

Referral Source Options

CLIENTS

- Past and current clients and their loved ones

GOVERNMENT

- Area Agency on Aging Case Managers
- State Medicaid Waiver Programs
- Veterans Administration Programs

HEALTHCARE PROFESSIONALS

- Assisted Living Facilities
- Continuing Care Retirement Communities (CCRC)
- Home Health Agencies (Medicare Certified)
- Hospices
- Hospital administrators/executives
- Hospital discharge planners
- House call Physicians
- Independent living facilities
- Physician offices
- Rehabilitation centers (outpatient)
- Rehabilitation hospitals (inpatient)
- Skilled nursing facilities
- Social service agencies
- Workers compensation providers/case managers

NETWORKING

- Business networking groups (i.e. BNI)
- Chamber of Commerce
- Connecting with professionals on LinkedIn or other social media
- Other State Healthcare related associations
- Service Clubs (Rotary, Kiwanis)
- Serving on Board of Directors of various community organizations
- State Home Care Association
- Trade shows (Meeting the other vendors)

TRUSTED ADVISORS

- Bank Trust Officers
- Certified Senior Advisors or CSA's
- Clergy
- Elder Law or Estate Attorneys
- Fiduciaries
- Financial Planners or CPAs
- Funeral Directors
- Geriatric Care Managers
- Guardians/Conservators
- Long Term Care Agents

Other Referral Sources

- Adult Day Care Centers
- Churches
- Current Caregivers
- Non-Profits
- Occupational Therapists
- Other Private Pay Agencies
- Pharmacies
- Placement Counselors
- Senior Communities
- Senior Placement
- Social Workers