



National P&C Program for Home Care & Hospice - Prospecting Resources:

Eligible SIC Codes:

Home Health Care Agencies / In-Home Services	8082
Hospices	8051
Personal Care / Companion Care / Support Services	8082/8059
Visiting Nurse Associations (VNAs)	8082

Provider Listings & Association Membership:

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

The National Association for Home Care & Hospice (<https://www.nahc.org/>):

Manchester Specialty is the exclusive Affinity Business Insurance Partner 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, including a 5% discount on workers' compensation premium (where state regulators allow).

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

Various Home Care & Hospice State Associations (example - New Jersey):

Home Care Association of NJ (<https://www.homecarenj.org/>)

Home Health Services Association of NJ (<https://hhsanj.org/>)

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

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

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

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

Go to <https://www.qualitycheck.org/> (part of the Joint Commission website) and search by type of service, type of provider, by state.

For Community Health Accreditation Program (CHAP) accreditation status:

<https://chapinc.org/> search by agency or by state

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

<https://www.achc.org/accreditation-locations.html>

We can offer the following coverages in our national program:

Professional/General Liability and Package including Property, Non-Owned Auto, Abuse and Third Party Crime; Cyber (standalone); Excess, and Workers' Compensation.

Visit us for additional marketing flyers and materials:

<https://www.manchesterspecialty.com/>

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