

Affiliate Compatibility Evaluation

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AFFILIATE COMPATIBILITY EVALUATION

THE ATTRIBUTES BELOW REPRESENT THE CRITERIA FOR EVALUATING COMPATIBILITY OF A POTENTIAL CLINIC TO BECOME AN OBRIA AFFILIATE.

TO ASSESS COMPARABLE FIT, EACH PROSPECTIVE AFFILIATE IS SCORED BY MULTIPLYING THE “**WEIGHT**” (HOW IMPORTANT THE ATTRIBUTE IS) WITH “**RATING**” (HOW MUCH DOES THIS ATTRIBUTE EXIST).

THE ATTRIBUTES ARE WEIGHTED AS:

1 – NICE TO HAVE; 2 – IMPORTANT; 3 – MANDATORY

THE ATTRIBUTES ARE RATED ON A SCALE OF 1-5:

1 – LITTLE TO NO PRESENCE TO 5 – ABUNDANTLY PRESENT

THE SUM OF THE SCORES FOR THE **42 ATTRIBUTES** RESULTS IN A TOTAL SCORE FOR THE PROSPECTIVE AFFILIATE.

THE TOTAL SCORE WILL ASSIST OBRIA’S AFFILIATE TEAM IN DETERMINING HOW TO PROCEED WITH A RELATIONSHIP. THIS DOCUMENT SERVES AS A STARTING POINT IN THE ENGAGEMENT PROCESS.

THE EVALUATION WILL BE DONE IN PERSON OR VIA TELEPHONE BY A QUALIFIED OBRIA STAFF MEMBER.

Qualification	Weight (1-3)	Score (1-5)
CORE		
1. HOW WELL IS THE AGENCY’S MISSION ALIGNED WITH OBRIA’S?	3	
A. IS THE AGENCY PRO-LIFE?		
B. DOES THE AGENCY <u>PROACTIVELY</u> ENGAGE PATIENTS TO REDUCE RISK FACTORS BEFORE THEY BECOME A PROBLEM? (YOUTH UPSTREAM)		
C. DOES THE AGENCY ENCOURAGE ABSTINENCE?		
D. DOES THE AGENCY PROVIDE OR REFER FOR ABORTION?		
E. DOES THE AGENCY PROVIDE, PRESCRIBE OR RECOMMEND CONTRACEPTION?		
F. DOES THE AGENCY PROVIDE OPTIMUM CARE AND EDUCATION TO THE ABORTION MINDED/ABORTION VULNERABLE PATIENT?		
G. DOES THE AGENCY OFFER RESOURCES AND PROGRAMS TO THE FAMILY TO PROMOTE A HEALTHIER LIFESTYLE?		
H. AGENCY’S MISSION STATEMENT: _____ _____ _____		

