



advocacy | action | answers on aging

Specialized Consulting Services

n4a is pleased to play a leadership role in helping Area Agencies on Aging (AAAs) and Title VI Native American aging programs face the challenges and seize the opportunities associated with today's fast-changing long-term and health care marketplaces. Many of our members have either expanded their service offerings or are in the process of doing so, and they look to us for assistance in navigating these sometimes uncharted waters.

Learn how n4a can help you.

You've let us know that you could use support on a wide range of issues. You also told us that you are looking for solutions customized to the unique needs of your organization. In response, n4a has developed a specialized consulting services program that leverages the expertise of consultants who know the Aging Network inside and out. The program also features a flexible, preferred pricing component that enables our members to tap the experience they need, at a price they can afford.

Services

- Essential strategy and business planning
- ABCs of working with MCOs, hospitals, ACOs, etc.
- Capacity audits and planning
- Marketing
- Systems and IT requirements
- Pricing expectations, formulas and strategies



- Basic contracting and negotiating essentials
- Partnering, alliances and coalition building
- Advocacy and positioning with elected officials and state agencies
- Quality measurement, metrics and reporting
- Network development and credentialing
- Care planning under managed care

Pricing	Introduction	Basic	Enhanced	Comprehensive
	<p>NO COST to n4a member organizations</p> <ul style="list-style-type: none"> • One hour conference call (or in-person meeting in DC) • Includes overview of services and consultant options • Consulting proposal and pricing • Self-assessment overview and toolkit 	<p>\$1,000-\$10,000</p> <ul style="list-style-type: none"> • Needs assessment • Telephonic consultation(s) • 1 day, on-site visit • Webinar (AAAs and providers) • Short surveys and analysis • Topical discussions and coaching • Strategies on working with legislative committees and state agencies • Basic problem-solving 	<p>\$10,000-\$25,000</p> <ul style="list-style-type: none"> • In-person consultation and coaching • Training on specific topics • Development of short decision-making tools that guide AAAs through options and key decision points • Development of state-specific metrics and tools • Strategic problem-solving and coaching on key decision points 	<p>\$25,000+ or a monthly retainer</p> <ul style="list-style-type: none"> • Strategic planning with AAAs and/or state associations • Assistance with governance structures and strategies for organizational change • Ongoing, active consultations • Participation in RFP responses and active support during negotiations

National Association of Area Agencies on Aging

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