

MISSISSIPPI

Headlines

Upcoming HFMA Meetings

MS HFMA Meeting
June 11-12, 2009
Hilton
Jackson, Mississippi

2009 MS HFMA Summer Institute
August 20-21, 2009
Golden Moon Casino
Philadelphia, Mississippi

HFMA Region 9 Meeting
November 15-17, 2009
Sheraton, Canal Street
New Orleans, Louisiana

Please visit our chapter's website often
as information changes frequently.

www.mshfma.org

HFMA President's Message



Suzette B. Duhe
HFMA, CPA

I cannot believe this is my final president's message. First of all, let me thank the membership for supporting me through all of my years of volunteering to serve the chapter. It is much easier to take on leadership roles when you know you have the support and help of those around you. I would be remiss if I did not specifically mention certain individuals who have definitely made this past year a very rewarding and memorable experience. The board of directors, officers and committee chairs are really the ones that do the lion's share of the work and they are to be thanked and congratulated for what looks like will be another good year for MS HFMA. David Williams did an excellent job chairing our certification committee and based on current numbers, our chapter will be receiving a silver award for certification. Please join me in congratulating David as he has been recognized for his outstanding efforts over the years in MS HFMA by being selected to the National Board of Examiners beginning June 1, 2009. That is quite an honor. None of us who have ever served as either an education chair or president could have done it without Karen Stuart, our administrative director. She has also done a great job retaining our sponsors which help to make our meetings affordable for our membership; and I know this has been a very challenging year with the economy in the state it is in so hats off to Karen. Last but certainly not least, I would like to thank both our past president, David Butler, for being there with advice and support and incoming president, Jerry Knighton, for regaining his health so that I did not have to be a two-term president. I know he will be a great leader for us next year and I wish him the best in his new leadership role.

Suzette

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Job Search Survival 2009

By Deborah Walker, CCMC

Undoubtedly, this is the toughest year on record to land a new job. Reaching your career goal will take courage and nerves of steel. Are you up to the challenge? Here are three tips for job-search endurance that will keep you on the right track toward your employment goal.

1. Keep your career goal realistic.

This is not the time to strike out in a risky career direction. Following your heart toward a career in which you have little qualifications could yield months of frustration as you find yourself competing against legions of candidates far more qualified. Unless you are in the position to hold out for a very long job search, concentrate on positions where you are best qualified.

2. Realize it will take longer to land your next position.

If you've never experienced a lengthy job search, set your expectations out several months and practice patience. You will apply for many positions as the perfect candidate, and get no response. Expect that. You will conduct perfect interviews and hear nothing back. Expect that as well. Just remember that eventually the right company with the right job at the right time will come your way if you stay calm and focused and don't let discouragement keep you from moving forward. Just keep with it.

3. Write a better resume than your competition.

Less jobs and more applicants equals extremely high competition. The quality of your resume has never been more important. For the best possible resume keep these guidelines in mind:

- Focus your resume. Avoid a one-size-fits-all resume.
- Showcase your best information in the top half of page one.
- Include accomplishments that illustrate your ability to solve today's business challenges.

4. Sharpen your interview skills.

With employers interviewing only the best of the best, when you are chosen to interview be sure you are your competitive best. You CANNOT "just wing" an interview and expect to be called back for a second. Today it takes solid interview strategy to earn a second round of interviews. Interview books are helpful, but they usually fall short of teaching you how to read the interviewer's mind to understand his/her hiring motivations. A study in the art of selling is more effective to achieve great interview performance. A few basic selling strategies include:

- Asking the right questions to understand the interviewer's "hot button" motivations.
- Formulate answers around the interviewer's motivations.
- Know your accomplishments well enough to weave them effectively through your interview to achieve top candidate status.

Throughout 2009, the best jobs will go to those who persevere and stay focused. Keeping your expectations and goals realistic will help prevent the emotional ups and downs. Prepare for your job search as if you were competing in a marathon. With patience, endurance and skill you will win your next job.

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Deborah Walker, CCMC is a career coach helping job seekers compete in the toughest job markets. Her clients gain top performing skills in resume writing, interview preparation and salary negotiation. Learn more about Deborah Walker, career coach at:

<http://www.AlphaAdvantage.com>

## Chapter Member-Get-A-Member Program

In conjunction with the National Member-Get-A-Member Program (MGAM), the MS Chapter of HFMA is proud to introduce a MGAM program at the Chapter level. Here's how it works:

For each member recruited, the referring member will receive an HFMA logo item. In addition, the Chapter will present a Grand Prize at the Annual Institute to the member who recruits the most new members.

