

REFERRAL PARTNER PROOF

Referrals start with a conversation. Here are ours.

Discharge planners, case managers, social workers and facility directors agreeing to meet PractiScale clients. Captured from live outreach for home care, home health, NEMT, behavioral health and hospice businesses across the US.



IMHA
Indianapolis Mental Health Associates, LLC

MATTHEW GLASSER
Indianapolis Mental Health Associates, LLC

 **72**
Targeted Connections

 **2**
Active Referral Partnerships

"I needed a way to consistently connect with the right healthcare professionals who could refer patients in need of mental health services, without spending hours trying to network on my own."



GET CARE AT HOME

PORSCHE MIDDLETON
MS Care at Home

 **7**
Professional Connections

 **4**
Active Referral Partnerships

"These aren't just contacts — they're people who are ready to connect me with clients."

500+

healthcare businesses served

\$20M

in client revenue

Updated October 2026

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Booked a call with us?
Read this before it. It takes about five minutes.

What you're looking at

Every screenshot in this document is one stage of the same process. A conversation proves a conversation. Patients come later, from the relationship you build after the meeting. You should know that before your call with us.

Reached

We contacted the right role at the right facility, from your LinkedIn profile.

Qualified

They confirmed they see patients who fit your services, payers and service area.

Approved

You reviewed the partner and said yes before any meeting.

Booked

A meeting with you is
on the calendar.

How a stranger becomes a referral partner

01 We map your territory

We identify the discharge planners, case managers, social workers and facilities that place your type of patient, county by county.

02 We reach out as you

Our team runs outreach from your LinkedIn profile, in your name. Partners get to know you and your business.

03 We qualify before you meet

Each contact is checked for patient fit, payer fit and service area. You approve who you meet.

04 You build the relationship

We book the meeting and handle the follow-up. You show up, and the relationship stays yours.



Watch Afra walk through the process, start to finish.

[\[Process video link\]](#)

“It is well worth the investment.”

Sintrel Dass, Mission One Services



5

Direct referral partnership

First 2

Partnerships within 4 weeks

+ 154

LinkedIn targeted connections

Watch Sintrel's story
[Click to Watch]

Read the full case study
practiscale.com

Individual result. Outcomes depend on market, capacity and the relationships you build.

Who said yes

Professionals who agreed to meet PractiScale clients, grouped by where they work. Partner names and contact details are hidden to protect their privacy.

Hospitals and physician groups

At Home with Heart Care Services, LLC

October 13, 2026

0

Obinna Obiakor

Yesterday 10:33 AM

Hello, good day Mary, yes I had the call with Karen and she was very nice and willing to add the agency to her resource lists. She left me her email address: karenm@assistedlivinglocators.com

She wants the agency information like, the flyer, brochure, and business card and she wants the private pay fee charges sent to her.

Thank you so much.

2 replies

Unread

Mary Jones

Yesterday 10:53 AM

That sounds great. I will send all the details along with private pay fee charges to her Email. Also I will start the nurturing process to keep this relationship warm.

Medical Social Worker

October 12, 2026

Beryl Jusa

12:25 PM

Hi Rachael ! hope you're doing well! I just wanted to follow up in case my previous message got missed. I was just curious ,do you or your team ever refer families to an Adult Family Home when they need a residential care setting?

Rachael Smith

(She/Her) • 1:26 PM

hi beryl! thanks for the outreach. yes we actively work with and refer to afh's! do you have current openings?

Mejatt Dietetics

October 10, 2026

Mejatt Dietetics Inc

To: Celina Quismorio <celinequismorio@gmail.com>

07:03 PM

Hi Celina,

Just a quick reminder that our meeting is scheduled to start in 1 hour at October 2, 2026 at 11:00 AM (EDT)

Looking forward to connecting shortly.

Warmly,

Mejatt Dietetics Inc.

mejatt dietetics

Fri 11:45 PM

I can see that the meeting was scheduled for October 2 at 11:00 AM EDT.

Oh that must be Celine's mom. I messaged her that I will be unavailable and we need to reschedule. She said she'll let me know but did not hear back from her.

mejatt dietetics

Fri 11:46 PM

Oh that must be Celine's mom. I messaged her that I will be unavailable and we need to reschedule. She said she'll let me know but did not hear back from her.

