Teis presentation script – question 2

Slide 1

Question 2 asks, “Are there referral sources that have had higher rates of successful referrals?”

We considered a referral successful if the referral received an initial IFSP date.

In our first slide, we’re looking only at successful referral percentages, from top to bottom. I should mention that we only included referral sources that have made at least 100 total referrals since 2016, for all our slides for this question. Only 17 of your 24 referral source types made the list. The remaining 7 sources didn’t have enough data to show on our charts, or they skewed the overall data as anomalies. After working through all the data, we aren’t surprised to see Foster Parents at the top and DCS at the bottom. More about that later.

Slide 2

On our next slide, the bars reflect the total volume of referrals made by each source from top to bottom. At the end of each bar are the successful referral percentages you saw in the previous slide. As you can see, the total volume of referrals doesn’t necessarily match up with the success percentages. In fact, some of the more successful referral sources are in the bottom half of total volume. (highlight with mouse the higher percentage sources like speech therapist, physical therapist, foster parent, etc.)

Slide 3

On this slide we wanted to create a visual that compares the total referral volume to the total successful referrals. It’s similar to the previous slide as it relates to volume, but this slide breaks down the information a little bit more to help create context between volume and success.

Slide 4

And finally, we’d like to share our conclusions with you…