

Dear Friend of the VNA,

You know what my first thought was?

Will we be able to say yes?

There are certain events that effect an entire community simultaneously. We all remember that specific day, that moment. As if someone was there to take a Polaroid snapshot.

You likely remember where you were, who you were with and what the weather was that day. Maybe even down to the details of the clothes you were wearing.

Probably what you remember best is who helped you when you needed it most.

I remember when the flooding in Vermont started this past July. I was at home watching the news when I realized what our brave little state was in for. Then I got a call.

A terminally ill patient and his wife were experiencing intense flooding. The patient's wife could not evacuate them both on her own. They were stuck.

Seeking help, they called the VNA.

Upon realizing they required emergency assistance to safely evacuate, our clinicians and leadership staff coordinated a rescue with local authorities. After placing calls to every nursing home in the Rutland area, a room was secured for both our patient and their spouse.

Those circumstances did not fall within insurance guidelines for reimbursements for the VNA. Regardless, we said yes, we'll help. **Because the VNA always says yes.**

You've heard the stories about the barriers and hoops needed to jump through before insurances can actually help someone. You've heard when someone has been told no to a procedure, therapy, medication or equipment.

Of course we work with insurances and jump through those hoops, however high they may be, but there are some things we do simply because it is the right thing to do. **Your VNA is the "yes team"**. And together, you and the VNA helped get that couple to safety.

In 2022 alone, we said yes to provide **\$1.5 million in charitable care**. We are able to continue to be the "yes team", in spite of reduced reimbursement rates, because of donors like you. Each time you make a gift to the VNA, **you are a member of our "yes team"**.

Will you please give today and help us continue to always say yes to those in our community who need the VNA?

Your ongoing and loyal support is much more than a donation. It is also a promise to the members of our community who will need the VNA to say yes to their home health care needs tomorrow, next month and every month.

You can use the enclosed reply form to make your gift. Thank you for reaching out your hand and being an example of an AMAZING and CARING member of our community.



With gratitude,

A handwritten signature in blue ink that reads "S. King". The signature is fluid and cursive, with a large loop at the end.

Sara C. King, CEO

P.S. Your gift today means that no matter what, the VNA will always say yes! Thank you!