

# Med-Revu aids nurses in boosting patient engagement

**C**an engaging patients to take ownership of their health lead to proven business value? For Med-Revu Inc., a health care communications, education and consultancy organization that works with hospitals, home health providers, accountable care organizations, pharmaceutical firms and employers, the answer is a resounding yes.

"I believe in Med-Revu," said one nursing administrator in a testimonial on the company's website. "It is extremely important to counsel patients around their new meds so nurse teaching sticks when patients get home."

Larry Prince, president of the West Orange-based firm, said that although his team works with all health care professionals, its main focus is to work with nurses, who are most responsible for patient counseling and coaching.

Doctors have to develop something called "bedside manner," which is about tone and careful explanation. But that doesn't mean the same thing as the practices Med-Revu offers to hospitals and health care providers, who contract to have their nursing staffs taught patient engagement techniques and leadership acumen by Prince's organization.

"It's about helping health care professionals

improve their patient engagement," he said. "The convention in health care is to tell patients what to do, but that doesn't work. Patients need guidance to self-realize a motivating reason to make a lifestyle change or do something that will take better care of their health, such as take medicine as prescribed. That's what we teach nurses to provide. Our approach and methods have directly led to a reduction in hospital readmission rates, which is a directive of the Affordable Care Act."

The idea is that health care organizations contract with Med-Revu to provide solutions and training in patient engagement for their nursing staffs and to develop patient-friendly, customized communication tools. The company also has been approved by the New Jersey State Nurses Association to provide six contact hours of nursing continuing education on the topic.

Prince said he might be seeking some educators with hands-on nursing experience as Med-Revu expands its NJSNA-approved educational offerings to nurses.

"We look for people who know how to teach and facilitate in addition to having that direct-to-patient care experience," he said. "We have a cadre of people as resources and associates who

help develop the instruction."

As the program offerings expand, "I might possibly be looking for someone, on a part-time basis, with nursing education experience. We interview the person, not the résumé," he said. "I'm not just looking for command of nursing practices, but also how to teach those practices and apply them to patients."

Med-Revu began in 1998 with a mission to improve medical communications. The company assists health care providers in turning patients into satisfied customers as exemplified by their work in boosting patient experience scores, Prince said.

"But just because a person is an experienced nurse or health care professional doesn't mean that person will be well-suited to the training Med-Revu employs," he said. Finding the right combination of experience and teaching skills is not always simple.

"If someone is a really good baseball player, that doesn't mean they're going to be a good coach every time," Prince said.

"Our primary customer is nursing leadership,



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because nurses have more touch points with the patient than any other health care professional," Prince said. "We teach communication skills like active listening, framing a conversation, the teach-back method and health literacy and coaching, which lead to tangible improvements in patient care."

For more information on opportunities with Med-Revu Inc. and its January continuing education unit (CEU) programs, call (973) 324-5336 or visit med-revu.com.

— Jeffrey Cohen

## Education

JOB	COMPANY	LOCATION	WEB ID
<b>TRANSPORTATION OPENINGS</b>	Mt. Olive		62516
Transportation Openings, Mt. Olive School District. Substitute Drivers at \$18.11 pr hr. Valid NJ CDL Class B-P-S with NO Air Brake Restrictions required. Transportation Coordinator, fte effective immediately. Send resume & license copy to: Larrie Reynolds, Ed.D., 227 U.S. Route 206, Suite 10, Flanders, NJ 07836 by 12/25/15. EOE.			

## Medical

JOB	COMPANY	LOCATION	WEB ID
<b>ADMISSIONS COORDINATOR</b>	Na		57136
Admissions Coordinator needed for ltc/sub-acute facility in Essex County, NJ. Experience necessary in Medicare, Medicaid, Census, etc. Please fax resume to 201-621-5046. EOE			
<b>ADMISSIONS COORDINATOR</b>	Na		57150
Admissions Coordinator needed for long term care/sub-acute facility in Union County, NJ. Must have knowledge in Medicare, Medicaid, Census, etc. Please fax resume to 201-621-5046. EOE			
<b>CHHA'S</b>	Nj		
Certified Home Health Aides. Live In Cases. Higher paying agency. Affordable Health Insurance. Refer a Friend Bonus. 401k benefits available. Call HOMEWELL SENIOR CARE at 973-744-8989.			

JOB	COMPANY	LOCATION	WEB ID
<b>DIRECTOR</b>	Whippany		57939
DIRECTOR, EXPERT EXPERIMENTAL MEDICINE ONCOLOGY. Bayer HealthCare Pharmaceuticals, Inc. seeks Dir., Expert Experimental Medicine Oncology to work in Whippany, NJ & conceptualize/conduct research plans & clinical trials for dvlpmnt of new experimental oncology therapies. Must have MD deg. (or for. equiv.) fld + 4 yrs exp. in exploratory clinical drug dvlpmnt &/or therapeutic specialty postn. Must be BC/BE in Hematology &/or Oncology. Exp. must incl.: basic biostatistics, safety reporting & working w/ w/in GCP; writing or contributing to clinical research protocols, investigator brochures & informed consent docs.; making scientific & medical presentations to intl audience as well as presenting clinical data, dvlpmnt plans & strategies clearly & accurately; & participating in dvlpmnt of electronic Clinical Report Forms (eCRFs). Must know (from academic coursework or exp.): the complexities & recent dvlpmnts in med. areas(s) germane to TA as well as issues related to design & performance of technologically demanding trials; & the scientific/mechanistic aspects of drug dvlpmnt. Apply @ https://career.bayer.us.			

