



Capital Hospice

your community's most caring experts

9300 Lee Highway • Fairfax, VA 22031

www.capitalhospice.org

Spring Patient Care Fund Drive

Mr. and Mrs. Reginald Q. Sampleperson

1234 LongandWinding Road

Address Line 2

East-Southampton, US 12345-6789



Spring Patient Care Fund Drive



Date

Mr. and Mrs. Reginald Q. Sampleperson
1234 LongandWinding Road
Address Line 2
East-Southhampton, US 12345-6789

Dear <Mr. and Mrs. Sampleperson>,

Marie was only 40 years old when her doctors confirmed what she already knew in her heart – the lung cancer she had been fighting for nearly a year was going to win.

For this determined, hard-working, single mother, the news was devastating.

Marie had already been through chemo and radiation. Her body was worn out. And, to make matters worse, the aggressive cancer treatments had left her blind. This is a lot for any person to handle, but Marie also had a 14-year-old son to care for. Her mother Roberta stepped in to help as much as she could, but at age 60 and with foster children of her own, Roberta too was overwhelmed.

My name is Carlene Costello and I'm a Social Worker at Capital Hospice. I first met Marie shortly after her doctors told her there was little more they could do for her and suggested she contact Capital Hospice.

I knew after my very first visit that there was so much we could do to help Marie and her family. And thankfully, Marie took advantage of many hospice services: counseling for herself and her son, nursing visits and home health aides to keep her free from pain, as well as volunteer and chaplain visits to sustain her spirit.

And perhaps the greatest blessing of all was that Marie's family never had to ask, "How are we going to pay for all this?"

(over, please)



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Thanks to the Capital Hospice Patient Care Fund I'm able to reach out to families in need every day, regardless of their ability to pay for our services. I am proud that we never turn anyone away, but we can only do it because of the generosity and compassion of friends like you.

That's why I hope you'll take a moment right now to renew your support for the Patient Care Fund with as generous a gift as you possibly can make.

Patients covered by the Patient Care Fund are not just the poor. They may be between jobs, working part-time or fully employed. They may have only partial health insurance or none at all. Many, like Marie, have been hard working people whose terminal illness leaves them physically and financially drained.

In the past year alone, my patients have included single mothers like Marie; dying children whose immigrant parents have no insurance; elderly people without money or nearby family to help them cover medical costs ... and many, many others who were uninsured or without financial means.

All turn to Capital Hospice - our community's oldest not-for-profit healthcare organization that has kept its fundamental promise never to turn away people most in need. It's a critical promise to our mission. We believe everyone deserves a dignified, comfortable death. I've been on staff for almost two years, and I can tell you from firsthand experience in that short period of time, that your gifts allow us to live up to that promise each and every day.

Many people are surprised when I tell them that Capital Hospice provides more than \$1 million in charity care every year. It's an impressive number to be sure, but it's even more impressive when you think about the hundreds of families who are helped. That's why all of us at Capital Hospice are so very grateful for caring people like you.

With your ongoing support, we can continue to ensure that each patient and family in need who comes to us will be able to receive our help.

At Capital Hospice, we're trained and focused on helping not just the patient, but the entire family as they journey with their loved one through whatever the illness. Here are some of the services we provided to Marie's family:

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- During her last months of life, Deirdre, a Capital Hospice nurse, visited her at least once each week to check her vital signs and provide medications to help control her pain.
- Vilma, Marie's home health aide from Capital Hospice, came five days a week to give her caregiver mother a break. They became fast friends and Marie began to look forward to visits from the health aide as one of the highlights of each day.
- I talked with Marie and her mother regularly, as did a Capital Hospice Chaplain. And, when her son, overwhelmed by his mother's illness, began to act out in school, I was able to connect him with a counselor so that he would have someone to focus on *his* needs.

I'm so proud of how we all came together to create a cocoon of support around Marie and her family. It allowed Marie to make the best of her final days – and remain in her own home as long as possible.

After many months, we became concerned about Marie's safety at home without round-the-clock nursing care. But she was determined not to go to a nursing home. After many heartfelt conversations, we were able to convince Marie to enter a residential home where she would receive 24-hour care. Her mother and son were able to visit regularly and she received outstanding care for her last month.

Capital Hospice staff continued to visit and follow her progress even after she moved from her home. That's one of the great things about hospice – it's not about a specific place – it's about compassionate care that can follow you wherever you go.

Marie died on Thanksgiving Day 2004. Soon after, her mother sent me a note to let me know how grateful the entire family was for the love, care and kindness we'd shown Marie. And she assured me that her grandson, who was now living with her, was doing well.

