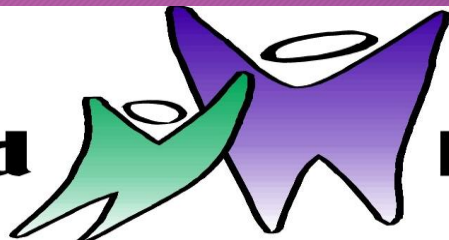


Professionalism, Partnerships & Success

NETWORKING & OPEN FORUM

Coordinated



Family Care

Professionalism, Partnerships & Success...

- Introductions - Who's here, let's say hello!
- What will you take away from this series?

Professionalism - Definition, examples, where it can go wrong, how to make it go right, how can you protect yourself & your agency

Partnerships - Cross agency collaborations, how to stay afloat in a competitive business environment

Success - when all the pieces fall into place, model greatness, big things come in small packages

Service Provider Association - Past & What's to come

Lisa Murray-Williams, CFC - Resource Development Manager

Professionalism...

Providing service delivery in a professional and ethical fashion...

- What does it mean to be professional? What is your definition?
- Here are some examples of professionalism...
 - *Good
 - *Bad
 - *In the Middle
- How can you protect yourself as a business owner and your agency when professionalism has been questioned?

Edwin Melendez, Creative Consulting Services - President

Professionalism...

- Share some of your own experiences...
- Any Assistance needed...



Professionalism...

• Did you know?

*IRD Requirements

*HiTech HIPAA

*Labor Laws

*Best Practices for Businesses

*Board Standards - Medicaid, etc.

*CEU's

*Staff Support



Partnerships...

Cross-agency collaborations: How to be a present partner in a team, even when you are from different agencies.

- How can you build relationships with other agencies?
- Examples of how Empower U partners...

Staying afloat in a competitive business environment:

- Inception of Empower U, how did we get here?
- How will Empower U stay relevant?

Marlon Gray, Empower U - Managing Partner

Partnerships...

Possibilities as a whole... not just me, not just you, but ALL of US!



History can repeat itself

Service Provider Association historical view - Edwin Melendez, CCIS

Service Provider Association future possibilities - Marlon Gray, EU

Success...

Success - when all the pieces fall into place what does it look like...

- Taking what you know and sharing it with the world as a contracted provider to a business owner...
- Model greatness - Lessons learned creating Legacy Counseling
 1. Learn everything you can about who your staff are
 2. Start small and expand if and when the time is right
 3. Get the right people in place if it's not YOU
- Big things come in small packages - What's next? How and when to decide to incorporate other lines of work...

Mala Deodhari, Legacy Counseling Services - Executive Director

Networking & Open Forum

- Ask the panel ANYTHING you need to know...
- Share your business cards & contact information
- Talk about when you will see one another again



It's a Wrap!

