



WINTER, 2006

P. O. Box 1072

Jefferson City, Missouri 65102

Phone: (573) 636-2822

Fax: (573) 636-9749



Kathy-Jo Facteau, BC-HIS; MHS President

MHS: The Uniting Umbrella

The Missouri Hearing Society has traditionally sought to represent the needs of all dispensing professionals, regardless of credentials, while seeking to protect the consumer. We have a diversity of professionals that align with our goals and

have united beneath our umbrella. Time has brought us a new classification of dispensing professional: the AuD. With this growth has come a need for change. At the same time, there are important issues which must be addressed.

At the International Hearing Society Chapter Leaders meeting, we discussed the future, the need to open the door for AuDs to practice, to ensure licensing and reciprocity of audiologists with a masters degree are protected, to ensure the continued right to practice of **all** dispensing professionals, to create assistant positions for otolaryngologists, audiologists, and hearing instrument specialists.

The aging of America will result in an increased demand for hearing health care. We peer into the future trying to discern which solutions will be the best for all parties while protecting the consumer. For MHS, the needs of the consumer are foremost in our minds.

As legislation is suggested to make provisions for these needs, MHS will be monitoring these proposals. Regardless of the credentials of the professional, we believe that dispensing rules and regulations should be consistently developed, that consumer complaints should be handled in a standardized manner, and that disciplinary actions should be uniformly applied to provide the best protection for the hearing impaired consumers.

Testing for competency in dispensing is another issue. How will testing be done? What areas of dispensing should be tested? Should testing be required of all who seek to fit hearing aids? We think so. We believe that national certification exams and/or state licensing exams are key to demonstrating competency.

Yet another issue is continuing education. The practice of audiology can be a much broader scope of practice than the practice of a hearing instrument specialist. A hearing instrument specialist is required to have 12 CEU hours a year. These 12 hours cover the practice of dispensing hearing instruments. An audiologist is required to have 15 CEU hours a year under their stature scope. Should there not be a set number of CEU hours required biannually that pertain to hearing aid dispensing for all dispensing professionals? Will the monitoring of CEUs obtained be standard among all groups?

Missouri needs every dispensing professional. There are small rural areas that do not attract ENTs or audiologists. Many hearing instrument specialists have made their homes and businesses in these nooks and crannies, enabling the consumer access to care that would otherwise be hard for them to obtain. Many senior citizens no longer drive, and therefore rely upon others to take them wherever they wish to go. Creating a situation that limits access to care due to distance, or even the structure of professional fees, impacts the consumer adversely. MHS considers this and protects the rights of all dispensing professionals.

Rather than taking the path of eliminating a dispensing tier, MHS believes that education should be stressed and professionalism raised where needed. As a result of Ervin Dock's foresight a few years ago, our educational program began offering sessions on ethics, increasing the awareness of good choices on a variety of real life situations in the day-to-day workplace. This was a great benefit to our profession.

We also strive to support those schools that offer training in hearing instrument sciences, encouraging members to sign up staff or hire graduating students. You will remember that recently St. Louis was the host city for an audioprosthologist training program. Again, MHS members reported for advanced training. We have also had numerous members participate in the AuD programs offered nationwide. Still, there are those of us who are happy with our training and, while maintaining or exceeding yearly education requirements, will not be striving for audioprosthologist or AuD. MHS acknowledges the educational achievements of its members with the Silver, Gold, and Platinum Education Awards.

"The Uniting Umbrella" >p2

The Uniting Umbrella *(Continued from page 1)*

Just as our doors are open to any dispensing professional that supports our goals, we seek to establish open lines of communication with other professional groups within our industry and related fields. The Medicaid position paper jointly presented by MSHA and MHS demonstrated positively how united professional groups can seek to represent the consumers' needs.

The December Last Chance CEU Opportunity co-sponsored by MSHA, MAA, and MHS was both successful and historical. A lighthearted educational program, this seminar brought together not only folks from all dispensing avenues but professionals from all three groups in an opportunity to increase our understanding of each other through personal contact. All who were involved are commended and thanked.

There are a multitude of educational programs each year, some online, some through manufacturers, some through hospitals and other professional groups. MHS offers one of the nation's best educational values. Your support helps our efforts to ensure your

right to practice. You strengthen your own future when you attend. Please join us this March in St Louis.