Qualification	Weight (1-3)	Score (1-5)
2. HOW WELL IS THE AGENCY’S VISION ALIGNED WITH OBRIA’S?	2	
A. IS THE AGENCY FOCUSED ON STRATEGIC GROWTH?		
B. WILL/DOES THE AGENCY SUPPORT CHANGING THE HOOK-UP MESSAGE OF OUR CULTURE THROUGH SOCIAL MEDIA AND NATIONAL MESSAGING?		
C. AGENCY’S VISION STATEMENT: _____ _____ _____		
3. HOW WELL ALIGNED IS THE AGENCY’S RELIGIOUS AFFILIATION TO OBRIA’S?	3	
A. IS THE AGENCY ECUMENICAL (FAITH-BASED)?		
B. IS THE AGENCY SOLELY SUPPORTED BY ONE SPECIFIC FAITH? (E.G., CATHOLIC, PROTESTANT, ETC.)		
4. ARE THE AGENCY’S CORE VALUES ALIGNED WITH OBRIA? <ul style="list-style-type: none"> • CARING IS A MINUTE BY MINUTE DECISION • KEEP EVERY COMMITMENT – IMPLIED OR MADE • EXEMPLARY IS STANDARD PRACTICE • KNOWLEDGE DEPENDS ON LEARNING • PROGRESS DEPENDS ON TRUTH • AGENCY’S CORE VALUES: _____ _____ 	2	
5. IS THE AGENCY NON-JUDGMENTAL IN THEIR APPROACH TOWARDS PATIENTS AND PROVIDING SERVICES IN A MANNER THAT IS CARING, COMPASSIONATE AND LIFE AFFIRMING?	3	
A. IS THE STAFF TAUGHT TO BE WELCOMING TO ALL FAITHS?		
B. IS THE STAFF TAUGHT TO VALUE EACH PATIENT, REGARDLESS OF THEIR SOCIETAL STATUS?		
C. IS THE STAFF TAUGHT TO BE ACCEPTING OF PATIENTS EVEN IF THEY HAVE HAD AN ABORTION OR CHOSE TO HAVE ONE AFTER THEIR VISIT?		
D. IS THE STAFF TAUGHT TO PROVIDE A CHRIST-LIKE APPROACH TO MEETING THE REPRODUCTIVE HEALTH NEEDS OF SEXUALLY ACTIVE AND AT-RISK PEOPLE?		
E. IS THE STAFF TAUGHT NOT TO FORCE RELIGIOUS BELIEFS OR PRACTICES ON PATIENTS?		
F. IS THE STAFF TAUGHT THAT EACH PATIENT AND THEIR SITUATION IS UNIQUE, AND THAT THEY ARE THERE TO SERVE THE PATIENT’S IMMEDIATE NEEDS, PRESENTING CHRIST TO THE PATIENT AT THE RIGHT TIME, IF THE RIGHT TIME PRESENTS ITSELF?		
6. IS THE AGENCY AWARE OF THE LOCAL ABORTION PROVIDERS, PLANNED PARENTHOOD, AND/OR SIMILAR IN THEIR AREA?	2	
A. IS THE AGENCY AWARE OF THEIR SERVICES PROVIDED AND LOCATIONS?		

Qualification	Weight (1-3)	Score (1-5)
B. IS THE AGENCY AWARE OF THE ABORTION RATE IN THEIR AREA?		
C. IS THE AGENCY AWARE OF THE TEEN PREGNANCY RATE IN THEIR AREA?		
7. HOW STRATEGIC IS THE AGENCY IN THEIR PLANS FOR GROWTH?	3	
A. DOES THE AGENCY HAVE PLANS TO ADVANCE/EVOLVE MEDICAL SERVICES?		
B. DOES THE AGENCY HAVE PLANS TO BECOME ACCREDITED?		
C. DOES THE AGENCY PLAN TO IMPLEMENT/ADVANCE EDUCATION PROGRAMS?		
D. DOES THE AGENCY PLAN TO MAKE PATIENT MARKETING A PRIORITY?		
8. DOES THE AGENCY HAVE AN ACTIVE BOARD OF DIRECTORS?	3	
A. ARE BOARD MEMBERS AWARE OF LAWS, FIDUCIARY ACCOUNTABILITY, BY-LAWS AND RISK MANAGEMENT?		
B. ARE THE BOARD MEMBERS ENGAGED IN THE AGENCY AND RECOGNIZE WHAT THEIR CURRENT NEEDS ARE?		
C. DOES THE CHAIRMAN HAVE A GOOD WORKING RELATIONSHIP WITH THE EXECUTIVE DIRECTOR/CEO?		
D. DO BOARD MEMBERS HAVE A FINANCIAL COMMITMENT TO BE ON THE BOARD?		
E. DOES EACH BOARD MEMBER HAVE A SPECIFIC AREA OF EXPERTISE (DEVELOPMENT, FUNDRAISING, FINANCE)?		
9. HOW CLOSELY DO THE AGENCY'S AESTHETICS COMPARE WITH AN OBRIA CLINIC?	2	
A. IS THE CLINIC CLEAN, ORGANIZED AND UNCLUTTERED?		
B. IS THEIR SIGNAGE CLEAR AND UP TO DATE?		
C. IS THE ATMOSPHERE WELCOMING TO EVERYONE? (E.G., NO DISPLAY OF CROSSES, BIBLES, ETC.)		
D. DOES THE CLINIC HAVE PHOTOS/POSTERS OF NEWBORN BABIES OR ABORTED BABIES?		
E. DOES THE CLINIC FEEL SIMILAR TO A DOCTOR'S OFFICE OR MEDICAL CLINIC?		
F. IS THE CLINIC STRATEGICALLY LOCATED NEAR A HIGH SCHOOL, COLLEGE, OR ABORTION PROVIDER?		
TOTAL AGENCY SCORE - CORE:		

