

Thoughts from 25 years in the pediatric echo lab

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Objectives

- Starting on the path
- Getting a job
- Being a member of the team
- Becoming a expert sonographer

- The journey you take throughout your career is not a straight line. It is filled with twists and turns... be flexible to explore new opportunities and open to change.

- Work with your strengths but acknowledge your weaknesses (we all have them).

- Be open to meeting new people as the connections we make can resurface in unexpected ways.

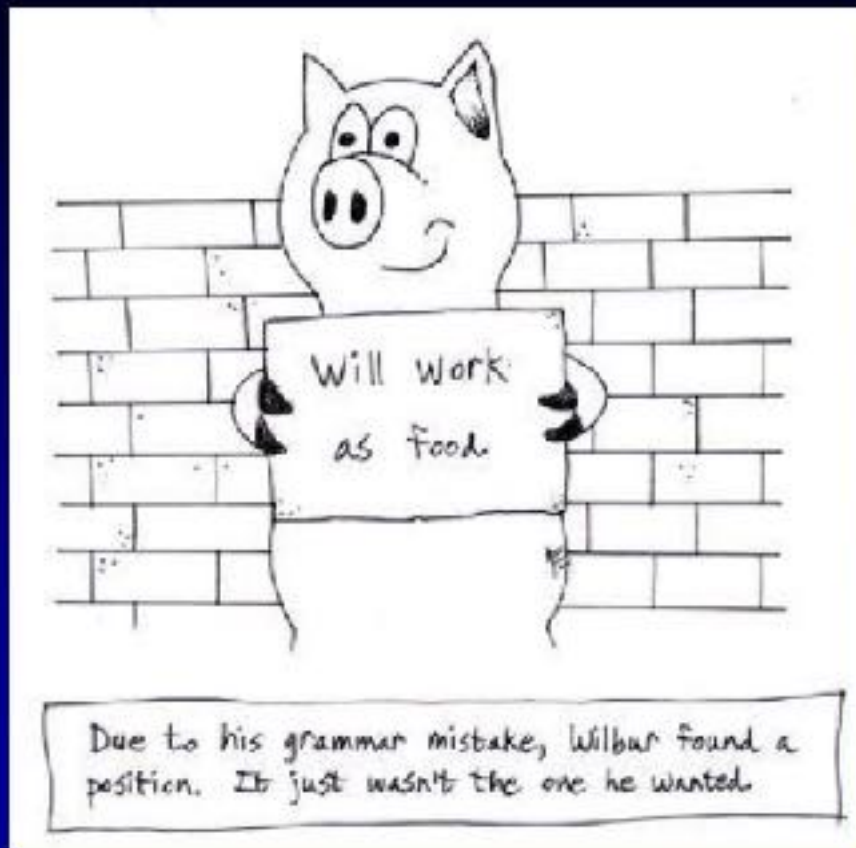
- Find a mentor(s) who you can talk to and learn from and incorporate their experiences along your path.

Applying for a job

- Do the research on your potential job
- Be sure to meet the requirements
- Make your resume stand out



- The job interview starts when you send in your cover letter (Always send a cover letter)
- The interview is not over until you get the job



Interviewing Questions

- What do you know about us?
 - *Nothing.* (So, you applied why?)
 - *You've got this job open.*
 - *I hear you pay well.*
- Why do you want to work here?
 - *My wife/husband said I had to get a job.*
 - *Because I like the basketball/football team*
 - *This is a short walk from where I live now.*
 - *I understand you give employees great discounts.*

- Tell me about yourself

- *There's not much to tell.*
- *My real job is rock musician. I'm the drummer. But our agent quit, so we don't have any gigs scheduled the rest of the year. We're looking for a new agent, and I hope to get back to that soon. That's what I really do.*

- What is your greatest weakness?

- *I don't have any.*
- *I have so many, it's hard to pick just one.*
- *I hate dealing with difficult people.*
- *I don't like being criticized or told what to do*
- *I'm not very good with technology or computers.*

- Tell me about a difficult case or situation you were in. How did you deal with it?

- *That's why I am here.*
- *I thought my ultrasound reader was wrong about a diagnosis so I immediately complained to the division chief.*
- *I argued with a patient who was moving (or asked questions) during an exam.*

- Do you have any questions?

- *No.*
- *Will I need to pass a drug test before I get hired? How much notice will I have?*
- *Will you be checking my references?*
- *How often do people get raises here?*
- *Do you cover sick days? How many can I have each month?*



Letters of Recommendation



Job offer!

- Clearly understand the job requirements (shifts, call, etc.)
- Clarify salary/space/benefits
- One of the few times you have some leverage to negotiate but understand the situation

Congratulations! You got the job!

- Now you need to become a member of the team
- It can be tough and challenging to build a team because people bring everything about whom they are to the team.
 - This includes opinions, knowledge, values, past work experiences, upbringing, education, prior team experiences, life and work goals, and skills in communication and team building

Team dynamics

- **Each team members ideas as valuable.** Remember that there is no such thing as a stupid idea.
- **Be aware of the team's unspoken feelings.** Be open and sensitive to everyone's moods and feelings.
- **Be clear when communicating.** Be careful to clarify directives.
- **Listen to your colleagues.** The only way to understand others thoughts is to listen before judging.
- **Don't be afraid to do more than the minimum.** Expand your opportunities and explore new things
- **Problem solve as a team.** Let the team work on creative solutions together.

The art of sonography



You are a sonographer not a technician

- The practice of ultrasound is disease driven, and a protocol is just the starting point. If you give up the ability to think for yourself, you weaken your skillset and profession
- Your scans should tell a story, not just be a series of images.

Remember...

- Common things occur commonly, rare ones occur rarely
- Go with your gut. If it doesn't seem right it probably is not
- Don't be afraid to ask for help

- “After scanning for 15 years I realized I need to be patient and the images will come”

Continue your education



Skills for your journey

- Flexibility
- Open minded
- Mentoring
- Fearless
- Interpersonal skills
- Patience
- Team work
- Know your limits

Above all **listen**