We also appreciate those who come from neighboring states to attend our annual conference. High attendance has been a factor in helping us to earn a "Do-Not-Miss" status among vendors, another group we value.

We hope you'll be delighted with this year's new developments in our convention. As the backbone of our annual event, our strong and exciting educational program can again be counted on. This year, however, there is a surprise (and a lot of fun) in store for you.

MHS is a broad umbrella that has the ability to grow as our industry and the professionals within it evolve. There's no reason to weather a downpour alone. MHS is a society for all dispensing professionals. We've got you covered.

If you're not already a member ... come in out of the rain! Join us March 9-12 at our Annual Convention and Education Seminar. I look forward to seeing you there.

Interprofessional Relations Report

By Richelle Adair Kluck, MS, CCC/A; Chair MHS Interprofessional Committee



As many of you already know, the first (and hopefully annual!) "Last Chance for CEU's" meeting was held Saturday, December 10th in Columbia. Seventeen hearing healthcare professionals attended from MHS, MSHA and MAA!

What an historic and monumental day in the history of hearing healthcare in Missouri!!! Teri Hamill from AAA gave a thought provoking talk about ethics in dispensing and Gordon Stowe and Associates displayed the newest technology in the audiometric field. I felt glad to be part of this seminar and appreciate all the hard work that went into putting it together.



The Missouri Hearing Society's newsletter is published three times a year. Your suggestions, comments, and articles are welcome. Missouri Hearing Society; P.O. Box 1072; Jefferson City, Missouri 65102; Phone: (573) 636-2822; Fax: (573) 636-9749; Website: www.MissouriHearingSociety.org.

Convention Committee Report

By Scott George, BC-HIS; Chair MHS Convention Committee

Meet Me In St. Louis

The Missouri Hearing Society's Annual Convention is March 9-12, 2006, at the Sheraton Westport Lakeside Chalet in St. Louis. We have a terrific conference lined up.

Dr. Chuck Berlin will be speaking in Missouri for the first time ever. His perspective on clinical procedures should be very exciting. Dr. Charles Luetje will be sharing with us critical information on acoustic tumors. Washington University's Cochlear Implant Team, headed by Dr. Margo Skinner will bring us up to date on the latest advances. Of course, our perennial favorites, Drs. Ruth Bentler and Ted Venema, are returning too!

The Exhibit Hall presents another educational opportunity. Twenty-five of our best vendors will demonstrate the latest advances so you can better serve the hearing impaired. The Silent Auction is back better than ever. Half the proceeds go to the MHS PAC. Additionally, networking with your colleagues to share the best ways to beat our biggest competitor; that is, the 80% of hearing impaired that never seek our help.

Take advantage of the discounts for membership and early registration. These apply to registrants, vendors, and spouse packages. One-day registration is available, but the best deal is the full conference package. Contact the MHS office by calling 573-636-2822, emailing rjscherr@swsconsultants.com or by visiting the web at www.missourihearingsociety.com.

Finally, there will be plenty of fun, food, and fellowship. The Vendor Gala on Friday evening offers our vendors the opportunity to "take their friends to dinner" and for everyone to have a little fun, relax, and unwind from the day. Those who have attended our conference before know that we want you to be well fed, offered excellent education and the joy of associating with other professionals who share your focus on patient care.

So, meet me in St. Louis.

You will be glad you did.

Nominating Committee Report

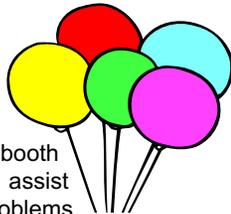
By Scott George, BC-HIS;
Chair MHS Nominating Committee

MHS 2006 Nominations

President:	Scott George, BC-HIS (automatic succession)
President Elect:	Nancy Frasier Ellis, BC-HIS
Secretary:	Floyd Hansett, BC-HIS, ACA
Treasurer:	Jackie Hartman, CCC-SP/A
Directors:	Joyce Crain, BC-HIS Ervin Dock, BC-HIS Linda Engelmann, CCC-A Salena Gallaher Kennedy, HIS Richelle Adair Kluck, CCC-A
Associate Director:	Reggie Moon

FYI: Third Party Collections

MHS Director Jackie Hartman will have a booth set up during the convention to help assist members with third party pay collection problems. Jackie has been working toward better reimbursements from insurance companies for hearing instrument claims. If you are a member of MHS and are having difficulty getting paid, this is the place to stop and visit. Look for the balloons!!!



