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**Questions to Ask/Things to Consider When Choosing a Purveyor of a Service Delivery Approach to Work with You**

1. **Study carefully what each person is promoting- Study their website, recent publications and ask each proponent(Exploration Stage)**

* What is the meaning and purpose of EI in their view?
* What values and beliefs are most important to them related to family, child and communities?
* Can they give you a list of their “terms and concepts” used with their definitions?
* What major themes and concepts do they see as key to their particular approach?
* What does this approach look like for infants, toddlers, and/or preschoolers and families?
* What components to their approach would they be “training” or providing information on?
* Examples of specific practices that providers would do as they work with children and families.
* Is it okay to adapt their ideas to fit your state or local programs with your unique state structures or use some of their ideas in conjunction with other “experts”?
* Information about the cost associated with adopting their model, i.e., training and program implementation.
* Share with them what you are attempting to change (and why), problems you want to solve, and difficulties you currently have within your system. Ask how their approach will help you with any or all of those issues.
* Get a list of states or programs who are using their approach.

1. **What do they do for you to get things started? (Implementation Stage)? Is it a set package of activities or single activities including such things as:**

* Assistance in developing a long term systems change plan or implementation planning;
* Workshops for the general public to introduce concepts and approach;
* Train the trainers for your “CSPD” staff;
* Training for local programs and staff;
* Packaged training materials they have developed;
* Tools for quality assurance (evaluation, fidelity, outcomes, etc.) for their approach;
* Guidance and direction on materials you write;
* Assistance in adjusting your state and local structures to support their approach;
* Arrangements for you to visit and observe sites/programs that are using their approach;
* Continued involvement, how and for how long, as you begin to use their approach: and,
* Cost for their help with any and all the above.

1. **What services do they provide for the state and regional/local programs as the approach is put in place (Sustainability Stage) such as:**

* Follow up visits to you;
* New materials, articles or research sent to you and how often;
* State-level conference calls with them, or with other states to discuss how things are going;
* Calls with local programs to work out “kinks” or to problem solve new issues;
* Assistance with writing new IFSPs, policies, guidance document forms to be consistent with the new approach;
* “Booster shot” on-site or presentations or other activities; and,
* Costs associated with these activities.