

CONCIERGE CARE & WELLNESS RESIDENT MEMBERSHIP PROGRAM

PRESENTATION

Thursday, November 10, 2022

10:00 AM to 11:30 AM

At Broadway Promenade

PROGRAM PARTNERS



CornerstoneLifeCare.com



YouthfulAgingHomeCare.com



Agenda

INTRODUCTION & OVERVIEW

– DON FITTS, CORNERSTONE LIFECARE

CONCIERGE CARE NURSING SERVICES

– NICCI KOBRITZ, YOUTHFUL AGING HOME CARE

CONCIERGE CARE COORDINATION

– IRENE NOBLES, CORNERSTONE LIFECARE

Q & A

DON FITTS
PRESIDENT
CORNERSTONE LIFECARE

INTRODUCTION TO
CONCIERGE CARE & WELLNESS PROGRAM

CONCIERGE CARE & WELLNESS PROGRAM AT BROADWAY PROMENADE

The purpose of the Program is to provide Residents of Broadway Promenade, who choose to participate in this program, with On-Site access to healthcare and wellness services as well as other personal support as you continue to age in place.

YOUTHFUL AGING HOME CARE - CONCIERGE CARE NURSE

The healthcare side of the program would include an On-Site Nurse. This would provide Members with ongoing access to health and wellness services without leaving the community.

A Wellness Center office location would be designated for the Nurse, who would be accessible on a scheduled basis. Among other services, the Nurse will provide nursing assessments and treatments of health complaints; skilled nursing treatments per doctors' orders; care coordination; and liaison with physicians.

CORNERSTONE LIFECARE - CONCIERGE CARE COORDINATOR

In addition, Members will have access to a Concierge Care Coordinator who will partner with the On-Site Nurse in providing overall care management for multiple services beyond and including the health and wellness resources. The Concierge Care Coordinator will also schedule regular times to be on-site to meet with Members.

The Concierge Care Coordinator will help you and your loved ones to plan, coordinate, and communicate your overall approach to successful Aging in Place. The Concierge Care Coordinator will point you to services from a team of exclusive and vetted Preferred Providers, who will deliver many of their services right where you live.

Current Trends

- Sarasota County – Most Aged in America
- Greater than 1/3 of Sarasota's Population is 65 and Older
- Median Age is 53 Years Old
- Surge in Population - Not Just Retirees
- According to the recent US Census Sarasota had an increase in population density 5% greater than the national average
- Sarasota Ranked #1 Place to Retire in US News and World Report (2022)
- 85% of Population Wish to Age in Place
- There Has Been a Significant Increase in the Availability of In-Home Services Due to COVID-19

Opportunities & Current Reality

- Older adults see the need – but not always the value
- Middle agers see the need and need to see the opportunity
- Younger individuals should be educated to the importance of Aging in Place principles such as Universal Design and be planning ahead
- The industry needs to catch up to make the ability to Age in Place the standard

Common Issues with Seniors Living Alone or At Home

- Social Isolation, Depression, and Anxiety
- Limited Resources to Keep Homes Safe and Well-Maintained
- Poor Diet, Nutrition, and Dehydration
- Limited or Poor Community Engagement
- Difficulty Maintaining Self-Esteem and Community Connections
- Mobility Limitations - Transportation

Creating A Livable Environment ...

- Recognizing importance of reducing risk in order to live as independently and safely as possible
- Ability to function in our own space
- Encouraging movement and independence
- Willingness to adjust when necessary
- Increasing opportunities for access
- Encouraging social interaction and connection to our community
- Recognizing the possibility of driving retirement and making a plan
- Making a realistic plan – not reacting to a crisis!

Aging Well Requires...

- Proper Nutrition
- Maintaining Strength & Functional Mobility
- Cognitive (Brain) Stimulation & Exercise
- Social Connectivity
- Spiritual Health
- Integrating Universal Design concepts into our environment helps foster independence and helps us achieve the goal of living in our preferred environment for as long as possible



INTRODUCTION TO CORNERSTONE LIFECARE

Whether in an Individual's Home or a Multi-Family Community -- Our Concierge Care Coordinators will help navigate "Aging in Place" solutions such as Universal Design Remodeling, In-Home Medical and Healthcare Services in coordination with Youthful Aging Nurse; and other types of Personal Support right where you live.

Or, we will assist our clients in making moves to Independent, Assisted, Memory Care, Rehab, and Skilled Nursing Senior Living Communities.

NICCI KOBRITZ
CEO & PRESIDENT
YOUTHFUL AGING HOME HEALTH

INTRODUCTION TO
YOUTHFUL AGING HOME HEALTH



YOUTHFUL AGING HOME HEALTH

- PRIVATE DUTY HOME CARE TO INCLUDE IN-HOME NURSING SERVICES
- CUSTOMIZED WELLNESS SOLUTIONS
- DEMENTIA CARE
- HOSPITAL-TO-HOME CARE
- INFUSION THERAPY
- JOHN HOPKINS GUIDED CARE MODEL

YOUTHFUL AGING CONCIERGE CARE NURSING COORDINATION

The Membership Program starts with an initial health assessment that will be used to help support wellness needs for each individual member.