Call For Volunteers



Conventions run on the energy of good volunteers. It is most helpful if those important volunteers are in place before the convention. It seems like every year we must recruit last minute help from the halls. Thank you for your willingness to step in when needed. Examples of volunteers needed:

- ♦ Proctors
- ♦ Photographers
- ♦ Registration Desk
- ♦ Silent Auction
- ♦ Exhibit Hall Support

Please let us know if you are willing to help serve during our upcoming convention in March 2006. If you have a preference of where you would like to work, so indicate. Thanks in advance for your willingness to help!

Name: _____

Phone/Fax: _____

Email: _____

Preference: _____

Return to Brenda Roling at the MHS office.
Email: brenda.roling@earthlink.net or Fax: 573-636-9749

Education Committee Report

By Ervin Dock, BC-HIS; Chair MHS Education Committee

Refine Your Professional Edge

*“The more things change,
the more they remain the same.”*

By French author Alphonse Karr

Well, in France maybe, but for hearing health care providers the changes have been monumental. It is safe to say that things will never be the same.

The course content and subject matter for the 2006 Missouri Hearing Society Seminar is a blend that has very diligently been put together to accommodate the hearing instrument specialist and the dispensing audiologist. Our goal is clear: to make available to those in attendance the topics and subject matters that are most current and needed in today's practices. Introducing timely information that is pertinent to our dispensing practices can only do this.

Let's take a look:

“Smart” Hearing Aids: What is really different?;
Ruth Bentler, Ph.D.

Clinical & Hearing Aspects Regarding Acoustic Tumors;
Charles Leutje, M.D.

An Update on Cochlear Implants: Referrals, Benefit and Bilateral Issues;

Brenda Gotter, M.S., CCC-A, Lisa Potts, M.S., CCC-A,
Ruth Reeder, M.A., CCC-A

Real Ear (Probe Tube) Measures: Why they are Important;
Ted Venema, Ph.D.

The Physiologic Basis of Audiologic Practice: The results of Testing for Auditory Neuropathy/dys-synchrony may predict hearing aid success in advance;

Charles I. Berlin, Ph.D.

It's The Statute;

Scott George, B.S., BC-HIS and Ervin W. Dock, B.S., BC-HIS

Every profession struggles with continuing education. This has been particularly true in the hearing health care profession.

For those in attendance, this educational experience will exceed your expectations.



Hocks Hearing Healthcare Products
3930 SW Kelly Ave Portland, OR 97239
1-800-OK-HOCKS (654-6257)

www.hocksproducts.com

Product line includes: Assistive Listening Devices, Batteries & Accessories, Diagnostic Equipment, Earmolds & Supplies, Hearing Protection, Impression Supplies, Infection Control, Tools & Equipment, etc..



Eleven Low-Cost Ideas for Retaining Employees

By Kelle Campbell

The National Federation of Independent Business (NFIB), a 600,000-member association of small businesses, is consistently rated as the top most effective business lobbyist in Washington, DC. Scott George, President Elect of Missouri Hearing Society, is a past chair of the Missouri NFIB Leadership Council, where he has served for over eleven years. Scott also chairs NFIB's National Regulatory Committee, International Hearing Society's Regulatory Strategy Committee, and Missouri's newly formed Regulatory Fairness Board.

It is a pleasure to work on the Board of Directors of MHS with someone as dedicated to small business as Scott. The following article is a reprint from National Federation of Independent Business, "Tip of the Day", May 2005. This information will be of particular interest to small business owners, and I thought it an excellent source of ideas for building a successful practice.

Nancy Frasier Ellis, BC-HIS

As the job market improves, labor force pundits such as the Society for Human Resource Management and the Texas-based professional employee organization Administaff predict that many employees will start looking for greener pastures. But that's not the worst news for employers. According to Labor Secretary Elaine Chao's 2001 State of the Workforce address, by the year 2008, the number of workers aged 25 to 34 will decline by 2.7 million people.

Business owners have a vital need to retain valued employees. Unfortunately, valued employees are the most likely to find better opportunities. And even when many small businesses are doing well financially, they still may not be able to offer benefits packages and salaries that compete with larger companies.

