

Fifteen Ways To Ask For Referrals

Hi Joan, Mark from Americare....I hope you're having a good day!

- 1) I stopped by to see if you're discharging anyone this week who might need help at home to help them stay compliant with their medication plan? No? How about anyone else who may need assistance at home?
- 2) I stopped by to let you know our Certified Senior Care Managers can educate families about senior care and living options to help them find the right assisted living community or home care service. Are you discharging anyone soon who may need to know more about senior living and home care options?
- 3) I stopped by to see if you're discharging anyone soon who has a risk of falling at home and would benefit from having a caregiver to help prevent re-hospitalizations?
- 4) I stopped by to see if you're discharging anyone soon who has diabetes and would benefit from having a caregiver at home to help them stay compliant with their diet and watch for things such as hotspots on their feet, etc.?
- 5) I stopped by to see if you're discharging anyone soon who has recently had surgery that could benefit from a caregiver at home to help them stay compliant with their plan of care?
- 6) How would you like us to follow up with you regarding your patients? Phone? Email? Face to Face?
- 7) Which patients do you have that are being discharged that live alone? No spouse or children to help?
- 8) Which patients have a caregiver that will be their aging spouse?
- 9) Which patients do you have been discharged that are recovering from hip surgery?
- 10) Which patients do you have being discharged that are suffering from Alzheimer/dementia?
- 11) Which patients do you have that are non ambulatory?

- 12) Which patients do you have any that are going home this week that have already requested assistance?
- 13) What specific requirements or needs have your patients been asking for when they leave here?
- 14) Which of your patients that is going home this week are veterans that I can talk to?
- 15) Do any patients today have children that live outside of town that will need some assistance?