Qualification	Weight (1-3)	Score (1-5)
GOVERNANCE		
10. IS THE AGENCY ORGANIZED AND OPERATED ADEQUATELY AS A FUNCTIONAL NON-PROFIT, ADHERING TO STATE AND FEDERAL GUIDELINES?	3	
A. IS AGENCY REGISTERED AS A 501(C)(3) NON-PROFIT ORGANIZATION WITH THE IRS?		
B. ARE YEARLY 990'S FILED AND POSTED WITH IRS?		
FINANCES		
11. DOES THE AGENCY HAVE A BOARD APPROVED, SUSTAINABLE FISCAL OPERATING BUDGET WITH ROOM FOR GROWTH?	3	
A. DOES THE AGENCY HAVE AT LEAST 3 MONTHS RESERVE IN THE BANK?		
B. DID THE AGENCY MEET OR ADJUST THEIR PREVIOUS YEAR'S BUDGET?		
C. DOES THE AGENCY HAVE THE RESOURCES, OR ABILITY TO OBTAIN THE RESOURCES, TO COVER THE COST OF CONVERTING TO AN OBRIA CLINIC?		
12. DOES THE AGENCY HAVE WRITTEN FINANCIAL POLICIES AND INTERNAL CONTROLS IN PLACE?	3	
A. DOES THE AGENCY RECONCILE BANK ACCOUNTS AND FINANCIALS MONTHLY?		
B. DOES THE AGENCY USE GAAP ACCOUNTING (GENERALLY ACCEPTED ACCOUNTING PRINCIPLES) TO PREPARE FINANCIAL STATEMENTS?		
C. IS THERE A FINANCE OVERVIEW COMMITTEE AT THE BOARD LEVEL?		
D. ARE MONTHLY FINANCIALS PRESENTED TO THE BOARD FOR REVIEW AND APPROVAL?		
13. DOES THE AGENCY HAVE A PROCESS IN PLACE FOR ACCOUNTS PAYABLE AND ACCOUNTS RECEIVABLE?	3	
14. DOES THE AGENCY HAVE POLICIES AND PROCEDURES IN PLACE FOR THE PROCESSING OF ALL DONATIONS?	3	
A. IS THERE A POLICY FOR ACCOUNTABILITY ON PROTECTING DONATED FUNDS TO AVOID FRAUDULENT ACTIVITY?		
B. ARE YEARLY AUDITS CONDUCTED?		
15. DOES THE AGENCY ALLOCATE AT LEAST 70% OF ITS TOTAL EXPENSES TO ITS PROGRAM SERVICES?	2	
TOTAL AGENCY SCORE – FINANCE:		

Qualification	Weight (1-3)	Score (1-5)
FUNDRAISING / DONOR RELATIONS		
16. DOES THE AGENCY HAVE A STRONG KNOWLEDGE OF IMPLEMENTING SUCCESSFUL FUNDRAISING PRACTICES?	2	
A. DOES THE AGENCY HAVE A STRATEGIC FUNDRAISING PLAN IN PLACE? (E.G., 3 EVENTS PER YEAR, NEWSLETTER, EBLASTS, ETC.)		
B. DOES THE AGENCY HAVE A PLAN FOR ENGAGING/CULTIVATING EXISTING DONORS AND LEVERAGING NEW DONORS?		
C. IF PLANS ARE NOT IN PLACE, DOES THE AGENCY RECOGNIZE THE NEED TO DEVELOP SUCH A PLAN?		
17. DOES THE AGENCY HAVE AN ESTABLISHED DONOR BASE THAT CAN BE LEVERAGED FOR ADDITIONAL SUPPORT DURING A CONVERSION TO AN OBRIA CLINIC?	2	
A. DOES THE AGENCY USE DONOR TRACKING SOFTWARE TO SEGMENT DONORS? (E.G., RAZOR'S EDGE)		
B. DOES THE AGENCY HAVE A DONOR WEBSITE IN ADDITION TO THEIR CLINIC WEBSITE?		
18. DOES THE AGENCY HAVE STRONG RELATIONSHIPS WITH ANY OF THE CHURCHES OR OTHER COMMUNITY OUTREACH GROUPS IN THEIR AREA THAT THEY CAN HELP LEVERAGE OR GAIN SUPPORT AND AWARENESS IN THEIR COMMUNITY?	1	
A. DOES THE AGENCY HAVE A DESIGNATED STAFF PERSON RESPONSIBLE FOR CHURCH AND/OR COMMUNITY OUTREACH?		
B. DOES THE AGENCY HAVE A PROGRAM IN PLACE FOR GAINING CHURCH OR COMMUNITY SUPPORT?		
MARKETING		
19. DOES THE AGENCY HAVE A PATIENT MARKETING PLAN?	1	
A. DOES THE AGENCY HAVE A DESIGNATED MARKETING BUDGET?		
B. DOES THE AGENCY HAVE A PATIENT FACING WEBSITE?		
C. DOES THE AGENCY UTILIZE SEO (SEARCH ENGINE OPTIMIZATION) AND/OR SEM (SEARCH ENGINE MARKETING)?		
D. DOES THE AGENCY HAVE POSITION MESSAGING?		
A. DOES THE AGENCY USE GOOGLE ADS/KEY WORDS?		
B. DOES THE AGENCY HAVE ANY EXISTING MARKETING COLLATERAL MATERIAL?		
C. DOES THE AGENCY HAVE KNOWLEDGE OF THE VARIOUS SOCIAL MEDIA OUTLETS?		
20. DOES THE AGENCY REPRESENT ITSELF WITH INTEGRITY IN ALL MARKETING AND ADVERTISING?	3	
A. DOES THE AGENCY USE ANY MISLEADING ADVERTISING TACTICS THAT MAY DECEIVE PATIENTS INTO THINKING THEY PROVIDE SERVICES THAT		