## Medical

JOB	COMPANY	LOCATION	WEB ID
			
<p><i>A high-performing K-12 district seeks a motivated and innovative individual for the following position:</i></p>			
<h3>1:1 PERSONAL NURSE</h3>			
<p>In a school setting. RN preferred.</p>			
<p>Apply immediately via Applitrack at:</p>			
<h2 style="color: red;">www.https.us</h2>			
EOE			

JOB	COMPANY	LOCATION	WEB ID
<b>MEDICAL</b>	East Hanover		60872
Global Clinical Lead, Novartis Oncology sought by Novartis Pharmaceuticals Corp. for East Hanover, NJ loc. Must have Doctor of Medicine (MD) deg or foreign equiv deg in medicine, & min. 3 yrs industry exp in leadership role for oncology clinical dvlpmt, medical affairs & translational research activities, providing medical sci. expertise to global clinical dvlpmt team, & dvlpg product dvlpmt strategy & registration study plan. Must have exp/ expertise in intl drug dvlpmnt, incl.: Phase I-III clinical trials dvlpmnt from study concept to protocol; dvlpmnt/execution of data analysis, translational research, risk mgmt, communication & publication plans; interaction w/global health authorities (FDA, EMEA, PMDA, CFDA); & demonstrated success interacting w/global thought leaders for clinical trials & cancer research. Reqs 20% dom/int'l travel. Respond to NPC, Attn S. Pierce, Req 179492BR, Bldg 433, Rm 1240A, 1 Health Plaza, East Hanover, NJ 07936-1080 or online www.novartis.com/careers. Novartis is an EOE.			

JOB	COMPANY	LOCATION	WEB ID
<b>NURSES RN'S</b>	Alaris Health	Union City	60836
Nurses RN's - Alaris Health at Castle Hill is seeking a seasoned RN's in Union City, Hudson County, NJ. The ideal candidate will have a minimum of 2 years LTC experience. A wonderful opportunity for professional growth. Competitive salary and benefits commensurate with experience. If you are interested in joining a dynamic team of professionals please fax resume to 201-348-0783 or email to: MDuran@alarishealth.com			

## Medical

JOB	COMPANY	LOCATION	WEB ID
<b>NURSE RN SUPERVISOR</b>	Hillsborough		62864
Foothill Acres Nursing and Rehab, a 200 bed sub-acute & LTC facility is looking to hire an RN supervisor. The supervisor will be in charge of our LTC units. We are a state of the art, brand new facility looking for an exp'd, devoted, ambitious and reliable individual who will maintain our prestigious nursing standards. The right licensed RN supervisor will join a great work environment. Salary commensurate on experience. Requirements: Valid RN license. Min.3 yrs LTC supervisory exper. Computer experience preferred Responsibilities: Oversee 2.60 bed LTC units. Work closely and diligently with the unit managers. Follow ups and rounds Oversee care plans, incident report with follow up. Staff education as needed . Quality assurance as needed Serve as a family liaison Send resumes to: resume@foothillacres.com.			
<b>NURSE RN SUPERVISOR</b>	Guttenberg		60869
Small nursing home needs 3-11 RN Supervisor. Must have prior experience in Nursing Homes, computer capabilities and able to work along side Professional Team. Please send resume for consideration to lvodofsky@alarishealth.com			
<b>PHARMACIST &amp; PHARMACY TECH</b>	Trenton		54599
NJ Cert. Pharmacist. NJ Cert. Pharmacy Technician. F/T & P/T. 225 east state street Trenton NJ. Fax 609-275-5336, 609-695-7077. Call 609-695-3525 or email Ndubizandrea025@gmail.com, SNdubizu@gmail.com or Ndubizga@yahoo.com			
<b>PHARMACIST - MANAGER</b>	Haledon		62691
Pharmacist - Manager, Haledon, NJ: Oversee mgmt of specialty pharmacy to ensure quality products & services are provided. Check drug-to-drug interaction of specialty meds for diseases / infections like HIV, cancer, hepatitis, etc. Send res to Golden Health Care, LLC (d/b/a Golden Healthcare Pharmacy), 383 Belmont Ave, Haledon, NJ 07508.			
<b>PHYSICIAN/PHYSICIAN ASSISTANT</b>	Hunterdon County		
Physician/PA Busy Urgent and Primary Care Practice in Hunterdon County seeks Physician, BC/BE, Family Practice, and PA. FT/PT avail. CV to personnelmanager@thedoctorisin.net or call 908-782-7700 X-210			
<b>SOCIAL SERVICES F/T - EOE</b>	Livingston		62776
Sub-Acute/LTC facility seeks F/T individual. Areas of knowledge should include Psycho-social assessments, discharge planning, Medicare/Medicaid guidelines, MDS 3.0, IDCP meetings for both sub-acute rehab patients and LTC residents. You must possess a CSW or LSW NJ cert and have geriatric exp. Must be willing to work every other Saturday. We offer full benefits/ 401k/ competitive salary. Please submit resume via our website www.inglemoor.com Attn: Meredith Weil, LSW Director of Social Services NO PHONE CALLS PLEASE			

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