



PLATINUM
EDUCATIONAL GROUP

MARCH 2020

EMS PROFESSIONS

The **Platinum Educational Group** monthly newsletter is dedicated to EMS instructors, administrators, and providers. If you have any questions please reach out to us anytime either by [email](#) or call **616.818.7877**.

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Don't Forget to Spring Forward

Remember to spring your clock forward on March 8th! You may be losing an hour of sleep, but this year, Spring Daylight Savings is on a Sunday. So, sleep in anyways! Hang tight, losing this hour of sleep will only last eight months.

It may often feel like we are "losing time" at work, especially when it comes to dealing with creating your own tests for your program, using outdated methods for skills tracking and scheduling (yes, we are talking to you pencil and paper users and Excel inputters), and doing other tasks manually. Luckily, we have time saving tools and resources for you, all made affordable!

We have helped SEVERAL HUNDREDS of EMS training programs become more efficient. WE CAN HELP YOU TOO.

Easy Demo Scheduling!

Until then, have a fantastic entry into Spring from all of us at Platinum Educational Group!

The Staff at Platinum Educational Group



Who is Platinum Educational Group, exactly?

As Platinum Educational Group continues to broaden the versatility of their solutions for healthcare professions, as well as increase our audience, we would like to remind people of who we are and

what we do!

We are staunch advocates for the highest degree of training for all EMS levels. **We are proud to boast the best testing prep and skills tracking programs for each.**

"Platinum Educational Group is always ahead of the ever changing game!" - Dr. Kelly Weller Ed.D, RN, LP EMS-C, Program Director EMS, Lone Star College - Montgomery

Factoid: We have delivered over 230 new features to our customers, many at their request, since 2015!

Our Mission: Deliver valid and reliable testing, assessment, scheduling, competency tracking, & compliance reporting solutions.

Our Vision: Every learner in the world can benefit from our solutions.



Platinum Educational Group has exciting plans for 2020

We remain dedicated to our customers and are working on some new features to better support new and existing customers. One of the features we are working on will help make our program directors lives better (more details to come). Some of the other planned features include a new chat feature as a support option,

along with our "new feature request" portal where customers can create and track new feature requests. We here at Platinum Educational Group love hearing from our customers and we work hard to give you the best experience possible.

We are dedicated to creating great educational experiences for you and your students and look forward to continuing Platinum Educational Group's mission and vision.

Thank you for being a valued customer of ours and we appreciate your continued feedback and support!

Sincerely,
Jason Jensen
CEO



Progressive Teaching: Flipping the Switch

Brand New Workshop Series for 2020! Nine National Locations

Join us for an exciting new workshop series for 2020! Progressive Teaching: Flipping the Switch is a highly participant involved workshop designed to assist participants on "flipping the classroom" by focusing the learning experience with the student. The concepts of scaffolding and bookending will play a critical role as participants learn to develop cases and teaching/formative scenarios to prepare students. Participants will be strongly encouraged to bring laptops and course textbooks. All Workshops include:

- 16 CE Hours or Professional Development Credit! (If applicable)
- Free Coffee, lunch & snacks included
- \$100 Credit to the Attendee's Platinum Educational Group School/Program Account*
- Engaging for ALL Healthcare Professions and Educators

There are additional benefits, giveaways, and free evening group events for individual locations! The nine US dates and locations are:

[Read Full Article](#)



Platinum's Annual Scholarship Program Information Notification List

Do not let your students miss this \$1000 opportunity

Both students and instructors have been very excited about [Platinum Educational Group's Annual Scholarship](#) Program. Every year we award \$1000 to a student in each of the following professions: EMS, Nursing, and Allied Health. We have had numerous emails and phone calls asking when students can start applying. Well, the time is almost upon us! The 2020

scholarship packet will be available in April. **If you would like to be on our scholarship notification list, [CLICK HERE](#).** This will ensure YOUR students will get the information as early as possible!



Facebook Contest

Thank you to everyone that has given us some love on Facebook. We appreciate you and are fast approaching our 3500 "likes" contest drawing. If you haven't already, give us a like and be included. Winner will receive a **\$25 visa gift certificate**. As a **bonus**, if you are a current Platinum customer, **leave us a review** in our [review section](#) and get a **gift automatically sent** to you.

In addition to special contests, each month we randomly select a profile that has liked our [Fan Page](#). That person/company receives an awesome "thank you" package from us! So, go ahead and give us a "like" YOU MAY BE OUR NEXT WINNER! February's awardee is **Jodie Jackson Jernigan from Maxton, North Carolina**.