Fortunately, while money and benefits are important factors in employee satisfaction, a work place where people feel cared about and valued is also essential to retention. The following tactics can help you build a personal connection with your employees, reducing their interest in leaving.

1. Give recognition by thanking employees for a job well done. Leave them a handwritten note, publish worker accomplishments in the company newsletter and on bulletin boards or, if appropriate, publicize them in the local newspaper. Recognize groups as well as individuals in order to foster a spirit of teamwork.

If you'd like to establish a formal employee recognition program, you can obtain guidelines and resources at the National Association of Employee Recognition (www.recognition.org), particularly their FAQs and Recognition Articles sections.

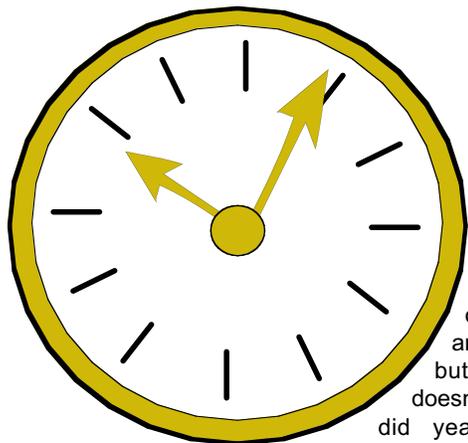
2. When you notice a specific achievement, reward it right away with a bonus. You can also use non-cash items such as event or movie tickets or an extra paid vacation day. Keep your bonus-giving spontaneous since research shows that workers quickly adopt a sense of entitlement toward more regularly scheduled merit pay.
3. Offer flexible work schedules to help employees achieve a better work/life balance. For example, allow them to vary their arrival and departure times or the length of their work days/weeks with flextime. You could also offer compressed workweeks, for example, 40 hours in four days or allow workers to telecommute for at least part of their work time.

4. Exhibit the pictures and bios of new employees in a community area, whether it is your bulletin board, Web site or intranet. It makes the new employee feel valued, and if two or more workers find common ground, such as hometowns or hobbies, they're more likely to stay in your work place.
5. Acknowledge individuals' birthdays. Follow the example of Southwest Airlines, known for promoting a feeling of family among its employees. The airline mails greeting cards to commemorate birthdays, anniversaries, promotions, new babies and so on. Southwest also sends gifts to employees at significant times in their lives, so consider sending a gift or gift certificate along with your card.
6. Celebrate each anniversary of an employee's first day with you with a meal, gift or some other token of appreciation.
7. Ask for your employees' opinions and actually use some of their ideas. This includes asking what types of perks or benefits they'd appreciate or what they need in order to work more effectively. In addition, give them the chance to evaluate supervisors, provide input on decisions that affect their jobs and discuss the overall direction of the company. Try for annual one-on-one meetings in a neutral location or use materials such as questionnaires. For more sensitive issues, consider confidential climate surveys.
8. Facilitate your employees' professional development, whether it's with college classes, seminars, conferences, membership in a professional organization, or even cross-training for career moves within your company. Some companies pay for courses even when employees choose non-job-related topics. If you have budget concerns, consider offering this perk only to employees who have been with you a certain length of time.
9. Match the talents, traits and skills of individuals to their jobs. You may want to invest in personality assessments to better help current and future employees. The AdvisorTeam Web site (www.advisorsteam.com) provides a free Web-based "Temperament Sorter" or you can have a consultant perform evaluations for you. The Myers-Briggs Foundation Web site recommends CPP Inc.'s SkillsOne service (www.skillsone.com) for ethical online delivery of the famous Myers-Briggs Type Indicator assessment.

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The Times Are A Changing!

By Nancy Frasier Ellis, BC-HIS



Notice how things change as we get older...we don't feel any older in our hearts, but the old "bod" just doesn't act the same as it did years ago. Remember when the Christmas/Holiday season (in my house we still call it Christmas) used to take forever to get here and now we just get the decorations put away and it's time to get them out again. Let's see, there are just 330 shopping days left.

Remember when you feared tall, starched highway patrolmen, and now when you get pulled over for not wearing your seatbelt the guy looks younger than your son. Change, change, change, things just change!

Remember when a hearing aid had a single microphone, fixed amplifier, and a receiver?

