IQP Session Template

Once you have a list of prospects and pathways, conduct an **"Identification, Qualification and Prioritization"** (IQP) session, preferably with a core group of people who are invested in your program. Indicate on the chart below:

- Prospect organization.
- Contact person at that organization.
- Who identified this person?
- Capacity: What is this organization's potential to provide sustainable funding? What might that look like? For example, could the prospect integrate the program as a standard line item in his or her annual budget?
- Propensity: Does the organization currently fund or support programs like this, or other innovative approaches to disease management? Does it have a recognized need to improve patient outcomes and/or reduce costs?
- Interest: Is the organization already engaged with the Living Well program in some way, or do its interests align with the program's mission?

Pathway: Do you know this contact person? Do you know others who do? Who can introduce you? Is this person a known leader in the field? Does he or she have the ability to influence others?

Prospect	Contact	Identified by	Capacity	Propensity	Interest	Pathway	Notes