



How do you know if your patients are grateful? How do you connect them to the Foundation?

Do you recall an Inova patient or visitor saying:

- Thank you for your hard work.
- What can I do for you and your team?
- How can we ever repay you?
- We would like to buy your team lunch/a gift/etc.

Here are a few ways you can respond:

- Can I connect you with my colleague Ashley Laing, in the Foundation? She works with us by raising money for our unit.
- May I connect you with Ashley, from the Inova Health Foundation? She would love to meet you and discuss different ways you can give back.
- May I have Ashley, from the Inova Health Foundation, reach out to you? She connects families with philanthropic and volunteer opportunities?

How to connect a grateful patient to the Inova Health Foundation:

- Give your grateful patient Ashley's business card or contact information.
- Contact Ashley with your grateful patient's phone number and/or email address so she can reach out to them in a timely manner.