Well, hearing aid dispensing has changed too! And sometimes it's difficult to teach an old dog new tricks. I recently purchased new testing equipment. Everything runs from my laptop...this old dog had to learn some new tricks. When

you've spent the last twenty years of your life turning dials and pressing red and blue buttons it's not so easy to run your audiometer with a space bar and arrow keys.

Some of you are scanning impressions in your office and sending the data by email to the manufacturer. Are you trying to put the overnight delivery people out of business? Isn't it amazing the technology we have available to us?

I was probably one of the last people on earth to add a fax machine to my office about five years ago. I really never wanted one, didn't think I would ever use it, but was forced to get one by another party. Now, I don't know what I would do without it. That thing gets used several times a day for legitimate business, and of course it is always available to all the junk fax, people wanting to sell me the finest vacation package or let me in on the best stock tip ever.

Well, I didn't want to be the last to step into this millennia, so I recently added equipment to perform digital speech mapping for hearing instrument verification. WOW, am I impressed and so are my patients. You talk about cutting down on verification and reprogramming time, this will do it. Expose that feedback and nip it in the bud. And just try using the hearing loss simulator with the

spouse's voice. Counseling family members has never been more effective or simpler. This new technology is magnificent; you can really tell if the directional microphones are helping the patient, right there in your office. But again, the old dog had to learn some new tricks. And I have to be honest, it took me a few weeks to master the functions and learn the skills. But the old dog can learn new tricks.

This past year I had to learn all kinds of new tricks. Fitting open ear products, blue tooth phone devices, no interest credit plans, HIPPA, HIPPA, and more HIPPA! Yes, you too better learn how to use and offer blue tooth...the baby boomers are at your door.

My, my, how things are changing. Are you stepping into 2006 prepared to help the hearing impaired in every way possible? Sometimes it seems mind boggling because things just aren't the same anymore.

Where do you look to begin stepping forward? You don't have to do it alone. Belonging to the Missouri Hearing Society gives a hearing healthcare provider a leading edge in the field. At our fingertips during convention and throughout the year are quality educational programs, exposure to leading vendors with the latest technology, dedicated individuals who work to keep us abreast of legislation effecting our field, a board of directors and executive director office and staff who keep the engine running. Be proud to be a member, and consider where you can step up to the plate and serve as a volunteer in this unique, well-oiled machine.

Yes, the times are changing! Are you changing too?

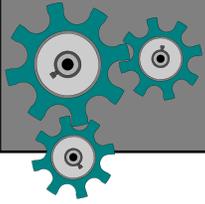
Retaining Employees

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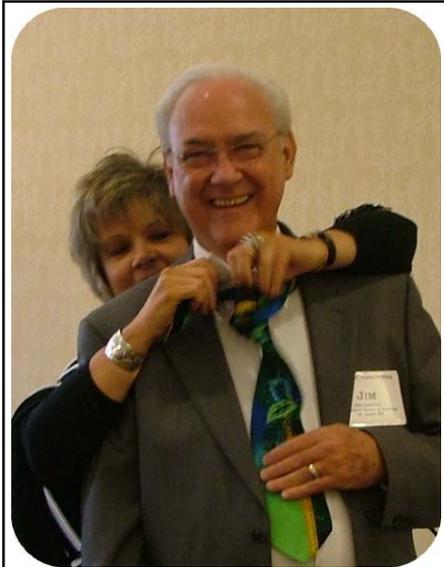
10. Create traditions such as a holiday dinner, party or charity drive. Your traditions also can be more informal, for example, a stress-busting treat after or during your busy season.
11. Hire the right people in the first place. Find people who are looking for the characteristics of your work culture, whether it's fast-paced, laid back, structured or fluid. A good fit makes for a happy and valued employee who is less inclined to leave.

Kelle Campbell specializes in freelance public relations writing for PR companies, businesses and nonprofit organizations. She has contributed several articles on PR, writing, small business and technology topics to print and online publications. For more information, visit <http://www.kcwriter.com>.

The National Federation of Independent Business (NFIB) is the nation's largest small-business advocacy group. A nonprofit, nonpartisan organization founded in 1943, NFIB represents the consensus views of its 600,000 members in Washington and all 50 state capitals. For more information on NFIB visit www.NFIB.com.



We're Getting "Geared Up" For Our Silent Auction



"Who will be the new owner of this tie? Don't miss the Silent auction!"

This year at the Annual Convention
our silent auction
will be even better because we have two
mystery auctioneers
who put the
emphasis on having fun.

