

Navigating Senior Living

(941) 725-1498



**SENIOR
CHOICES**

*Helping You Find Assisted,
Memory Care & Independent Living*



Navigating Senior Living

Today's Topics

- ▶ Types of Care
- ▶ Financial - How they Charge & How to Pay For Senior Living
- ▶ Process

Navigating Senior Living

- ▶ Approximately 65 Million folks are caring for an Older Loved One
- ▶ They spend an approximate 20 hours per week in this role
 - ▶ 61% of family caregivers work
 - ▶ Family caregiving spans all generations

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The Cost of Care

- ▶ Average length of Care is 2.5 years
 - ▶ Home Care, 24 hours per day
National Average
\$18,000 per month
 - ▶ Community Care, 24 hours per day
Local average \$4500-\$5000 per month

CAREGIVING in the U.S. 2020

The number of Americans providing unpaid care has increased over the last five years.*

43.5 million
2015  **53 million**
2020



18%
2015  **21%**
2020

NEARLY ONE IN FIVE (19%) ARE PROVIDING UNPAID CARE TO AN ADULT WITH HEALTH OR FUNCTIONAL NEEDS.**

More Americans are caring for more than one person.



18%
2015  **24%**
2020

More family caregivers have difficulty coordinating care.

19%
2015  **26%**
2020



More Americans caring for someone with Alzheimer's disease or dementia.



22%
2015  **26%**
2020

More family caregivers report their own health is fair to poor.

17%
2015  **21%**
2020

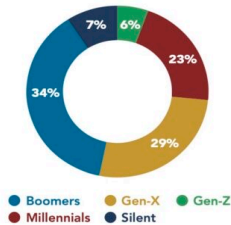


23% OF AMERICANS SAY CAREGIVING HAS MADE THEIR HEALTH WORSE.

Who are today's family caregivers?

39%
MEN

61%
WOMEN



45%
HAVE HAD AT LEAST ONE FINANCIAL IMPACT

61%
WORK

AARP
Family Caregiving™

*Provided care to an adult or child with special needs.
**The remainder of this data is based on the 19% or 48 million caregivers caring for an adult.
URL: www.aarp.org/uscaregiving DOI: <https://doi.org/10.26419/ppi.00103.002>

naac
National Alliance for Caregiving

Caregiving in the U.S. 2020,
National Alliance for Caregiving and AARP
For media inquiries, contact Media@aarp.org

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- ▶ How many of you have parents, grandparents or in-laws still alive?
 - ▶ How many of you have taken care of a spouse, grandparent, parent and or In Laws?

So You Know.....

- ▶ Emotional stresses of balancing work and family
 - ▶ The result of leaving work early and often
- ▶ Most do not disclose caregiving status, as they fear job loss

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4 Types of Senior Living

- ▶ Independent Living
- ▶ Assisted Living
- ▶ Memory Care
- ▶ Nursing Home (sometimes referred to rehab or skilled nursing)

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Types of Senior Living

▶ **Independent Living in a Senior Community**

Meal Plan

Housekeeping

Transportation

Activities

No CARE ! – need to privately contract

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Types of Senior Living

▶ **Assisted Living**

Meals

Housekeeping

Laundry

Transportation activities

Utilities

Biggest Difference is CARE !

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Types of Senior Living

▶ **Memory Care**

- Designed for people with Dementia / Neurologic Conditions
- Secure – passcode for entry and exit
- Specially designed programming and activities

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Types of Senior Living

► **Nursing Home**

Rehab to Home – After an incident or accident

Long Term Care – Care needs exceed those of Assisted Living Licensure

And we know your industry uses Cost Of Care Calculators to give General Pricing.

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▶ How They Charge ?

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Assisted living

- ▶ Rental Fee-Accommodations & Basic Services
- ▶ Care Fees- Levels of Care
Ala carte- Pay per services

Navigating Senior Living How They Charge

Memory Care

- ❖ One monthly All Inclusive Fee
- OR
- ❖ (2) Levels of All Inclusive Monthly Fee

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▶ How to Pay For Senior Living

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How to Pay for Senior Living

1. Private pay from clients portfolio
2. Family Contributions
3. Veterans Administration - Aide and Attendance
4. Long Term Care Insurance
5. Reverse mortgage
6. Life insurance equity
7. Sale or rental of properties
8. Bridge Loan

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▶ Our Process

Navigating Senior Living Process

Referral

Gather Information

Get to know the client and their lifestyle

Connect with family

Set up tours and accompany the client

Recap thoughts on communities visited

Coordinate revisits

Post Move In Customer Service Follow Up regarding Care

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How can Senior Choices be of value to you and your clients?

- ❖ Have the pulse on current service level of communities
 - ❖ Free service to your client
 - ❖ We can develop a PRE plan for senior living
 - ❖ Trusted experts in the field
- ❖ We are able to spend the hours & days focusing on the client needs and exploring their options.
- ❖ We free the financial / insurance professional to focus on their area of expertise

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