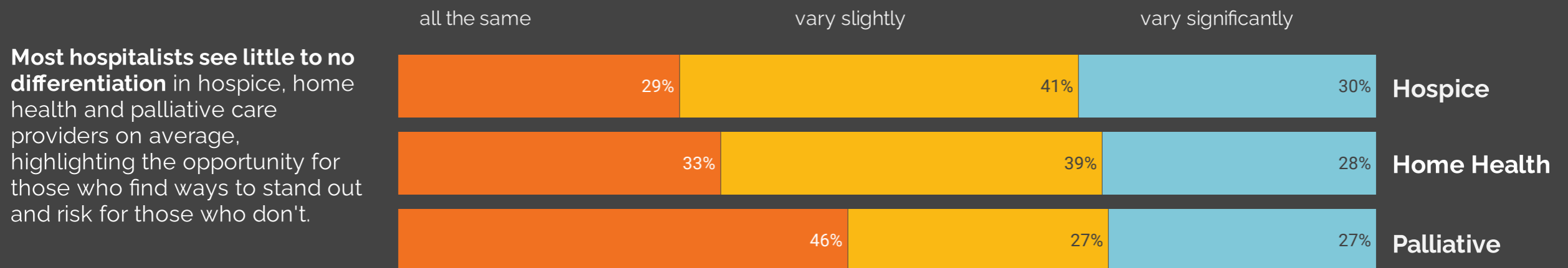


Do Hospitalists See You As Indispensable?

Relationships with hospitals are critical to success for home-based senior care providers, and that relationship needs to go beyond discharge planners and case managers. In a study conducted by Transcend Strategy Group, nearly half of surveyed hospitalists said they see it as their role to make the referral – and they usually have favorites. As hospitalists face mounting pressure to reduce lengths of stay, readmissions and total cost of care, are you adding value in the right areas to be at the top of their list?

96%

of hospitalists seek a referral partner who can **lower hospital LOS**



Hospitalists, not staff or patients, often choose the specific provider. It's critical for senior care agencies to differentiate themselves to hospitalists in particular – and to be seen not just as a good choice, but as the one indispensable choice.

47%
of surveyed hospitalists believe **recommending referrals is part of their role**

59%
of these hospitalists on average **refer to a specific senior care provider** versus a list or deferring to staff

92%
say **patients rarely have a specific provider in mind**

Unlock the Full Report

Want to strengthen your hospital referral relationships? Access our report on **The shifting demands of hospitalist referrers**. Inside: What hospitalists value most from referral partners, how they chose providers, how priorities differ by hospitals, and actionable insights for what you can start doing to improve referrer relationships today.

Get Report