In addition, there are
new incentives
for all attendees to make a donation.

Each donation to the silent auction will enter
that lucky contestant in a drawing for
free registration (a \$255.00 value)
at next year's convention.

An additional drawing for a chance at a
free paid membership (a \$100.00 value)
in the Missouri Hearing Society will be offered
for each auction item donated.

One **simple and inexpensive suggestion** for an auction item donation is a gift card. **Anybody and everybody can donate or use a gift card** from Wal-Mart, Target, Foot Locker, Schnucks, Hallmark, Pottery Barn, Crate and Barrel, Linens and Things, FTD Florists, Bass Pro Shops....the possibilities are endless! Gift cards are wonderful for auctions because they allow the bidder to make a donation and still get items like gas, food, clothing, and household goods, which they were going to purchase anyway. What do you spend each month for gas, pretzels, milk, bread, laundry detergent, and shampoo at Target or Wal-Mart?

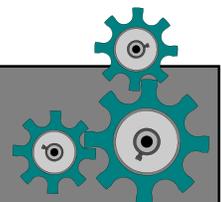
Why not consider allocating that same household expense money for one week (or one month) for the auction by donating or bidding on gift cards from your store of choice? Gift cards are good for everyone for anything at anytime.

Other suggestions include sports memorabilia, congressional gifts, vacation condos, hunting trips, tickets to events, equipment, art, Stetson hats, books, wine, tools, gift baskets, flower arrangements, and vintage clothing. Let your imagination guide you!

Most of our sponsors and vendors will donate a set of **digital hearing aids** or something useful to anyone who dispenses hearing aids. Since we all make our living with these products, it just makes sense to **get a bargain** at the auction and **help raise money** for the society that helps to protect your right to practice. Remember also that your contribution is **tax deductible**.

It's a Win-Win-Win situation!

Help us get "Geared Up"! Our goal is to raise \$20,000
and have fun doing it!



Please Drop Us a Line...

And let us know what you will be bringing to the Silent Action at the MHS Annual Meeting!

Item: _____

Value: _____ Minimum Bid: _____

Donated by: _____

Phone: _____

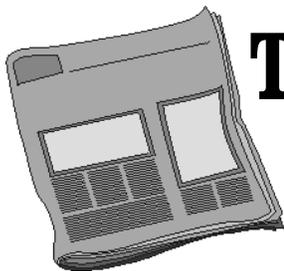
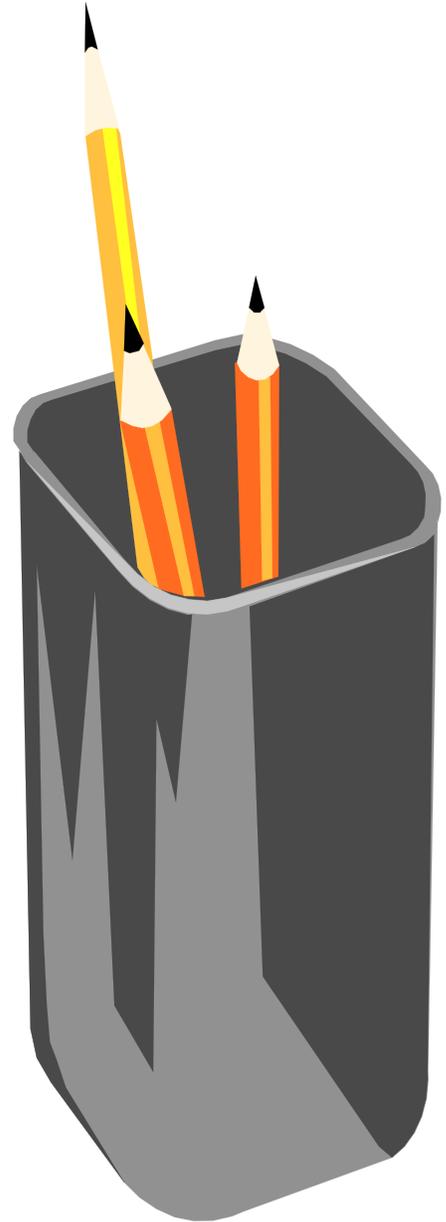
Need some suggestions? How about . . .

