

# Meet Our Consultants!

## USAgging Consulting Services

June 10, 2025

# The Business Institute

The mission of the Aging and Disability Business Institute (Business Institute) is to successfully build and strengthen partnerships between community-based organizations (CBOs) and the health care system so older adults and people with disabilities will have access to services and supports that will enable them to live with dignity and independence in their homes and communities as long as possible.

# aginganddisabilitybusinessinstitute.org



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## Getting Started

Everyone needs some help with taking that first step. For aging and disability community-based organizations, *Getting Started* provides a collection of business acumen resources to help those beginning their journey toward partnerships and contracts with the health care sector. Start here if you are looking for the basics, or if you need a refresher on health care contracting fundamentals.

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## Featured Content —



# Business Institute Funders



The  
John A. Hartford  
Foundation



# Our work

-  Training
-  Technical Assistance
-  Resource Development
-  Information Gathering
-  Consulting Services
-  Thought Leadership
-  Center of Excellence to Align Health and Social Care

# Poll Question

**What type of organization are you representing today?**

- a. AAA/Community-based organization
- b. Community Care Hub
- c. Government entity
- d. Health care
- e. Other



Tauhric Brown, MSM

Business Consultant & Leadership Coach

# Client Project Work – Example 1

## Training Content Creation & Facilitation

- State
  - Virginia/DC
- Organization Name
  - Trust for America's Health/TFAH
- Scope/nature of project
  - Create training as part of the Age-Friendly Ecosystem initiatives around building trust & effective relationships
  - Audience 120 public health professionals across the country
- Expertise you were able to offer
  - Utilizing some resources from Stephen Covey's The Speed of Trust, was able to share some foundational ways to build trust with others and leveraging 13 behaviors that drive high-functioning relationships.
- Impact, outcome
  - Overall positive feedback from this session. Participants purchased the book my research came from and the specific examples of my personal stories relating to building trust seemed to resonate with the audience.

## Client Project Work – Example 2

### Set Up CBO Community Care Hub

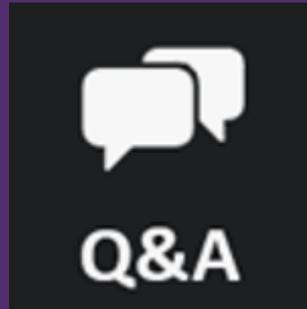
- State – Michigan/ Senior Regional Collaborative
- SRC is a convener w/a network of clinical and non-clinical providers.
- Scope of project – Assist in legal formation of CCH & assist in business development, provider network, and payors.
- Expertise – I helped set up Community Care Hub of Indiana, so it helps that I have created this type of entity before.
- Project is still active; however, we have made significant progress in market assessment, service capacity environmental scan, & engaging with potential payors for rapport/relationship building.

# Client Project Work – Example 3

## Business Development & Donor Relations

- Indiana – Special Olympics of Indiana
- CBO focused on athletes dealing with IDD
- Scope – identify key staff DISC profiles to strengthen internal communications; strengthen donor relations by gaining a better understanding of 'why' existing donors support SO; seek new donors to enhance mission support; explore revenue diversification opportunities based on the levers of profitability
- Expertise I offer is short & long-term revenue diversification strategies, effective team communication, philanthropy, and monitoring outcomes on a 90 day cycle.

# Questions/Comments?



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## Consulting Services

USAgings Consulting Services focus on the issues and opportunities that are critical to helping AAAs, other community-based organizations (CBOs), and networks of CBOs prepare for and respond to the evolving demands and opportunities in the health and social care environment, as well as preparing their agencies and networks for the future needs of individuals across the communities they serve.

Our nationally recognized consultants and leading AAA and CBO partners bring deep knowledge and expertise in AAA/CBO/network operations, managed care, health care, Medicare and Medicaid, social care needs assessments, quality and performance improvement, risk management, as well as social care programs and services. We understand that every AAA, CBO, and network are unique and require a tailored approach to address their consulting interests and needs.

### Get Connected

For more information about how USAgings Consulting Services can help your organization, contact Maya Op de Beke ([mopdebeke@usaging.org](mailto:mopdebeke@usaging.org)) with USAgings Aging and Disability Business Institute, or you can get started by completing our no-obligation **online inquiry form** so we can schedule an initial, no-cost discussion.

<https://www.aginganddisabilitybusinessinstitute.org/about/consulting-services/>

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**Aging and Disability  
BUSINESS INSTITUTE**  
Connecting Communities and Health Care

# Get Connected to Consulting Services Today!

- <https://www.aginganddisabilitybusinessinstitute.org/consulting-services-inquiry-form/>
- 1-hour free exploratory call

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## USAgging Consulting Services Inquiry Form

Complete the below form to help USAgging determine your areas of need from our Consulting Services Program. USAgging will use this form to prepare for a no-obligation, no-cost one-hour preliminary discussion. Following the submission of this form, we will reach out to the contact person listed to set up an initial meeting.

Organization Name

City  State

Contact Name

Contact Title

Phone  Email

Type of Organization

Area of Focus of Organization

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## Create an Account —

Complete the registration form below to access all of the Assessment Tools that the Aging and Disability Business Institute has to offer. Creating a personal profile will allow you to take each assessment and track your results.

Name

FIRST NAME

LAST NAME

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Leaders in Aging Well at Home

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**BUSINESS INSTITUTE**  
Connecting Communities and Health Care

# Connect with Us

- Visit our website to learn more about the Business Institute:  
[aginganddisabilitybusinessinstitute.org](https://aginganddisabilitybusinessinstitute.org)
- Learn about our Center of Excellence to Align Health and Social Care:  
<https://coe.aginganddisabilitybusinessinstitute.org/>
- Learn more about our Consulting Services:  
<https://www.aginganddisabilitybusinessinstitute.org/about/consulting-services/>
- Still have questions? Email us:  
[BusinessInstitute@usaging.org](mailto:BusinessInstitute@usaging.org)
- Stay connected, sign up for our newsletter:  
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# Thank you!