**(What did we learn?)**

**Slide title**

* Out of 24 referral source types, only 17 have made 100 or more referrals since 2016
* Top 5 successful referral source types: Foster Parent – 62.23%

Speech Therapist – 60.4%

Physical Therapist – 60.19%

Parent – 57.4%

Family & Friends – 53.1%

* Bottom 5 successful referral source types: DCS – 17.53%

NHS – 31.08%

NICU – 35.36%

Dept of Health – 37.41%

Hospital – 39.99%

* PCP is the biggest referral source, but ranks 9 out 17 for successful referral percentage at 41.6%
* DCS is the second biggest referral source, but ranks 17 out 17 for successful referral percentage at 17.53%
* Parent is the third biggest referral source, but ranks 4 out of 17 for successful referral percentage at 57.4%
* Resource types who work more closely with a child have better successful referral percentages
* Institutions which typically have transient relationships with a child are the least successful referral sources
* Volume of referrals does not equal success of referrals, measured by creation of an IFSP