New Features Updates

By the Dev Team

[NEW FEATURES: January 2020](#)

[NEW FEATURES: December 2019](#)

[NEW FEATURES: November 2019](#)

[NEW FEATURES: October 2019](#)

EMSTESTING.COM

Platinum Educational Group Solutions for EMS Training Programs

Top Five Reasons to Use EMSTesting

- **True Computer Adaptive Testing Practice that mimics the format of the National Registry exam!**
- **Most Validated Solution available, over 181,000,000 responses to date!**
- **Over 5,000 question test bank; with questions FOR ALL provider levels!**
- **Group Testing feature turns learning into a fun game!**
- **EMSTesting can be used with any EMS textbook, regardless of publisher!**

Join the hundreds of other programs that have adopted our solutions to make their EMR-EMT-AEMT-Paramedic program run as smoothly as possible! We offer the most reliable and valid testing on the market via [EMSTesting](#). We provide the only Computer Adaptive Testing (CAT) testing prep program that mimics the National Registry Exam! We will help your program raise your pass rates and we offer a **100% guarantee*** to back that!

"My paramedic program started using EMSTesting.com in 2013 and I have to say that it is the best testing platform that I have experienced in my 15 years as an educator. The students that graduate from our program are well prepared for the national exam. We just started using the solution for my EMT program and our pass rate has improved greatly! - Rob Dowling, Director of EMS, Franciscan Health Crown Point

Easy Demo Scheduling!

Top Five Reasons to Use Platinum Planner

- Easiest platform to record Appendix G competencies
- Meets/Exceeds Accreditation Standards
- Customizable platform to meet YOUR program specific needs
- Provides students with a complimentary companion mobile app
- There is NO Institutional fee just a competitive nominal per-student fee!

In addition to testing, we also provide a complete skills tracking, scheduling and reporting solution called [PlatinumPlanner](#). This flexible program tracks schedules, skills, and patient encounters. It assists in clinicals, labs, and scenario experiences. It generates reports for student progress, accreditation standards, and [NREMT Portfolio requirements](#), and the recent [CoAEMSP Appendix G](#) changes! **Platinum Planner also offers free preceptor training - something our competitors do not!**

Do not waste time tracking your students with paper and pencil! Stop paying more for inferior software! We have an easier and more cost-effective clinical tracking solution!

"Our training coordinator unexpectedly had to go out for several months on extended sick leave and I had to take over some of the tasks. It had been several years since I had worked extensively in Platinum Planner. When I called with questions, they were able to walk me through over the phone. Great Customer Support!" - Diane Koch, EMS Specialist, Yakima County Emergency Medical Services

Easy Demo Scheduling!

App G Update: Logic implementation to place imported values in the right Peer vs Instructor spot and show on the report

By the Dev Team

Now, when dragging and dropping the excel CoAEMSP export, our site handles everything much better. The table that contains peer skills are counted as peer on our site now. We added classifications to the skills and skill type to the skills - for example Peer and Instructor.

Questions or concerns about Appendix G? [Contact us](#)



Are You Ready to Move Your Program Forward in 2020?

By Jeff Dykstra, National Sales Director

EMR (Electronic Medical Records) began as an idea of recording patient information in electronic form, instead of on paper/pencil, in the late 1960's. The concept to generate electronic records focused on clinical data management wasn't fully realized however until nearly 40 years later. Today, even in the most impoverished areas of the US, paper charting doesn't exist. Unfortunately, in 2020, with a majority of Allied Health Programs, students are asked to document their patient/client/events along with timesheets and evaluations all on paper.

[Read Full Article](#)



EMS Agenda: You Are Either With Us or Against Us

By Tom Gottschalk, Co-Founder

Sound like a familiar quote you have heard or used before? Along with many other similar statements, it revs up emotions in many. Often being delivered to divide an audience who hear it as an ultimatum. "You are either on board or you're not." "You cannot have it both ways." To the mainstream, these sentences imply you have to pick a side. Because there is no middle of the road choice or compromise between position A and position B.

Fortunately, in almost all well thought out scenarios, there are always options in between two polar points of view. Lucky us. And that is in my opinion of how we should view EMS Agenda 2050. Picture a best-case situation, rather than saying that you are with it or against it. Let it serve as a starting point for a conversation to happen among your peers and leadership. Which ultimately finds a proper place for it to

be useful now and in the future.

[Read Full Article](#)



The Scholarly Column: Building Confidence in Students & Faculty

By Regina M. Sportsman, RMA, CMA (AAMA), BA, MM, MBA

In today's world there are many individuals that are lacking confidence because of how societal norms have changed. We service many different ages of students however, many of the students are attached to social media. When one is on social media the influence of having followers as well as having so many likes has made certain individuals have a belief system that they are not worthy. In addition, add the bullying component in and you can have a person who has extreme low self-worth.

