



Home Care, Hospice & Medical Staffing Program - Prospecting Resources:

Eligible SIC Codes:

Home Health Care Agencies / Services	8082
Personal Care / Companion Care / Support Services	8082/8059
Visiting Nurse Associations (VNAs)	8082
Hospice	8051
Traveling Nurse Companies / Nurse Registries	7361
Medical Staffing Firms (25%+ medical)	8082/7361/7363

Provider Listings & Association Members:

In addition to general business prospecting sources that your agency may use (i.e. D&B Hoovers, InfoUSA, Salesgenie, etc.), you can often find provider listings on national and state home care, hospice and medical staffing association websites including:

National Association for Home Care & Hospice (www.nahc.org)

*(*Manchester Specialty is the exclusively endorsed Affinity Business Insurance Program for NAHC members. While ALL home care and hospice providers are eligible to apply to our program, NAHC members may be eligible for additional credits and/or coverage enhancements.*

To check if a client or prospect is a member of NAHC, go to <https://agencylocator.nahc.org/>. Refer to the Key for member status indicator; i.e. a blue dot indicates an active NAHC member.)

American Staffing Association (www.americanstaffing.net)

Various Home Care, Hospice & Medical Staffing state associations

(example – New Jersey:)

Home Care Association of NJ (www.homecarenj.org)

Home Health Services Association of NJ (www.hhssanj.org)

New Jersey Staffing Alliance (www.njsa.com)

Medicare Certified or Accreditation Status (preferred risks in our program):

When searching for Medicare certified agencies – use “Home Health Compare”:

<http://www.medicare.gov/homehealthcompare/search.html>

To confirm that an organization is a Joint Commission accredited firm:

<http://www.qualitycheck.org/consumer/searchQCR.aspx> (part of the Joint Commission website)
search by type of service, type of provider, by state

For Community Health Accreditation Program (CHAP) accreditation status:

<http://www.chapinc.org/additional-pages/find-a-provider.aspx>

search by agency or by state

To check Accreditation Commission for Health Care (ACHC) active firms:

<http://www.achc.org/resources/accreditedLocations>

Visit us for additional marketing flyers and materials at: www.manchesterspecialty.com.