Vacation Condo	Art
Gift Baskets	Hunting Trips
Gift Certificates	Sports Bags
Batteries	Wine
Stetson Hats	Sporting Event Tickets
Books	Hearing Aids
Tools	Equipment

Let your imagination run free!

Please return this form by February 28, 2006 to:

Missouri Hearing Society
P.O. Box 1072
Jefferson City, MO 65102
Fax: 573-636-9749



The Classifieds

Help Wanted

We are seeking a full or part time Hearing Aid Specialist or Audiologist to work in our established hearing aid business in Columbia, MO. Anyone interested can call Beverly Baker or Jason Baker at 573-474-9976 or 573-886-6353.

For Sale Hearing Aid Dispensing Office

Denson Hearing Aid Center, Inc.
432 A S. Jefferson
Lebanon, MO 65536
417-532-6856



Owner retiring after 33 years in the business, 15 years at this location. Gross sales for 2004: \$113,000. Price of \$22,000. includes all furniture and equipment. Judy Denson will stay on during transition if necessary.



MISSOURI HEARING SOCIETY

CEU AWARD



The Missouri Hearing Society will again offer the Continuing Education Award for members who have completed a distinguished number of credit hours. Please complete the application below for the MHS CEU Award.

You are eligible for the award if:

- Your membership is current as of December 31, 2005;
- Your membership is current at the 2006 Convention;
- You have attained and documented 18 hours during the 2005 calendar year (for the Silver Award – include copies of hours);
- You have attained and documented 24 hours during the 2005 calendar year (for the Gold Award – include copies of hours);
- You have attained and documented 36 hours during the 2005 calendar year (for the Platinum Award – include copies of hours); and
- Your application is received and in order at the MHS office by February 28, 2006.

Remember that attained hours must be earned at an education program, which has received prior approval from the Missouri Board of Examiners for Hearing Instrument Specialists, IHS, AAA or ASHA. Please take advantage of this opportunity to earn recognition for your hard work!

MHS CEU Award Application

Name: _____

Company: _____

Address: _____

City: _____ State: _____ Zip: _____

Number of earned hours (circle one):

18 Hours – Silver Award (copies enclosed)

24 Hours – Gold Award (copies enclosed)

36 Hours – Platinum Award (copies enclosed)

Send Press Release to: _____

Address: _____

City: _____ State: _____ Zip: _____

MAIL TO: MISSOURI HEARING SOCIETY, P.O. BOX 1072, JEFFERSON CITY, MO 65102

MISSOURI HEARING SOCIETY MEMBERSHIP

"Why you need to belong to the Missouri Hearing Society"

Membership Benefits for Hearing Health Care Professionals

Membership Dedication

The Missouri Hearing Society (MHS) is the only state organization dedicated strictly to dispensing professionals. Whether you are a dispensing audiologist, dispensing physician, hearing instrument specialist, or simply believe that the dispensing professional is a key factor in helping the hearing impaired, MHS membership is a must. MHS has a record of fairness toward the dispensing community. Membership adds credibility within the community and the medical profession.

Professional Assurance

Protection of your profession allows you to appropriately evaluate hearing loss and provide amplification benefits to the hearing impaired. MHS membership is your best assurance of the ability to continue to practice your profession for decades to come. MHS membership is the least expensive, most effective, business continuity and professional assurance that you can ever buy.

Annual Convention, Membership Directory and Newsletters

The MHS Annual Convention offers one of the best educational opportunities both inside and outside of the State of Missouri. More vendors attending the convention are offering convention discounts and specials on equipment than most other state conventions. MHS members are annually recognized at the convention for their educational accomplishments throughout the year. These framed awards, along with press releases, continue to promote and increase the member's credibility within their community. MHS also bestows the "Founder's Award" to recognize an outstanding individual each year in our field. The MHS directory not only guides patients to providers that support the pledge through ethical practices but also helps members find colleagues throughout the state. The quarterly newsletters provide information and articles affecting every facet of our profession and offer the opportunity to review new products and services on the market. The newsletter articles, typically written by fellow members, provide information on hearing aids and hearing aid features or fitting techniques that are easily applied to the professional's practice.

Each Member Counts – Strength In Numbers

With just over 400 licensed professionals in Missouri, we have less membership than most other health care professions. Your membership is vital to increasing our ability to represent the entire dispensing community. Each dispensing professional that joins strengthens the entire profession, as well as their own practice.

