

# YOUR FUTURE, YOUR WAY: LIFE PLAN COMMUNITIES

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# WELCOME AND INTRODUCTION

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# WHAT IS A LIFE PLAN COMMUNITY





Housing



Hospitality



Health Care



# INDEPENDENT LIVING

## QUESTIONS TO ASK WHEN LOOKING AT COMMUNITIES...

- Is there a wait list? What is the wait time once you are on the list?
- Is there a deposit to get on the wait list? Is it refundable? Are there any incentives when on the wait list?
- If you are in an apartment, can you upgrade or downsize? Is there a cost?
- What are the fees for moving in?
- What amenities does the community offer to their residents?
- How does the community assist with you getting acclimated? Is there a welcome committee?



# ASSISTED LIVING

## QUESTIONS TO ASK WHEN LOOKING AT COMMUNITIES...

- Do you have to move into Independent Living, or can you move directly into Assisted Living, Assisted Living Memory Support or Skilled Nursing?
- What is included in the monthly fees?
- What happens when I have exhausted my financial resources?
- What is the resident to staff care ratio? Is there a nurse on staff?
- Do they have levels of care? Expanded care plan packages?
- Do you have to bring in your own furniture?
- Do you offer respite Apartments for a 30 day stay?
- What dictates a move from Assisted Living to Skilled Nursing?



# MEMORY SUPPORT

## QUESTIONS TO ASK WHEN LOOKING AT COMMUNITIES...

- Do they have private apartments with private bathrooms?
- Are the apartments furnished or do you bring your own furniture?
- Is it a secure household or community?
- What is the staff to resident ratio?
- Is there a nurse on staff? Is it 24 hours?
- What type of activities are provided for the residents?
- Do they have to have a diagnosis of Alzheimer's or Dementia?



# HOSPITALITY SERVICES

- Dining Allowance
- Housekeeping services
- Building and ground maintenance
- Repair and maintenance of appliances
- Communication systems (Example: Life Alert)
- Concierge services
- Transportation Services (complimentary or cost)
- Social, spiritual, educational, recreational and wellness opportunities
- Utilities, cable tv, internet





# COMMUNITY AMENITIES

## What is important to you?

- Lobby/reception areas
- Public gathering spaces
- Restaurant, café's, coffee bar
- General Store
- Card/Game rooms
- Chapel
- Security
- Garage for vehicles



# COMMUNITY AMENITIES

*CONTINUED...*

**What is important to you?**

- Arts and Crafts area
- Library
- Beauty/Barber shop
- Physical and Occupational therapy on site
- Pool
- Fitness Center
- Do they have staff in the pool area and fitness areas?



# HEALTH CARE



## On-Site Rehab

- Goal: Get stronger after a hospital stay
- Do they offer therapy up to 7 days a week?
- Are they private rooms with a private bath?
- What medical assistance do they provide?
- Do you bill Medicare for Physical Therapy?



## Long Term Care

- 24-hour nursing care
- Do they have companion and private rooms?
- Is it private pay? Do they accept Medicaid?