Qualification	Weight (1-3)	Score (1-5)
THEY ACTUALLY DO NOT? (E.G., ABORTION, MORNING AFTER PILL, RU486, CONTRACEPTION)		
TOTAL AGENCY SCORE - MARKETING:		
DIRECT SERVICES / CLINIC OPERATIONS		
21. IS THE AGENCY OPERATING UNDER THE ACTIVE SUPERVISION OF A MEDICAL DIRECTOR?	3	
22. IS THE AGENCY OFFERING REPRODUCTIVE HEALTH SERVICES THAT ARE THE SAME WITH THOSE THAT ARE BEING OFFERED AT OBRIA CLINICS?	3	
A. DOES THE AGENCY PROVIDE PREGNANCY TESTING ADMINISTERED BY A LICENSED AND TRAINED MEDICAL PROFESSIONAL?		
B. DOES THE AGENCY PROVIDE ULTRASOUNDS CONDUCTED BY A LICENSED AND TRAINED MEDICAL PROFESSIONAL?		
C. DOES THE AGENCY PROVIDE STD TESTING AND TREATMENT ADMINISTERED BY A LICENSED AND TRAINED MEDICAL PROFESSIONAL?		
D. DOES THE AGENCY PROVIDE PRENATAL CARE PROVIDED BY A LICENSED AND TRAINED MEDICAL PROFESSIONAL?		
E. DOES THE AGENCY PROVIDE WELL WOMAN CARE PROVIDED BY A LICENSED MEDICAL PROFESSIONAL?		
23. IS THE AGENCY INTERESTED IN EXPANDING ITS CURRENT MEDICAL PRACTICES?	2	
24. IS THE AGENCY WILLING TO GO THROUGH AAAHC ACCREDITATION?	2	
25. IS THE AGENCY CURRENTLY USING A PATIENT DATABASE SYSTEM?	3	
26. HAS THE AGENCY ADOPTED A SYSTEM FOR ELECTRONIC MEDICAL RECORDS (EMR) OR ELECTRONIC HEALTH RECORDS (EHR)?	3	
A. IF NOT, IS THE AGENCY PLANNING TO ADOPT AN EMR OR EHR SYSTEM?		
B. DOES THE AGENCY USE PRACTICE MANAGEMENT TO EXTEND THE CAPABILITY OF THE EHR TO ALLOW FOR DIRECT BILLING, ENHANCE THE APPOINTMENT SCHEDULING FEATURE OF THE EHR AND GENERATE BILLING/APPOINTMENT SPECIFIC REPORTS?		
27. IF THE AGENCY IS RUNNING AS A MEDICAL CLINIC, IS THE AGENCY ADHERING TO RELEVANT STATE LAW?	3	
A. IS THE AGENCY OPERATING UNDER A STATE LICENSURE?		
B. IS THE AGENCY HIPAA COMPLIANT?		
C. DOES THE AGENCY FOLLOW OSHA SAFETY AND RISK MANAGEMENT GUIDELINES?		