[Read Full Article](#)



Toxic Partners: The damage they do in EMS

By Kelly Grayson, EMS1 Contributor

The next generation of EMTs can't learn if we're not kind or patient enough to teach them

I've been lucky in my career in that I've only had one toxic partner. She was narcissistic, rude to patients and hospital staff alike, and refused to take responsibility for her own behavior. When she was insubordinate to a supervisor and called on the carpet for it, her attempt to deflect blame by making up lies about me spelled the end of her employment at our agency.

[Read Full Article](#)

News From Our Allies in Education

Every month we feature a key news snippet or other information from our allies in EMS Education. If you would like to connect and see how we can collaborate, [contact us!](#)



Site Visitor Workshop to be Held at ACCREDITCON 2020

The CoAEMSP is increasing its site visitor cadre and is seeking Paramedic educators and physicians to become site visitors for CoAEMSP. The training workshop will be conveniently hosted in conjunction with ACCREDITCON, May 27-31, 2020, in Louisville, for those applicants who have been selected to be site visitors. [More details](#)



EMS 3.0 Workshop

Join us, Tuesday, March 24, 2020 in Arlington, VA! Get the latest information on EMS reimbursement including cost collection and the implementation of the CMS ET3 Model. Learn how to expand the healthcare services your agency provides to your community using sustainable economic modeling and best practices from agencies across the country. [More Details.](#)

[More details](#)



National Registry Reaches All Time High for Nationally Certified EMS Professionals

The National Registry of Emergency Medical Technicians recently announced that more than 400,000 EMS professionals are currently nationally certified at the EMR, EMT, AEMT or Paramedic level – the highest amount in the 48 year history of National EMS Certification.

[More details](#)



The 25th Anniversary of the NAEMSE Educators Symposium

Save the date for the 2020 NAEMSE EMS Educators Symposium & Trade Show. This event will be held at the Wyndham Grand in Downtown Pittsburgh, PA, on August 3-8.

[More details](#)



VerifyStudents Announces Drug Screening Enhancements

VerifyStudents by Corporate Screening is proud to offer a convenient, mobile-friendly and paperless drug screening solution. Now, we're pleased to announce several NEW enhancements to our drug screening solution. Customers now have access to student drug screening statuses with the Drug Screening Instance History feature. The feature displays all milestones and timestamped action histories for your drug screening orders.

We're also pleased to offer the availability of approximately 4,500 more drug test collection sites to our network. With thousands of sites across the nation, your students have more options than ever.

[Read Full Article!](#)

Upcoming Conferences & Expos!

[3/3/20 to 3/6/20 - EMSToday Conference, Tampa, FL](#)

[3/4/20 to 3/7/20 - SC EMS Symposium, Myrtle Beach, SC](#)

[3/6/20 to 3/7/20 - SMEMSIC Conference, Traverse City, MI](#)

[All PEG Events!](#)



Ask the Customer Support Team

Q: Can you tell me a little more about your secure testing? A: There are a lot of options for our test settings in EMSTesting for EMS and PlatinumTests for nursing. One of which is the ability to enable secure testing. We partner with Respondu[®] lockdown browser to provide secure tests for our customers. There is no additional fee to utilize it and it is optional. It is important to know what is involved and its limitations before enabling this for your students.

[Read Full Article!](#)

"The best thing about this group is the customer service. All of my questions have been answered within 30 minutes. The Help box with frequently asked questions is also nice and I've been able to use it without calling in. Keep up the great work Platinum Group!" - Jenifer Goodson, EMS Instructor, East Central College (MO)



Prices Effective July 1, 2020

Our pricing schedule will increase **slightly** in 2020. These increases will not affect training institutions, but students will see a **nominal** change. The increase is being done for several reasons including:

- To continue providing our customers with the **most up-to-date technology and software** programming.
- To continue providing our customers with the **most experienced customer support and programming staff**. To date, our customer support has an **industry-leading 97% satisfaction rate** and the **shortest average call back time** to students and instructors.
- To keep pace with inflation and fair market value. Even after this upcoming increase, **Platinum Educational Group is still under its competitors' prices** while offering more benefits, services, solutions, and overall value.

[Read Full Article!](#)



Does your Program need Student Access Cards or Credit?

By John Zimmer, Client Relations Manager

Many programs still need to gain EMSTesting or Platinum Planner student access. There are three ways students can gain access into our programs:

1. EMS programs can purchase student access credit or cards directly through Platinum Educational Group; then the students reimburse through tuition or lab costs.
2. Students can purchase access cards through their institutions' bookstores.
3. Students can purchase access from our websites directly (EMSTesting, PlatinumPlanner, PlatinumTests) using their own credit/debit cards.

If you need student access for either EMSTesting, PlatinumTests or Platinum Planner, contact **John Zimmer** at 616-490-5395 or email [EMAIL](#).

If your annual license ends soon, please renew prior to expiration to avoid an interruption in service. If you have questions about your license renewal, contact **John Zimmer** at [EMAIL](#).

Leaving You Laughing

By Steve Barry