# REASONS PEOPLE DON'T MOVE INTO A SENIOR LIVING COMMUNITY...



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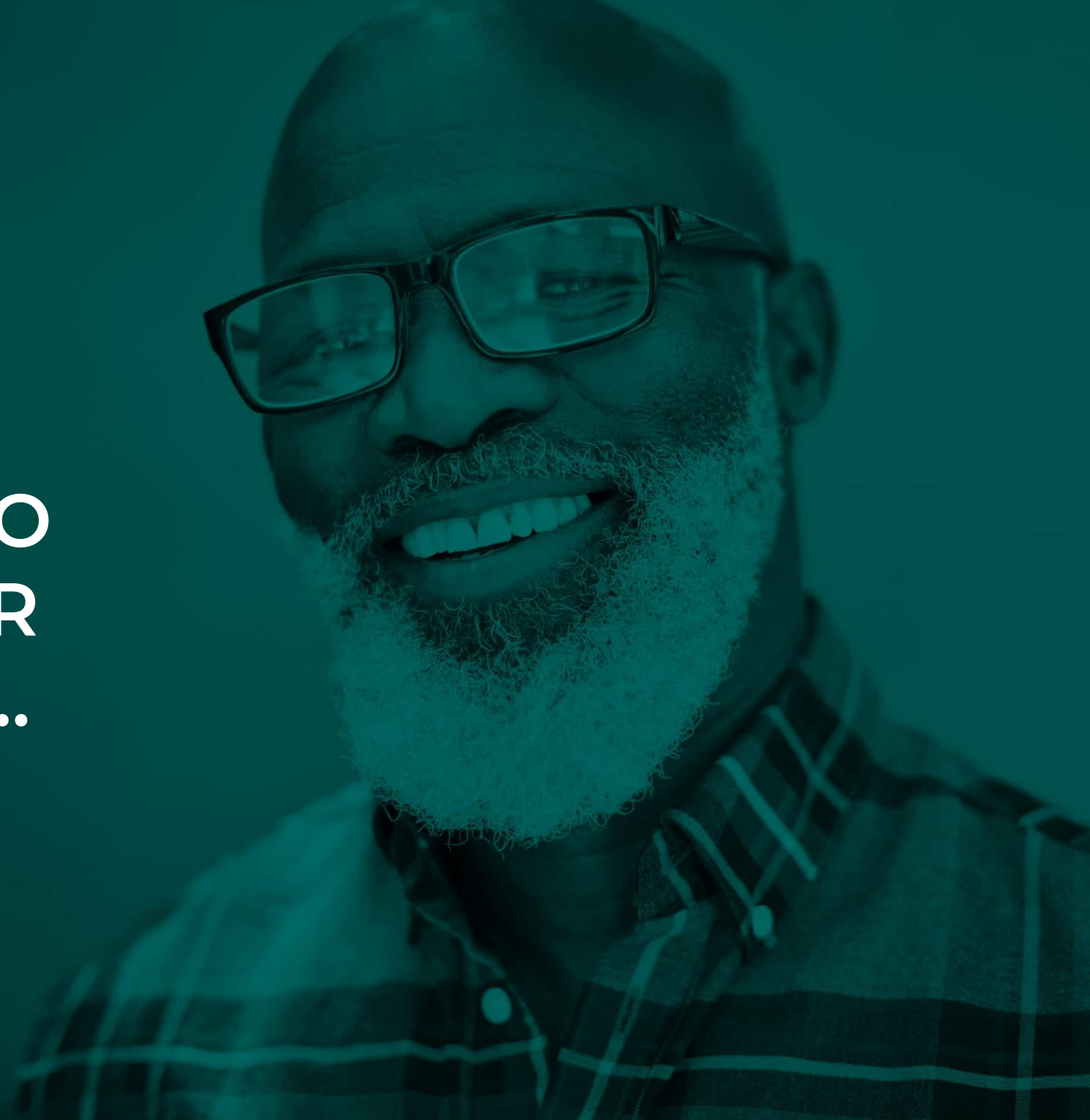
- It's too expensive.
- I'll lose my independence.
- The residences are too small.
- I'll come when "I need it".





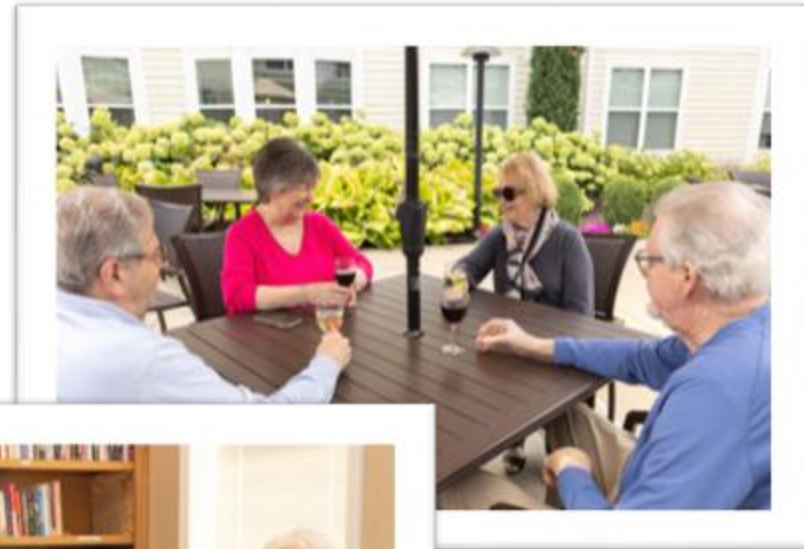


# REASONS PEOPLE DO MOVE INTO A SENIOR LIVING COMMUNITY...



# REASONS PEOPLE DO MOVE INTO A SENIOR LIVING COMMUNITY...

- Fellowship, friendships, and camaraderie
- Relieve children and families from burden of care or decision making.
- Availability of amenities – dining, library, fitness center, clinic, walking paths, and more!



# REASONS PEOPLE DO MOVE INTO A SENIOR LIVING COMMUNITY...

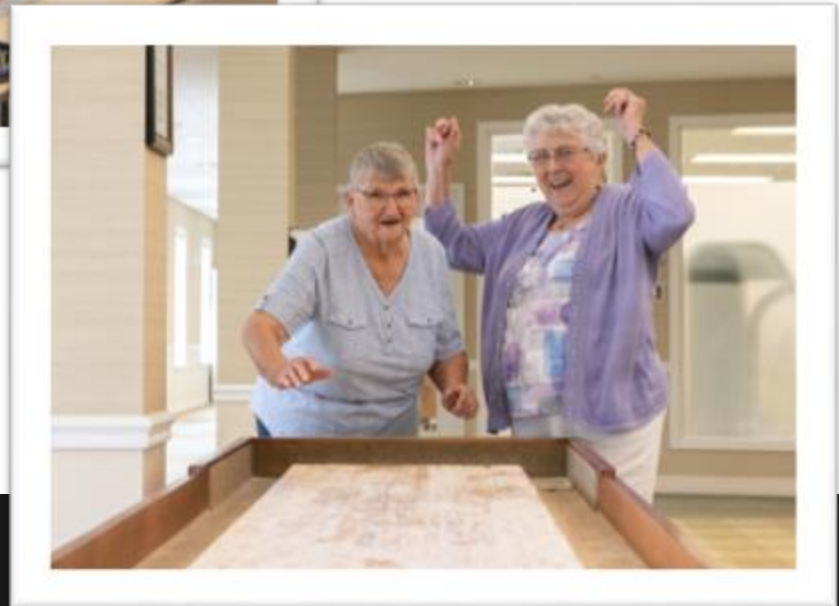
- Future health care of self (and spouse) / onsite health care.
- Worry-free lifestyle.
- Security (safety, financial, and health care).
- Availability of services – dining services, health care, housekeeping, activities, maintenance, and more!