Qualification	Weight (1-3)	Score (1-5)
D. IS THE AGENCY IN A FACILITY THAT MEETS ADA REQUIREMENTS (INSIDE/OUTSIDE)?		
E. DOES THE AGENCY HAVE A CLIA WAIVER OR CLIA CERTIFICATION FROM THE STATE?		
28. IS THE COUNSELING APPROACH THAT THE AGENCY USES ALIGNED WITH OBRIA'S METHOD OF COUNSELING?	2	
A. IS THE AGENCY USING LINEAR COUNSELING TOOLS?		
B. DOES THE AGENCY BELIEVE IN THE IMPORTANCE OF EDUCATING THE PATIENTS CONCERNING THEIR SEXUAL BEHAVIOR AND HOW THOSE BEHAVIORS AFFECT THEIR MENTAL, PHYSICAL, AND EMOTIONAL HEALTH?		
C. DOES THE AGENCY EDUCATE THEIR PATIENTS WITH MEDICALLY SOURCED INFORMATION?		
D. DOES THE AGENCY PROVIDE 3 RESOURCES FOR THE PATIENT'S IMMEDIATE NEEDS?		
29. DOES THE AGENCY OFFER ANY PATIENT EDUCATIONAL PROGRAMS TO FURTHER ENHANCE/EXTEND THE PATIENT'S CARE THAT WOULD ENABLE THE PATIENT TO MAKE LIFE CHANGES?	1	
A. DOES THE AGENCY OFFER ONSITE PARENTING CLASSES OR A REFERRAL TO A PRE-APPROVED LOCAL PROGRAM?		
B. DOES THE AGENCY OFFER AN ONSITE FATHERHOOD PROGRAM OR A REFERRAL TO A PRE-APPROVED LOCAL PROGRAM?		
C. DOES THE AGENCY OFFER POST ABORTION CARE AND RECOVERY OR A REFERRAL TO A PRE-APPROVED PROGRAM?		
D. DOES THE AGENCY OFFER AN ONSITE ABSTINENCE-BASED SEXUAL INTEGRITY PROGRAM OR REFERRAL TO A PRE-APPROVED PROGRAM?		
E. ARE THE AGENCY'S PROGRAMS RUN BY QUALIFIED INSTRUCTORS WITH APPROVED CURRICULUM?		
30. IS THE AGENCY AWARE OF THEIR PATIENT NUMBERS AND HAVE A TRACKING SYSTEM IN PLACE TO RECORD NUMBER AND TYPE OF PATIENTS SEEN?	3	
31. DOES THE AGENCY HAVE ANY COLLABORATIVE PARTNERSHIPS WITH PRIMARY CARE CLINICS, HOSPITALS OR PHYSICIANS IN THEIR COMMUNITY?	1	
32. DOES THE AGENCY HAVE THE NECESSARY RELIABLE STAFF AND/OR A CONSISTENT VOLUNTEER BASE IN ORDER TO SUCCESSFULLY IMPLEMENT THE TRANSITION TO AN OBRIA CLINIC?	3	
A. DOES THE AGENCY HAVE AN EXECUTIVE DIRECTOR?		

