

# RESUME

## MARY ANN HODOROWICZ, RD, LDN, MBA, CDE

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### PROFESSIONAL PROFILE

*Certified Diabetes Educator and Registered, Licensed Dietitian-Nutritionist with Expertise in Diabetes Self-Management Education, Medical Nutrition Therapy, Nutrition Counseling, Health Promotion, Marketing of Patient Programs and Medicare and Commercial Insurance Reimbursement for Same*

- Multi-talented, results-producing *registered licensed dietitian-nutritionist* and *certified diabetes educator* with MBA degree (marketing focus).
- Proven leadership in establishing and managing Diabetes Center, certified diabetes education program, profitable Medical Nutrition Therapy (MNT) Clinic, and multiple nutrition education programs for consumers.
- Excellent written and verbal communication skills with professionals and consumers. Well-honed skills in creative marketing of nutrition, MNT, health promotion and diabetes programs to consumers and professionals.
- Expertise in writing manuals and resources for professionals. Proficient in MNT and diabetes education provider insurance reimbursement, outcomes management, evidence-based practice guidelines and forms development.

Strong interpersonal skills, and ability to coordinate projects for quick turn-around. Can translate medical, nutritional and diabetes research into clear, concise consumer education and media materials and into programs. Expertise in patient empowerment for successful behavior change and clinical team building to improve outcomes.

By blending advanced skills in nutrition, diabetes, marketing and business, can manage projects in groups, or independently with speed, flexibility and efficiency, which is consistent with today's corporate culture.

- Nationally recognized expert and speaker in:
  - Medical Nutrition Therapy (MNT), Diabetes Self-Management Education (DSME) Programs and nutrition education in wellness and disease for **consumers**.
  - Medicare and private insurance reimbursement for health **professionals** in these same areas.
- Excellent writing and communication skills for **consumer** market...creator, instructor and staff trainer of:
  - *Low Fat Lifestyle Plan*®, an innovative and interactive weight loss program.
  - *Control Your Diabetes for Life*®, a turn-key DSME program.
  - Numerous nutrition education programs in wellness and disease.
- Excellent writing and communication skills for health **professionals**...author of:
  - SOS Nutrition Program Manual of Mecklenburg County, North Carolina: Manual for Social Services Agencies on Delivery of MNT to Seniors in Home Setting (Per MNT Research Findings), Mecklenburg County, 2005
  - *Quick Guide to Reimbursement for MNT and DSME*, published by the American Association of Diabetes Educators (AADE).
  - Numerous nutrition articles for newsletters and websites of professional associations, including AADE, American Diabetes Association and the American Dietetic Association.
- Self-publisher of resources and manuals for health **professionals**:
  - *EZ Forms for the Busy RD*®...electronic MNT and DSME forms for nutrition professionals.
  - *Quick Guide to Medicare MNT and DSME*...resource piece posted on numerous professional association websites and in American Dietetic Association's newly published *MNT Manual*.
  - *Money Matters in MNT and DSME: Increasing Reimbursement Success in All Practice Settings, The Complete Guide*® 3rd edition, 2004.
  - *Establishing a Successful Outpatient Nutrition Clinic in Any Practice Setting*®.

## PROFESSIONAL EXPERIENCE

Owner, MARY ANN HODOROWICZ CONSULTING, LLC 2003 to Present  
*Author, Writer, Speaker, Consultant and Coach*

Specializing in Nutrition, Diabetes Education, Health Promotion and Insurance Reimbursement For Professionals. Expertise in all facets of program development/delivery: Operations; financial management; curriculum and forms; marketing; outcomes management; quality improvement and evaluation; compliance to clinical standards; staff training; and, insurance (Medicare and private payer) reimbursement. Obtaining: DSME program recognition from the American Diabetes Association, Medicare reimbursement and credentialed provider status with payers.

PALOS COMMUNITY HOSPITAL, PALOS HEIGHTS, ILLINOIS  
**CDE, RD, LDN and Medicare Provider, Outpatient Nutrition Clinic and Diabetes Education Program**  
November, 2005 – Present (0.5 FTE)

Responsible for: educating patients in the American Diabetes Association recognized Diabetes Self-Management Education Program (all topics); furnishing medical nutrition therapy to patients referred by physicians (am also Medicare MNT provider); educating patients in multi-session Weight Management Program and Lipid Diet Counseling Program; giving presentations to staff physicians and community on diabetes and MNT for various disease states.

LITTLE COMPANY OF MARY HOSPITAL AND HEALTH CARE CENTERS, Evergreen Park, Illinois

**CDE, RD, LDN and Medicare Provider, Outpatient Diabetes Center** 2003 – November, 2005 (0.5 FTE)

Responsible for managing daily operations, client education and marketing and advertising strategies of Center's *Diabetes Self-Management Education (DSME)* and *Diabetes Medical Nutrition Therapy (MNT) Programs*.  
Achievements: Designing new Diabetes Center as member of president-chartered work group; obtaining American Diabetes Association recognition for 10-hour DSME outpatient program; developing 3-hour Medicare Diabetes Medical Nutrition Therapy Outpatient Program and corresponding Medicare and commercial DSME reimbursement systems; and developing customized software for data collection and analysis in these programs.

**Manager, Educator and Nutrition Therapist, Outpatient MNT Clinic** 1987 - 2002 (0.5 FTE)

Developed *Diabetes Self-Management Education Program, Medicare MNT Program, and Low Fat Lifestyle Weight Loss Program* ©. Provided client education and MNT and developed nutrition and diabetes education materials.  
Responsible for: budget, marketing, daily operations, writing of policies and procedures and developing Medicare and private payer MNT reimbursement system. Achievements: Generated \$60,000 annual insurance reimbursement revenue (90% of claims paid by second year, with 75% all-payer reimbursement rate on MNT/DSME claims).

**Assistant Food Service Manager/Clinical Nutrition Manager, Food & Nutrition Services Dept.** 1984 - 1987 (FT)

Supervised thirty FTEs (food service supervisors, RDs, dietitian assistants, secretaries). Responsible for daily food service / clinical nutrition activities, tray line, budget monitoring, IT systems, staff education and compliance issues.

**Chief Clinical Dietitian, Food & Nutrition Services Department** 1977 - 1984 (FT)

Supervised twenty FTEs (RDs, dietitian assistants, secretaries). Responsible for clinical nutrition operations (assessment, screening, therapy). Achievements: Writing original Food & Nutrition Services *Policy and Procedure Manual*; conversion of food service and clinical nutrition operations and patient menu to fully electronic system; completion of MNT outcome study; implementation of evidenced-based standards of care for nutrition and decision support tools.

**Dietetic Traineeship Director and Education RD, Food & Nutrition Services Dept.** 1976 - 1980 (FT)

Responsible for trainee selection, education, curriculum and budget; continuing education of Food & Nutrition Service employees. Achievements: Developing traineeship and obtaining American Dietetic Association certification of same.

## MEMBERSHIPS AND EDUCATION AND CERTIFICATIONS

Member:

- American Dietetic Association
- Diabetes Care and Education, Dietetic Practice Group of American Dietetic Association
- Nutrition Entrepreneurs, Dietetic Practice Group of American Dietetic Association
- American Diabetes Association
- American Association of Diabetes Educators
- Illinois Dietetic Association
- The Wellness Council of America
- Numerous Volunteer Task Forces of American Dietetic Association, American Diabetes Association and American Association of Diabetes Educators

Education and Certifications:

- 2003: Certified Diabetes Educator (certification granted by National Board of Diabetes Examiners)
- 2001: Medicare Provider of Medical Nutrition Therapy benefit
- 1984: Masters of Business Administration (marketing focus), Loyola University, Chicago, Illinois
- 1974: American Dietetic Association Administrative Dietetic Internship, Poughkeepsie, New York
- 1973: BS, Nutrition and Food Service Management, University of Illinois, Champaign-Urbana, Illinois