# REASONS PEOPLE DO MOVE INTO A SENIOR LIVING COMMUNITY...

- Activities – social, cultural, educational, and spiritual
- Transportation and concierge services
- Personal freedom
- Convenience
- Opportunities for growth
- Good investment





# MAKING IT EASY TO MOVE IN

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**Move-In Resources Services  
to help you: Do they offer this?**

- Plan
- Organize
- Downsize





# MAKING IT EASY TO MOVE IN

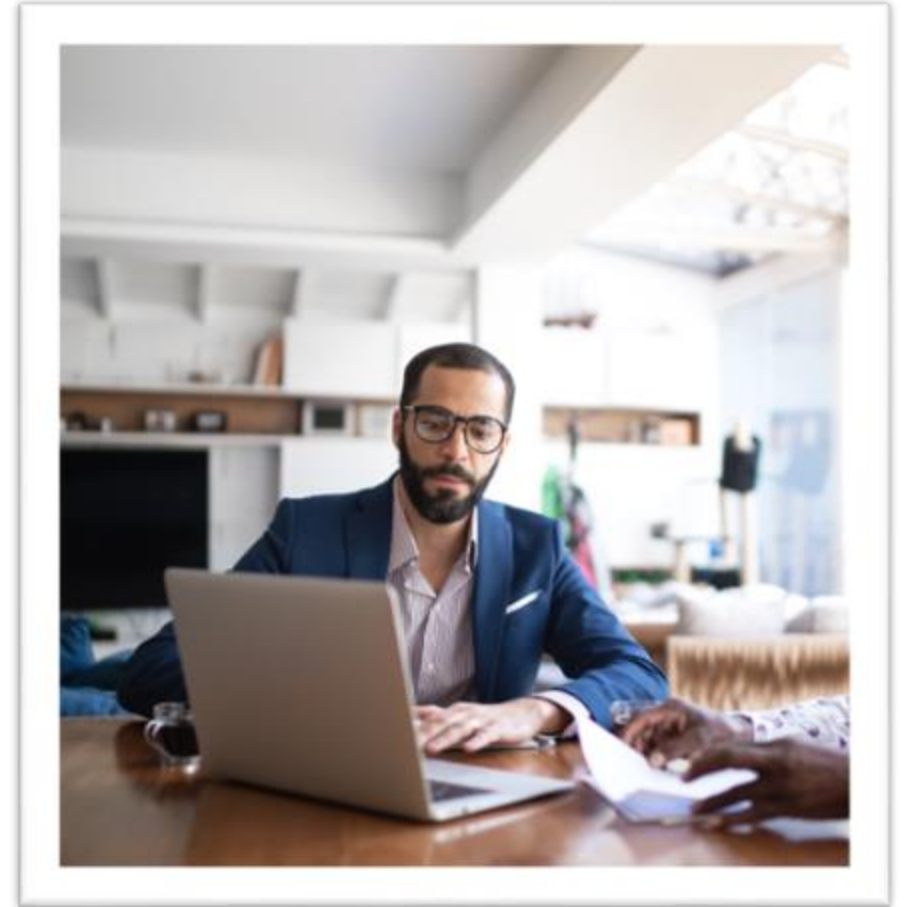
## Rehoming unwanted items

- Estate Sale Companies
- Auction Services
- Donations



# REAL ESTATE AGENTS

- Find an agent who knows your city
- Look for an agent that has achieved a Seniors Real Estate Specialist (SRES) designation
- Have two Real Estate Agents visit your home and prepare a current market analysis
- Select the agent you are most comfortable with
- Consider their advice



# GETTING READY TO SELL

- Analyze your home inside and out, as if you are a visitor.
- Walk from room to room looking closely at each room.
- Make notes of items needing attention.
- It is never too early to start downsizing.
- Start going through your "stuff" now. Do not wait until you are moving.
- Have family go through the things they want and have them take it now.



# A REALTOR CAN HELP YOU

- Decide what repairs around your home are worth making.
- Stage your home to improve appeal to potential buyers.
- Price your home according to the market.



# A REALTOR CAN HELP YOU

**Price your home according to the market.**

- There are many considerations a realtor considers when recommending pricing.
  - Amenities
  - Location
  - Competition
  - Square footage
  - Lot size, and more.





# QUESTIONS??



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# THANK YOU

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