Qualification	Weight (1-3)	Score (1-5)
B. DOES THE AGENCY HAVE A CLIENT SERVICES ADMINISTRATOR?		
C. DOES THE AGENCY HAVE A NURSE MANAGER?		
D. DOES THE AGENCY HAVE AN ADMINISTRATIVE ASSISTANT OR SIMILAR? (RESPONSIBLE FOR INPUTTING AND TRACKING DONATIONS)		
33. HAS THE AGENCY ALREADY IMPLEMENTED A WRITTEN TRAINING PROGRAM FOR ALL STAFF AND VOLUNTEERS, COMPLETE WITH POLICIES AND PROCEDURES?	3	
A. DO ALL STAFF AND VOLUNTEERS READ AND SIGN-OFF ON THE AGENCY'S APPROVED POLICIES & PROCEDURES ANNUALLY?		
B. DO ALL STAFF AND VOLUNTEERS GO THROUGH AN ORIENTATION PROCESS?		
C. ARE ALL STAFF AND VOLUNTEERS PROVIDED A TRAINING MANUAL TO ASSIST IN JOB EFFECTIVENESS?		
34. DOES THE AGENCY HAVE A RECRUITMENT AND MANAGEMENT PLAN FOR VOLUNTEERS?	2	
A. DOES THE AGENCY HAVE AN APPROVED APPLICATION PROCESS TO SCREEN VOLUNTEERS, WHICH INCLUDES A BACKGROUND CHECK?		
B. HAS THE AGENCY DEVELOPED A PLAN FOR RECRUITING QUALIFIED VOLUNTEERS?		
C. DO VOLUNTEERS UNDERGO A PERFORMANCE EVALUATION ANNUALLY?		
35. ARE THE AGENCY'S CLINIC STAFF AND VOLUNTEERS TRAINED TO PROVIDE ACCURATE AND TRUTHFUL INFORMATION REGARDING THE SERVICES PROVIDED?	3	
TOTAL AGENCY SCORE – DIRECT SERVICES / OPERATIONS:		
BUSINESS PRACTICES		
36. DOES THE AGENCY HAVE A BOARD APPROVED EMPLOYEE HANDBOOK/PERSONNEL MANUAL LISTING MUTUAL EXPECTATIONS BETWEEN THE EMPLOYEE AND THE AGENCY?	2	
A. DOES THE HANDBOOK LIST THE AGENCY'S POLICY ON ATTENDANCE, BENEFITS AND LEAVE?		
B. DOES THE HANDBOOK LIST THE AGENCY'S POLICY ON USE OF EQUIPMENT AS WELL AS RIGHTS TO INTELLECTUAL PROPERTY?		
C. DOES THE HANDBOOK LIST OTHER AGENCY POLICIES SUCH AS DISCRIMINATION, HARASSMENT, DISABILITY, ETC.?		
D. DOES THE AGENCY PROVIDE A COPY TO ALL STAFF AND REQUIRE THEM TO READ AND SIGN-OFF ON THEM?		
E. IS THE AGENCY CURRENTLY UTILIZING AN OUTSOURCED HUMAN RESOURCES COMPANY?		

Qualification	Weight (1-3)	Score (1-5)
37. IS THE AGENCY COMPLIANT WITH STATE AND FEDERAL EMPLOYMENT REGULATIONS?	3	
38. DOES THE AGENCY HAVE EMPLOYEE COMPENSATION, HIRING AND TERMINATION POLICIES IN PLACE?	2	
39. DOES THE AGENCY HAVE APPROVED STANDARD STAFF FORMS AND RELEASES FOR ALL EMPLOYEES?	2	
40. DOES THE AGENCY OFFER TRAINING FOR STAFF TO DEVELOP OR ENHANCE THEIR SKILL SET, AS WELL AS TO STAY UP TO DATE WITH CHANGING INDUSTRY STANDARDS?	1	
41. DOES THE AGENCY HAVE A PROFESSIONAL BUSINESS METHOD OR PAYROLL SERVICE COMPANY (E.G., ADP, PAYCHEX) FOR PAYROLL ADMINISTRATION AND MANAGEMENT?	2	
42. IS THE AGENCY'S INSURANCE BUSINESS PRACTICES IN LINE WITH OBRIA'S?	2	
A. DOES THE AGENCY CARRY D&O (DIRECTORS AND OFFICERS) INSURANCE?		
B. DOES THE AGENCY CARRY EPL (EMPLOYEE PRACTICES LIABILITY) INSURANCE?		
C. DOES THE AGENCY CARRY FIDUCIARY LIABILITY INSURANCE FOR OFFICERS?		
D. DOES THE AGENCY CARRY WORKERS COMP INSURANCE?		
E. DOES THE AGENCY CARRY ACCIDENT COVERAGE INSURANCE?		
F. DOES THE AGENCY CARRY GENERAL LIABILITY INSURANCE?		
G. DOES THE AGENCY CARRY MEDICAL MALPRACTICE INSURANCE?		
TOTAL AGENCY SCORE – BUSINESS PRACTICES:		
AGENCY'S SUB-TOTAL GROUP 3 – MANDATORY (105 POSSIBLE POINTS)		
AGENCY'S SUB-TOTAL GROUP 2 – IMPORTANT (80 POSSIBLE POINTS)		
AGENCY'S SUB-TOTAL GROUP 1 – NICE TO HAVE (25 POSSIBLE POINTS)		
AGENCY'S TOTAL SCORE (210 POSSIBLE POINTS):		