

Subject: Continuing Education for Your Members

For the past three years, AHHIF has partnered with National Educational Video, Inc. (NEVCO™) to offer our members a reduced rate on quality educational programs used to help meet state mandated education requirements and offer CEU contact hours for nursing professionals. These programs, available in VHS video or DVD, are conducted on site at member facilities to maximize staff training efficiency—this has proven to be a very attractive arrangement for our facilities here in Florida.

Beyond this valuable benefit for members, NEVCO also offers a generous revenue sharing arrangement whereby our Association receives a portion of the purchase price for every program sold. Our part in this arrangement is relatively effortless—we simply promote featured educational programs via our monthly newsletter and ensure our members are kept aware of these available training tools. While our first priority is certainly endorsing quality education, we find this bonus benefit for our Association equally appealing!

Finally, I will mention that because of the favorable reception NEVCO programs had with our members, AHHIF recently co-produced an Alzheimer's training video which served to not only help our members meet new state educational requirements, it also has resulted in additional revenue for the Association as we shared with NEVCO in the proceeds of sales.

I am confident you will find NEVCO a trusted and reliable education provider and that you will consider joining with them as we have for a rewarding and mutually beneficial partnership.

Gene J. Tischer
Executive Director
Associated Home Health Industries of Florida, Inc.