyone in authoring a unit-based team Mission Statement.			
3.	Champion daily patient "chat time." A good conversation-starter: "What can you tell me about yourself that isn't on your chart?"			
4.	Standardize the use of "A.I.D.E.T." or "S.E.R.V.E." through: "Bite-sized" – 30 minute "Learn and Role-Play" labs. Managers model and mentor for consistent use Appoint a "Standing Team" to consistently promote, acknowledge / reinforce these communication behaviors. Request the "S.E.R.V.E." mini-poster on this webinar evaluation form. Make copies and post for staff to use.			
5.	Appoint a Bedside Reporting Team to continuously improve continuity of care and patient engagement.			
6.	Make certain you have updated your Care-Boards to: Include and insure everyone asks and uses it as a part of the patient care plan. 			
7.	Review the Patient Room Tool list for immediate improvement opportunities: Care Board Staff Photographs and "Scrubs" Board Wong-Baker "Faces" Chart Chair Chair Care Board Access to Translator Notepad and Pen Hands-Free, Voice-Controlled, Wireless, Wearable, Communication Device			
8.	Decide which additional nurse and support staff you want to take these webinars, especially to focus on: Staff Communication Skills Staff Conversation Starters			
9.	Model and champion the use of "Three Thoughtful Questions" at every opportunity. Listening: At the Beginning of the Shift; "What would good care mean for your today?" "If there was one thing you would like to make a priority today, what would it be?" Empathy: During Hourly Rounding or use SERVE; "Do you have any questions before I go?" "Is there anything else I can do for you? I have the time" Educate: A the end of the shift/Bedside report; "How did we do on achieving today's goals?" "What made today good for you?" and "What could we do to make tomorrow even better?			
10.	Place the minutes from this "DO IT Plan" debrief on nursing leadership meeting agenda, until you achieve your patient experience goals, and practices are hardwired.			
11.	Request a One Hour Nursing Leadership Coaching Call with Brian Lee or David Dworski, to break through barriers you've encountered with implementation.			
12.	Register every Nurse Leader for this webinar series, to ensure they receive the notices, Learning Guides, and Tools directly to their inbox. Set a goal for who should take the final series test to become recognized as a "Certified HCAHPS Practicing Professional." (CHPP)			

This workbook/brochure is proprietary, copyrighted material and is the property of Custom Learning Systems Group Ltd. and Brian Lee, CSP and may not be reproduced in whole or part, or used in any manner without the expressive permission of the owners.





Frequently Asked Questions (and Answers)

1. How Do I Log-in?

If you have already registered for the series, please go to: www. telenect.com/u/145als79p6/ and at the bottom of the screen you will see an 'Already Registered' button. Login using your email address and the password you previously created. If you have forgotten your password please click 'I forgot my password' and you will receive an email from Telenect asking you to reset your password.

If you haven't registered for the webinar series please go to the same link above and enter all of your information to register.

If you have additional challenges logging into the webinar please contact **support@telenect.com**.

2. I don't know my Sponsor Code so what do I put in the field?

If you do not know your Sponsor Code please contact the individual who invited you to the webinar series. This will typically be the organization and/or your hospital who invited you to participate on the series. If you still cannot find out your Sponsor Code please insert *'Unknown'* in the Sponsor Code field.

3. It is the day before a webinar and I have not received the Learning Guide. How do I get it?

We will be sending out the Learning Guide 24 hours prior to each webinar. The email will come from webinars@customlearning. com. Please check your Spam/Junk mail to see if the email has landed there. If you still have not received the email containing the Learning Guide, please go to: www.customlearning.com/hbs5/lg.html to download it. This is the same link for each webinar. We will be adding the new Learning Guide 24 hours in advance of each webinar.

Once you log-in to the webinar there will also be a link under the 'Description' containing the document download.

4. Can I get CEU's from the HCAHPS Breakthrough Webinar Series?

No. Unfortunately we do not issue CEU's for this webinar series. You can contact your governing organization to see if they are able to issue them for you.

5. I'm going to be late for the webinar or miss it entirely, can I still watch it? How long do I have to watch it?

Yes, you can begin the webinar any time after it begins at its set time. We don't want you to miss it so if you join late it will take you right to the beginning as we are recording it for the archive file. If the entire webinar has passed you can log-in to your account and access it anytime. You will have access to the webinar series for 1 year from the date the webinar originally aired.

6. How do I access the tools mentioned in the webinar including the certificate?

In order to access the tools you will need to complete the evaluation form in one of two ways. The first way is electronically. Once the webinar has finished you will be re-directed to a website where it will give you further instructions including a special log-in username and password. On the last question of the evaluation page there is a link that you can copy and paste into your browser to access all of the tools, including the certificate.

(If you are having troubles with the log-in page, please close all browser windows and try again with a fresh browser.)

The second way to access the tools is to complete the paper copy of the evaluation form and fax it into our office.

Our office will be in contact with you via email with the link to the tools.

7. How do I add/invite others to the watch the webinar series?

Once you are logged in, on the right side of the screen you will see a 'Register Others' icon. Enter their email address and they will be invited to register for the Webinar Series.

8. Is there a phone number for me to call in to hear the webinar?

No. There is no phone number or conference line for you to call in to. You will need speakers on your computer.

If the video is playing, you should also be hearing the audio since they are part of the same stream.

First double check the basics:

- 1. Make sure you have speakers.
- 2. Verify that the speakers are plugged in.
- 3. Check to see if the speakers are working in another application. Try playing a CD.
- 4. Make sure the speakers are not "muted".
- 5. Make certain the volume of the speakers is turned up.
- Check that the system volume in your operating system is turned up.
- Some sound cards are only able to play audio from one source at a time, so make sure no other applications are using your sound card.
- 8. If your audio is not working in any other application, try restarting the system before turning to your computer manufacturers' support.

If the audio is working in other applications, you may be having a problem with your *flash player*. Run the system test to see if you are using a current version of flash. For additional sound issues please contact support@telenect.com.

V1-R5



Participant Satisfaction Report

PLEASE PRINT

This Evaluation Page can also be found at: www.lads.customlearning.com/feedback.php Email: feedback.php Feedback@customlearning.com Feedb
You've just heard from us, now we'd like to hear from you. Thank you.
We totally employ about # full and part time staff, at facilities.
1. For me, the most valuable idea I learned and intend to use is:
2. What I would tell others about the quality of the speakers and value of the content:
O.K. to quote me: YES N
3. Presentation improvements I would suggest:
4. On a scale of 1 - 5, this presentation: (Met My Expectations) 5 4 3 2 1 (Did Not)
 5. Featured Implementation Tool: Yes A. The S.E.R.V.E. Mini-Poster and Brian's e-book Keep Your Nurses for Life[™]
Yes B. Interested in Scheduling Our Team Coaching Call
7. P.S. – My Best Tip:
□ More on Rever
PLEASE PRINT First // act Name:
First/Last Name: Position: Position:
Address: Zip:
Bus. Phone:() Extension: Cell: ()
*Email:

