

# Tip of the Month



## ***Meet Stan Derds***

Hi, I'm Stan Derds; I'd like to be your best friend.

But I have to tell you, I'm not an easy friend to have. That's because I like people to do things my way; to do things according to Stan Derds. I'm especially demanding when it comes to drawing blood from patients. Color me stubborn, but to my way of thinking there's only two ways to draw blood: my way and the wrong way. We're not going to get along if you like to reinvent procedures in ways that go against Stan Derds.

Let's face it, we are all an ever-evolving composite of the company we keep. That goes for me, too. What makes Stan Derds so unique is that the company I keep includes authors, researchers, scholars, and people in the know. That makes me a composite of the entire body of knowledge on the subject. If you draw blood, Stan Derds is a friend worth having because if you know me, you know everyone I know. I am a collection of their knowledge. I may be set in my ways, but that's because my ways have been set by the pretty good company I keep.

Now, you may choose to do things a little differently than I suggest, but you do so at your own peril, your patient's peril, and your employer's peril. That makes your technique perilous. When you don't draw blood according to Stan Derds, you probably aren't drawing according to your procedure manual, either. Don't you realize by neglecting us you can permanently injure your patient or corrupt the blood specimen so severely that it no longer represents his or her health status? That's why I'm so demanding. I'm really only trying to keep you from hurting someone.

It's my job to protect you from reinventing a procedure that I have perfected over the years and continue to perfect so that every blood draw is performed according to a well established and informed protocol. I'm not trying to make your life difficult; quite the contrary. I'm trying to prevent your life---and that of your patient and employer---from becoming difficult.

I like you. You seem like you want to do the right thing. I'm here to help. You really should make me your best friend because if you don't draw blood according to Stan Derds, you could be subjecting your patients to techniques eroded by baseless innovation and misinformation. Not only is it unfair to your patient and potentially harmful, but sooner or later you and your employer might find yourselves in a heap of legal trouble. And as much as I like you, I will testify against you if I have to.

So let's not allow that to happen. Make me your best friend. Your patients deserve what I bring to the equation and you deserve to sleep at night.

Remember, there's only two ways of doing things: According to Stan Derds and the wrong way.