Statewide Fraternity

MHS provides a networking atmosphere with peers, gives those who want to be involved a chance to shape our profession through participation and leadership positions, and it enables members to build a network of contacts and dispensing friends with a common cause from whom you can draw support, advice, and new ideas.

Executive Director – A Professional Lobbyist: Randy Scherr

MHS is actively involved in the legislative arena. The full-time staff, headed by Randy Scherr, monitors all legislative activities and their potential impact on the practice of the hearing instrument specialist. MHS typically monitors legislation affecting reimbursement rates under Medicaid, licensing requirements, changes to the licensing law and fees, and hearing instrument sales techniques. In addition to the legislative activities, the association staff in Jefferson City manages all of the day-to-day activities of the Society. These include the membership development, membership file management, financial management, convention planning, board meeting administration, newsletter and directory publication, and monitoring of all state rules and regulations.

Membership Dues

MHS dues are an investment in your future and a small price to pay for the benefits received to assure that you, the hearing professional, can continue to work competently to serve the hearing impaired. If you are currently not a member of MHS, we urge you to consider such membership. You will find enclosed in this newsletter a membership application. If you are a member, we urge you to share this information with potential members. Together we form a common bond, create friendships, and build an organization strong in number and purpose.

MISSOURI HEARING SOCIETY

101 E. High • P.O. Box 1072 • Jefferson City, Missouri 65102 • 573/636-2822

Membership Application

(Please Print or Type)

Date: _____

Name: _____

Name of Business: _____

Business Address: _____ City: _____

State: _____ Zip: _____ Phone: _____

Fax: _____ E-Mail: _____

Home Address: _____ City: _____

State: _____ Zip: _____ Phone: _____

Type of Membership Applying For:

Regular Member (Missouri Licensed Hearing Instrument Specialist) - \$100.00

Associate Member - \$50.00

If you wish to pay by credit card you may fax your info to (573) 636-9749 or mail to the MHS Office.

VISA or MASTERCARD Charge Card No. _____

Name of Card Holder: _____ Expiration Date: _____

Do You Hold: Valid Permanent MO Hearing Instrument Specialist License? _____

License # _____ Date Received: _____

Temporary Permit? _____ Permit # _____ Date Received: _____

Do you or have you ever held a Hearing Instrument Specialist License from another State?

Yes State(s): _____

Valid Invalid Revoked

No

Have you ever been a member of MHS before? Yes No

Are you NBC-HIS? _____ CCC-A? _____ Licensed Audiologist? _____

List other associations you belong to: _____

MO Legislative Districts: Home - _____ House _____ Senate

Office - _____ House _____ Senate

I hereby agree to abide by the Laws of the State of Missouri governing the fitting and dispensing of hearing instruments and to comply with the Association's Standards of Conduct as approved by the Board of Directors.

SIGNATURE

DATE APPROVED BY BOARD

SPONSORED BY (OPTIONAL)

Just When You Think You've Heard It All...

...along come a few things you've heard before, but just needed a reminder! Happy New Year!

Suggestions For Life

Author unknown

1. Give people more than they expect and do it cheerfully.
2. Marry a man/woman you love to talk to. As you get older, their conversational skills will be as important as any other.
3. Don't believe all you hear, spend all you have, or sleep all you want.
4. When you say, "I love you," mean it.
5. When you say, "I'm sorry," look the person in the eye.
6. Be engaged at least six months before you get married.
7. Believe in love at first sight.
8. Never laugh at anyone's dreams. People who don't have dreams don't have much.
9. Love deeply and passionately. You might get hurt but it's the only way to live life completely.
10. In disagreements, fight fairly. No name-calling.
11. Don't judge people by their relatives.
12. Talk slowly but think quickly.
13. When someone asks you a question you don't want to answer, smile and ask, "Why do you want to know?"
14. Remember that great love and great achievements involve great risk.
15. Say, "bless you" when you hear someone sneeze.
16. When you lose, don't lose the lesson.
17. Remember the three R's: Respect for self; Respect for others; and Responsibility for all your actions.
18. Don't let a little dispute injure a great friendship.
19. When you realize you've made a mistake, take immediate steps to correct it.
20. Smile when picking up the phone. The caller will hear it in your voice.
21. Spend some time alone.



Missouri Hearing Society
P.O. Box 1072
Jefferson City, MO 65102

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