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PractiScale | Referral Partner Proof | Updated October 2026

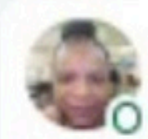
Page 4 of 7

Post-acute, hospice and community care

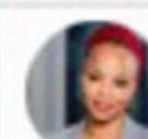


Veteran Nurse

October 17, 2026



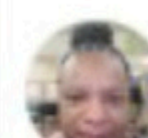
Shirley Mills
Mobile • 1d ago



Lakita Rushing, CPC, CASCC • 4:53 PM

Hi Shirley, it's great to connect! I noticed your extensive nursing experience with the Department of Veterans Affairs, including your work in primary care and psychiatric care.

I'm Lakita with EliteCare HealthServices in Atlanta, and we support veterans who need additional care and assistance at home. Do you refer veterans to home care agencies when they need additional support at home?



Shirley Mills • 5:29 PM

Hi Lakita, I currently work in the ER where I see a lot of elderly veterans who need assistance or home care. We



Social Worker

October 16, 2026

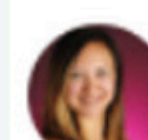


Harrison Foncha • 6:31 PM

Hi Stefani, I came across your profile and noticed your work as a Social Worker with Bethesda Cares. Your role supporting individuals and connecting them with resources really stood out to me.

I'm reaching out on behalf of A Saleh Healthcare, a Maryland-based home health agency providing skilled nursing, including wound care, medication management, chronic condition monitoring, and post-acute support.

I wanted to ask, do you currently refer patients who need skilled nursing or continued care at home after discharge?



Stefani Schaper, LMSW • 4:24 PM

Hi Harrison, thank you for reaching out. We have a growing



Social Worker

October 15, 2026



TyRhonda Priest • 2:01 PM

That's great to hear, Shamika! When a patient needs in-home support after discharge, would you be open to referring them to Abundance Home Care if it's a good fit?



Shamika Sims, LMSW (She/Her) • 3:07 PM

Possibly. Just depends on if I have built rapport bc I don't just refer my patients to anyone.



TyRhonda Priest • 3:14 PM

I completely understand, Shamika. Building trust first makes sense. I'd be glad to connect and introduce



Golden Roses AFH

October 14, 2026



Golden Roses Tue 17:30

Hey Anna. The meeting went well. They will add out homes to their list of places they can refer to. They don't have any clients at the moment...

Yesterday

Yesterday 08:54

Golden Roses

Hey Anna. The meeting went well. They will add out homes to their list of places they can refer to. They don't have any clients at the moment...

I'm glad the meeting went well! should I mark her as approved and start nurturing the relationship? @ Golden Roses



Golden Roses Yesterday 16:43

Yes

New conversations are posted every week.

See the latest at practiscale.com/clients-win/

Owners who were **where you are**

“Thank you for helping us connect with discharge planners and social workers. Since we just got our accreditation, it would not have been easy for our agency. We now have steady referral patient sources due to your efforts.”



Melvis Kein
Newly accredited home care agency

BEHAVIORAL HEALTH

Queendaline Nwobodo
Axis Behavioral Health

2 referral partners in 30 days

MENTAL HEALTH

Matthew Glasser
Indianapolis Mental Health Associates

NEMT

Sintrel Dass
Mission One Services

Read every case study at

You approve every partner

No introduction becomes a meeting without your yes. If a partner doesn't fit, flag it inside the approval window and we replace it at no cost.

No long-term contracts. practiscale.com

Questions owners ask before the call

Does a yes in a screenshot mean patients?

No. A yes means a qualified professional agreed to meet you. Patients follow when that professional trusts you with the people they place. We open the door and help you prepare. The relationship is what produces referrals.

Will this work for my specialty and my state?

It depends on who places your type of patient where you operate. That's why we start with research. Before any outreach, we map the referral sources in your counties and show you which categories are viable. If the research doesn't identify at least three viable referral categories, you get a full refund.

I've paid marketing agencies before. How is this different?

Ads and SEO bring inquiries that stop when the budget stops. We build relationships with the professionals who decide where patients go after a hospital stay, a diagnosis or a discharge. Those relationships are yours to keep.

Is this paying for referrals?

No. Referral sources are never paid, and nobody is paid per patient. We introduce you to professionals. Any referral that follows is their decision, based on whether your services fit their patients.

What happens on the call?

Thirty minutes. We look at the counties you serve, the patients you want more of, and the referral sources most likely to place them. You leave with that read whether or not we work together.

Find out who refers patients in your area

Already booked?

Your call is 30 minutes. Bring the counties you serve and the patients you want more of.

Not booked yet?

Book your referral strategy call and we'll map your area with you.

Book Your Referral Strategy Call

Results shown are individual client outcomes and are not typical or guaranteed. Outcomes depend on market conditions, capacity, fit, execution and relationship development. Screenshots are shared with client permission. Referral partner names and contact details are redacted.