Members may also bring a guest (non-member) to one meeting of your choice. The guest will be eligible to receive a 25% discount off the normal fees. If the guest is successfully recruited to join MS HFMA at this meeting, the referring member will receive a \$25 gift card.

If you have any questions about the program or would like additional information regarding recruiting points, please feel free to contact anyone on the Membership Committee. Remember: The best possible recruiting tool is your own personal experiences with MS HFMA!

We would like to recognize the following members who have sponsored or referred a new member so far:

- \* Stephanie L. McAlister
- \* Brad M. Williams
- \* Suzette Duhe'
- \* Ed Tucker
- \* William L. Kennedy
- \* Brad S. Sinclair
- \* Marsha H. Dieckman
- \* Scott Smith
- \* David C. Burchfield

Thanks everyone!

### Membership Committee

|                        |                                                                              |
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Finally, don't forget to thank your staff today; it's their day-to-day efforts that make it happen.

## MS HFMA Welcomes New and Reinstated Members!

**Shannon Lacey Johnson**

*Associate*  
Horne CPA Group  
Hattiesburg, MS

**April Rouse-Atkins**

*Revenue Integrity Manager*  
Forrest General Hospital  
Hattiesburg, MS

**Randall R. Pigott, Jr.**

*Chief Finance Officer*  
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*Director, Claims Services*  
BCBS of Mississippi  
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**Karen Lenow**

*Vice President*  
Infoware, Inc.  
Madison, MS

## MS Chapter HFMA Membership Directory

The 2007-2008 Version of the MS Chapter HFMA Membership Directory is now available on the MS Chapter website. Please go to <http://www.mshfma.org/> and click the link to explore such information as the National Board of Directors, your Mississippi Chapter Leaders, and an overview of the Founders Awards Program. You may also query the National Membership Directory to find colleagues and friends in Mississippi or across the Nation.

**Interested in Corporate Sponsorship?**

|                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                 |                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                       |
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| <p><b>PLATINUM SPONSOR</b></p> <p>Provides the following benefits:</p> <ul style="list-style-type: none"> <li>• Recognition on the Meeting Sponsor Board</li> <li>• Reception Held in Honor of the Corporate Sponsors to Introduce Them to the Members</li> <li>• Recognition in Each Chapter Newsletter</li> <li>• Recognition in Each Chapter Workshop Brochure</li> <li>• Recognition on the Chapter Website</li> <li>• Free Registration for Two People at Each Chapter Workshop including the Annual Meeting</li> <li>• At the Opening Session of the Workshop of Your Choice You May Have 3 to 5 Minutes to Introduce Yourself to the Group</li> </ul> <p style="text-align: right;"><input type="checkbox"/> <b>\$3,000 Per Year</b></p> | <p><b>GOLD SPONSOR</b></p> <p>Provides the following benefits:</p> <ul style="list-style-type: none"> <li>• Recognition on the Meeting Sponsor Board</li> <li>• Reception Held in Honor of the Corporate Sponsors to Introduce Them to the Members</li> <li>• Recognition in Each Chapter Newsletter</li> <li>• Recognition in Each Chapter Workshop Brochure</li> <li>• Recognition on the Chapter Website</li> <li>• Free Registration for Two People at Each Chapter Workshop (Summer, Fall, Winter)</li> </ul> <p style="text-align: right;"><input type="checkbox"/> <b>\$2,000 Per Year</b></p> |
| <p><b>SILVER SPONSOR</b></p> <p>Provides the following benefits:</p> <ul style="list-style-type: none"> <li>• Recognition on the Meeting Sponsor Board</li> <li>• Reception Held in Honor of the Corporate Sponsors to Introduce Them to the Members</li> <li>• Recognition in Each Chapter Newsletter</li> <li>• Recognition in Each Chapter Workshop Brochure</li> <li>• Recognition on the Chapter Website</li> <li>• Free Registration for One Person at Each Chapter Workshop (Summer, Fall, Winter)</li> </ul> <p style="text-align: right;"><input type="checkbox"/> <b>\$1,500 Per Year</b></p>                                                                                                                                         | <p><b>BRONZE SPONSOR</b></p> <p>Provides the following benefits:</p> <ul style="list-style-type: none"> <li>• Recognition on the Meeting Sponsor Board</li> <li>• Reception Held in Honor of the Corporate Sponsors to Introduce Them to the Members</li> <li>• Recognition in Each Chapter Newsletter</li> <li>• Recognition in Each Chapter Workshop Brochure</li> <li>• Recognition on the Chapter Website</li> </ul> <p style="text-align: right;"><input type="checkbox"/> <b>\$1,000 Per Year</b></p>                                                                                           |

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making connections

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group    1. a person who voluntarily offers himself or herself to

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for more information