The goal is to provide Residents with both a wellness program to prevent and intervene early with chronic conditions and to provide the invisible safety net of that “nurse-in-the-family”.

Nursing availability will be included as part of the Concierge Care & Wellness Program Membership during monthly wellness fairs and phone access during business hours. Private appointments can be scheduled for an additional fee.

CONCIERGE CARE & WELLNESS PROGRAM OVERVIEW

Monthly Membership Includes:

- Phone access during business hours to both Youthful Aging Nurse for health related questions; and Cornerstone LifeCare Concierge Care Coordinator for requests for Individualized Care Coordination Services
- Regularly scheduled days and times for Youthful Aging Nurse and Cornerstone LifeCare Coordinator to be at Broadway Promenade
- Monthly access to both the Nurse and Care Coordinator through either the Monthly Health Fair approach or phone follow-up
- The Monthly Health Fair will include Nursing follow-up and screening, Concierge Care Coordination availability and featured Preferred Providers
- Educational Events will be offered in addition to the monthly services

EXAMPLES OF CONCIERGE CARE NURSING

Services included:

- Physical assessment
- Monitoring of Blood Pressure/Glucose/Vital Signs as determined by the physical assessment and as requested by the client
- Coordination with physician offices for reporting or scheduling visits
- Diagnosis and system specific education and follow-up
- Medication review
- Healthcare questions
- Reporting of changes in health needs
- Coordinating healthcare referrals as requested
- Routine Wellness checks

CONCIERGE CARE & WELLNESS PROGRAM OVERVIEW

Services that would incur additional costs:

- In-Home nursing visits
- One-on-one scheduled Wellness Center visits for a more individualized and comprehensive care management approach
- Participation in the John Hopkins Guided Care Program
- Skilled nursing procedures not covered by insurance
- Scheduled hourly aide services
- Lab services
- Travel with and supporting client during physician appointments
- Individualized coordination of support services by Cornerstone LifeCare Concierge Care Coordinator billed at an hourly rate



IRENE NOBLES
CONCIERGE CARE COORDINATOR
CORNERSTONE LIFECARE

- CONCIERGE CARE COORDINATION
- PROGRAM RATE SCHEDULE

EXAMPLES OF CONCIERGE CARE COORDINATION

- Someone to be a Central Advisor and Advocate while Conferring with You, Your Circle of Supporters, and Youthful Aging Nurse to Help Plan, Coordinate, Oversee, and Manage Your Healthcare and Personal Needs
- Facilitator of Communication Among Family, Loved Ones, Professionals, and Broadway Promenade Staff (When Appropriate)
- Triage Counseling Related to Healthcare Priorities and Means of Payment such as Private Pay Versus Insurance Benefits, which May Lead to Potential Savings
- Coordinate Access to Preferred Providers and Other Professional Resources to Serve Your Specific Needs
- Coordination of Resources for Financial and Legal Review to include Eldercare Law, Estate Planning, Long-Term Care Insurance, Medicaid/Medicare Issues, Social Security, and VA Benefits

ADDITIONAL EXAMPLES OF CONCIERGE CARE COORDINATION

- Special Transportation Needs
- Referrals for Brain Health Screenings and Follow-Up Strategies
- Evacuation Protocol Related to Natural Disasters
- Availability of Psychosocial Counseling and Therapy to Address the Emotional, and Mentally Related Health Challenges of Aging
- Access to Cornerstone LifeCare CONCIERGE COVID CARE Services to Address Pre-COVID, During-COVID, and Post-COVID Issues
- Assistance with Transitions to Medical Facilities or Placement in Senior Living Communities
- Special Exclusive Cornerstone LifeCare Programs Such As Medical Cannabis Services



CORNERSTONE LIFECARE PREFERRED PROVIDERS

Supporting the Program will be a select group of vetted Preferred Providers addressing the potential needs of the Program Members.

EXAMPLES OF PREFERRED PROVIDER SERVICES

Adult Day Services
Balance Therapy
Brain Health
Computer Services
Elder Care Law
End of Life Planning
Financial Recordkeeping
Financial Services
Funeral and Cremation Services
Hearing Loss
House Cleaning
Insurance
Lifelong Learning
Home Modifications/Remodeling
Equipment Hospice Care

Medical Cannabis
Medical Supplies
Mental Health Services
Mobile Physician
Mobility Equipment
Parkinson's Support
Pet Care
Pharmacy
Physical Fitness
Real Estate
Senior Retirement Communities
Social Security Consulting
Senior Technologies
Transportation

Concierge Care & Wellness Program Membership Rate Schedule

Initial Intake: \$350

Includes \$250 Youthful Aging Home Care Guided Care Health Assessment and \$100 Cornerstone LifeCare Care Concierge Care Assessment to be billed by Cornerstone LifeCare.

Then Monthly Membership of \$100 billed by Cornerstone LifeCare.

Contact Information

Cornerstone LifeCare

- Irene Nobles, (941) 587-1851, irene@allegianthealthadvisors.com
- Don Fitts, (941) 809-7298, don.cornerstonelifecare@gmail.com

Youthful Aging Home Health

- Dee Newberry, (941) 925-9532, dee@youthfulaginghomecare.com
- Nicci Kobritz, (941) 925-9532, nkobritz@youthfulaginghomecare.com



Q & A