Roberta says, "*I didn't really know anything about hospice until my daughter got sick. But now I tell people everywhere I go about Capital Hospice and what a tremendous blessing it was to our family.*"

(over, please)

I could tell you so many stories like Marie's ... so many patients I've been able to help spend their final days comfortably, with dignity and on their own terms ... so many families who've been able to support their dying loved ones and receive assistance navigating their own grief and loss.

I hope Marie's story helps you appreciate how much your gifts to Capital Hospice really help. As someone who sees your generosity in action every day, I want to thank you from the bottom of my heart.

And, I hope you will continue to help us be there for families in our community by sending a generous gift to the Patient Care Fund. We can't do it without you. It really is a community-wide effort.

For your convenience, I've enclosed a reply form and return envelope. Please know that every penny of your support for the Patient Care Fund goes directly to help needy patients in the community.

Thanks to caring people like you, I come to work every day knowing I can do my job, helping my patients end their days in comfort and supporting their families through difficult times. It gives my life great meaning, and it means the world to the patients and families we serve.

Thank you so much for making it all possible.

Sincerely,



Carlene Costello, MSW, LCSW
Capital Hospice Social Worker

P.S. Whether it is someone in your family, or someone in your neighborhood, chances are Capital Hospice will touch the life of someone you know. And, if you continue to support the Patient Care Fund, they'll never have to ask, "How can we possibly afford this?" Thank you.

Here is my support for the Capital Hospice Patient Care Fund



Mr. and Mrs. Reginald Q. Sampleperson
1234 LongandWinding Road
Address Line 2
East-Southhampton, US 12345-6789
|||||

To: Carlene Costello, Capital Hospice

Spring Patient Care Fund Drive

I support Capital Hospice's mission to provide all who come to us in need with a dignified, comfortable death – regardless of their ability to pay. I want to help Capital Hospice bring end-of-life care to people in my community who may have no health insurance or whose savings have been depleted battling an extended illness.

Here is my tax-deductible gift of:

- \$AA \$BB \$CC \$DDD \$_____
- XXXXX XXXXXXXXXXXXX

My check, made payable to **Capital Hospice**, is enclosed.

- Please use my enclosed tax-deductible gift wherever it is needed most.

OR ...

- Please direct my enclosed tax-deductible gift to serve patients and families in need in my community:
- Northern Virginia (2200)
 - Prince George's County, MD (4200)
 - Washington, DC (3200)
 - Halquist Memorial Inpatient Center (1290)
- I would like to designate my gift in
- memory of: honor of:
- _____

Please mail your check, along with this form, in the envelope provided.

For more ways to help or to pay by credit card, please see reverse. Thank you!



Capital Hospice

6565 Arlington Blvd. • Suite 501
Falls Church, VA 22042 • www.capitalhospice.org

PAYMENT INFORMATION

Please charge my credit card: VISA MasterCard

For a Monthly gift of \$_____*

Monthly gifts provide regular, reliable support which allows us to care for more patients when we can.

Single gift of \$_____

Card # _____ Exp. Date: _____ / _____

Name _____

Signature _____

* MONTHLY GIFTS

Please fill out the credit card information above. We regret we cannot automatically deduct monthly gifts from checking accounts.

I want to join the Sustainers' Circle with a monthly gift of:

\$15/month \$20/month

\$25/month \$30/month

Other \$_____

By signing below, I authorize Capital Hospice to charge my credit card each month until further notice. I understand that I am free to increase, decrease, or discontinue my monthly gifts at any time by writing to Capital Hospice, Development Office, Attn: Sustainers' Circle, 6565 Arlington Blvd., Suite 501, Falls Church, VA 22042.

Signature _____

OTHER WAYS TO HELP

Employer Matching Gifts. Check with your company's human resources or personnel office today to see if your company provides matching gifts – it's a simple way to multiply your giving!

We are happy to provide you with more information about how you can help. Please check the boxes below to receive additional information about:

Giving a gift of stock or appreciated securities

Remembering Capital Hospice in my will

Charitable gift annuities

Please contact me: by mail at the address shown

by phone at _____

A copy of our financial statement is available to Maryland residents for the cost of copies and postage through the Secretary of State, Charitable Division, State House, Annapolis, MD 21401. Copies are also available by contacting us at Capital Hospice, 6565 Arlington Blvd., Suite 501, Falls Church, VA 22042, (703) 531-6225. Please write to us at our address if you wish to have your name removed from the list to receive fundraising requests supporting Capital Hospice in the future.

NAME

ADDRESS

CITY/STATE/ZIP



Place
Stamp
Here



Capital Hospice

P.O. BOX 1576

MERRIFIELD, VA 22116-1576

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