

**PROMOTING  
DEVELOPMENTAL SCREENING AND  
DIAGNOSTIC PARTNERSHIPS**

Local People  
Local Solutions  
Presented by Dan Farkas

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**Why?**

- Delayed development is common!
- It's best practice!
- Everyone is starting to do it!
- Learn more about the kids!
- Streamline the visits to address parents' concerns!
- Early intervention makes a difference!
- Enhance your bottom line!

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**Who can help you recruit?**

- A. Entities who visit doctor's office.
  - BCMH Nurses
  - Ohio Nurses Association
  - Pharmaceutical reps
- B. Child Care settings
- C. Existing Associations
- D. People who already screen.
  - Ability to recruit from within their umbrella of practices.
  - Potential willingness to recruit other practices in the area
- E. Expert Panel Members and Advisory Board.
- F. Parents
- G. Possible contacts from the state.

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### How do they recruit?

- Face to Face meetings
- Website (the immediate access the state is asking for)
- Informational calls during early morning, lunch rush, and early evening.
- Grand Rounds
- E-mail blasts
- Social Media
- Traditional Media

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### What has Ohio learned about recruiting people to screen?

- Content and process both matter.
- This is systems change.
- Quality improvement matters.
- It's hard work, but it can be done.
- Community spirit is important.

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### What has Ohio learned about recruiting people to diagnose?

- People think this is the right thing to do.
- It's harder than we think it is.
- Every county is different.
- Screening and diagnosis go hand in hand.
- When it works, it works well.

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**What if I have questions  
after this conference call?**

- Call Dan Farkas at (614) 846-6258
- E-mail me at [dfarkas@ohioaap.org](mailto:dfarkas@ohioaap.org)
- Visit [www.concernedaboutdevelopment.org](http://www.concernedaboutdevelopment.org)

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