

## Talking Points for Visiting Exhibitor Tables

- ✓ Sometimes it can be difficult to think about what you want to learn from vendors at a resource event. Below are some sample questions to consider. Ask the questions that are important to you!
- ✓ What would you like me to know about your services or products?
- ✓ What types of services does your agency provide? Do you offer programs in the community?
- ✓ How does your referral process work?
- ✓ Are there charges for your services? If so, what types of payment do you accept? (Medicaid, private insurance, private pay, Children's Waiver, Family Support, Family Care or IRIS)
- ✓ Are there any grants or other funds that might be available to a family?
- ✓ What is your agency's philosophy/mission statement regarding services?
- ✓ Do you have waiting lists? How long would the typical "wait" for services be?
- ✓ Tell me about the quality of your services:
  - What is your staff to client ratio?
  - What type of training or background does the staff have?
  - Is your agency licensed, insured and/or bonded?
  - Do you have any references or any current participants that I could talk to?