

# Strategy & Training to Increase Your Referrals – and Revenue

Supercharge your referrals and revenue through sales, marketing and referral management solutions tailored to the needs of your demographics. With in-depth evaluation of your current sales, marketing and referral management programs, our team of hands-on consultants will give you insights, strategies and practical training to increase referrals and admissions.

## Assessment & Analysis

Review and assessment of your agency's talent, model and processes – with custom-crafted solutions to support sales, marketing and business goals.

## Strategic Planning

Facilitate the development of a strategic direction through identification of potential opportunities. Assist with short and long term business planning.

## Sales Boot Camp

Experience this 2½-day, hands-on training session that can quickly transform your sales team into highly successful sales professionals.

## Referral Management

Discover strategic insight and training to help your nurses, liaisons and referral management staff manage referrals and admissions.

## Training Resources

Visit our online store for books, eBooks and training programs tailored to inform and guide your home care and hospice sales, marketing and referral management.

## Executive Support

Alleviate the stress of temporary management changes with middle and senior level executives for part or full-time placement. Chief sales officers, sales management and referral center management available.

## More on Sales Boot Camps

Simione Square One Boot Camp is the most interactive sales training in the industry:

**SIMIONE SQUARE ONE  
BOOT CAMP**

- Designed specifically for home care and hospice sales professionals.
- With powerful lectures, role-playing sessions and an interactive group exercises disclosure responsibilities.

Learn more & sign up now:  
[info@simione.com](mailto:info@simione.com)

At your service is a team of experts with extensive industry experience. Simione<sup>™</sup> Healthcare Consultants focuses on solving the following core home care and hospice challenges: Organizational, Financial, Sales & Marketing, Technology, and Mergers & Acquisitions. Over 1,000 organizations like yours have used the practical insight and tools from our hands-on consultants to reduce costs, mitigate risk and improve efficiencies.

**ORGANIZATIONAL  
FINANCIAL  
SALES & MARKETING  
TECHNOLOGY  
MERGERS & ACQUISITIONS**



Get strategy and training to supercharge your sales team:  
**800.949.0388 or [simione.com/solutions/sales](http://simione.com/solutions/sales)**