



Dear Members:

The North Carolina Health Care Facilities Association has officially entered into a partnership with Incite Strategic Partners, a Group Purchasing Organization (GPO) dedicated to serving senior living communities of all sizes. NCHCFA had many reasons for selecting Incite as its exclusive GPO partner. The most important goals that steer this new relationship are:

- **Benefits NCHCFA & AHCA/NCAL Members with competitive pricing and customer service**
- **Drives Greater Resident Satisfaction with high quality product offerings**
- **Generates Recurring Non-Dues Revenue for NCHCFA & AHCA/NCAL**
- **Serves as an enticing member benefit**

NCHCFA facility members will have the opportunity to sign up with Incite, which will not only benefit your organization, but also will allow NCHCFA earn non-dues revenue via royalty payments. NCHCFA was an early adopter of the Incite program, so our members can begin saving right away. Your regional Incite representative is Charlie Grella, who will be happy to answer any questions you have and get you started on the Incite programs of your choice.

Thank you for your support. I believe this program has the opportunity to help our members at the facility level and provide another compelling reason to be a member of NCHCFA. If you have questions for Incite, or want to get signed up, reach out to Charlie Grella at [charlie.grella@incitesp.com](mailto:charlie.grella@incitesp.com) or by phone at: 678-524-2524. You can also visit the dedicated North Carolina Health Care Facilities Association page at [incitesp.com/northcarolina](http://incitesp.com/northcarolina)

Welcome to our newest member benefit, the Incite GPO!

-Adam Sholar  
President & CEO