

Drive Results with a Trusted Leader in Sales & Referral Management

SIMIONE'S VIRTUAL SALES & CUSTOMER EXPERIENCE TRAINING

With the right experts, processes and data tools, home health and hospice teams can achieve more to propel market growth. As a leading firm dedicated to growth solutions in home-based care, Simione Healthcare Consultants brings virtual training in sales, marketing and the customer experience to home care and hospice providers across the nation. Our convenient, remote classrooms and cost-effective programs help agencies implement strategies that will expand referral networks, increase admissions to boost momentum and create sustainable growth.

Join our virtual classrooms with your industry peers or host a training workshop exclusively for your organization:

Sales & Marketing Basic Training Workshop

June 8-11, 2-4 PM EST (8 Hours, 4 Sessions)

This program is ideal for business development representatives and liaisons as an orientation to sales and marketing operations.

Maximum class size: 10 Per Person: \$399 Includes: E-Workbook

Sales Management Workshop

May 26-27, 11 AM-2 PM EST (6 Hours, 2 Sessions) or
June 22-24, 11 AM-1 PM EST (6 Hours, 3 Sessions)

This workshop is designed for business development and referral management leadership, and as an orientation for new sales leaders.

Maximum class size: 10 Per Person: \$399 Includes: E-Workbook

Hospice 101

May 26, 2:30-4:30 PM EST or June 23, 2-4 PM EST

This session is ideal for new hires across agency disciplines as part of orientation.

Maximum class size: 50 Per Person: \$199 Includes: E-Guide

Home Health 101

June 24, 2-4 PM EST

This session is ideal for new hires across agency disciplines as part of orientation.

Maximum class size: 50 Per Person: \$199 Includes: E-Guide

Develop a Highly Effective Marketing, Communications & Brand Lift Plan (with Special COVID-19 Content)

June 29, 2-4 PM EST

This session is ideal for C-Suite, Marketing Communications and Engagement Leaders. **BONUS:** A Custom Playbook is also available at a special price.

Maximum class size: 50 Per Person: \$199 Includes: E-Guide

Create a Data-Driven Growth Strategy

June 4, 3-5 PM EST or July 1, 2-4 PM EST (2 Hours, 1 Session)

This workshop is designed for C-Suite and leaders of Strategy/Innovation, Business Development and Engagement. **BONUS:** A market analysis report is also available at a special price.

Maximum class size: 50 Per Person: \$199 Includes: E-Guide

True Colors® Workshop for Leaders

June 1, 3-5 PM EST

This workshop helps executives and other leaders assess their core personality and learning style and that of team members to better understand motivation and behavior for more effective management. Special group rates are available.

Maximum class size: 10 Per Person: \$159 Includes: Online Assessment

True Colors® Workshop for Staff and Teams

June 8, 11 AM-1PM EST

This workshop helps individuals assess and understand their core personality and learning style to identify opportunities for development and more effective team performance. Special group rates are available.

Maximum class size: 20 Per Person: \$159 Includes: Online Assessment

Customer Experience Workshop

June 30-July 2, 11 AM-1 PM EST (6 Hours, 3 Sessions)

This workshop is ideal for intake/referral center/reception roles, admissions nurses, and as a new staff orientation for these disciplines.

Maximum class size: 10 Per Person: \$399 Includes: E-Workbook

Contact us today to discuss training programs that can help your organization achieve more in growth strategy, customer experience, and brand development.

VISIT Simione.com **CALL** 800.949.0388