

Senior Living – An Overview

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- ❑ Owner, Oasis Senior Advisors NW Houston
- ❑ Certified Senior Advisor®
- ❑ 28 years, various roles, electronics manufacturing & after-market services
- ❑ Personal goals
 - Serve those in urgent or critical need
 - Do so in my community

Agenda



- ☐ Variety of Senior Living/Care
- ☐ Funding Options
- ☐ When to Act
- ☐ Resources

Key Statistics

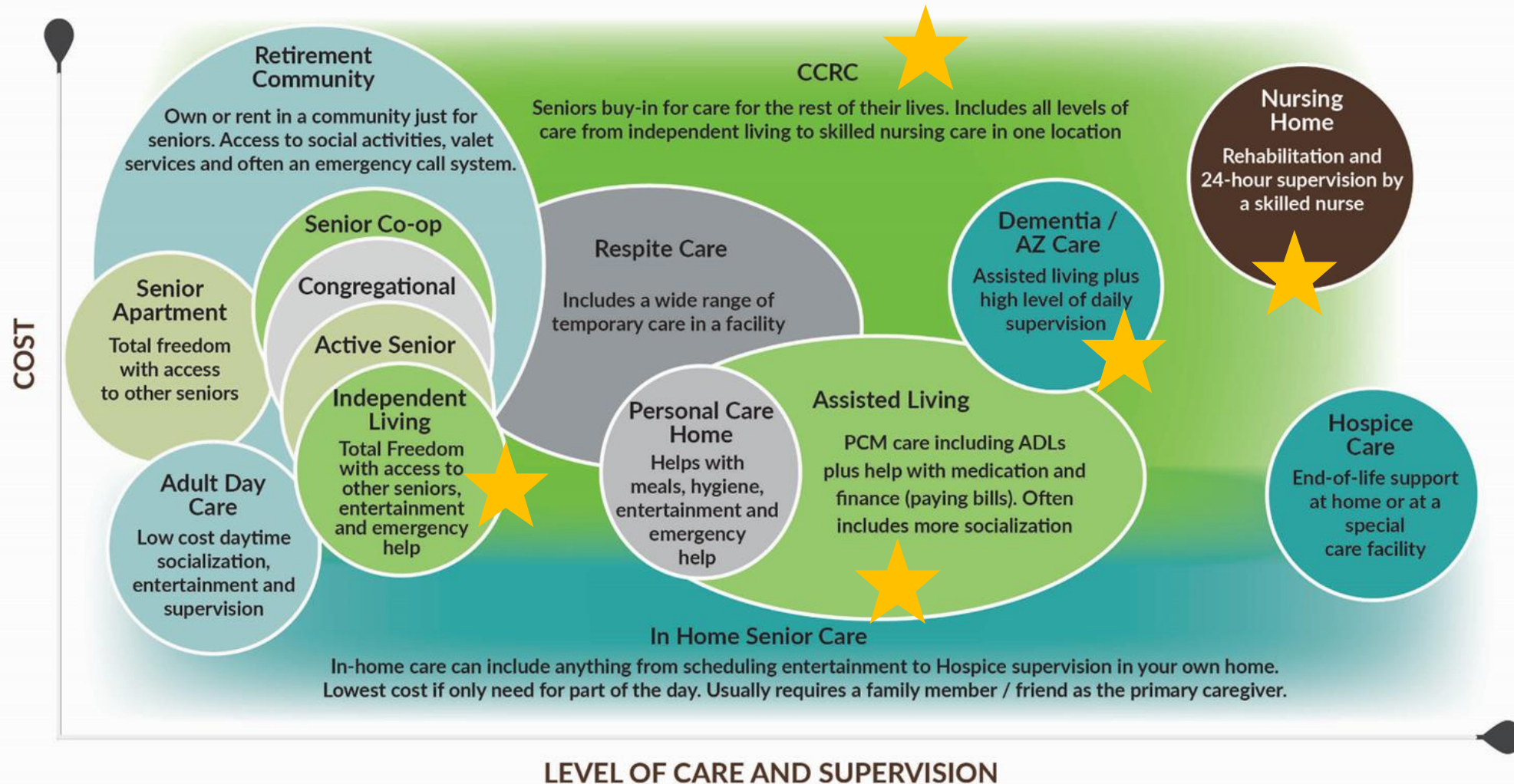


- ❑ 10,000 baby boomers in the US will turn 65 every day until 2030⁽¹⁾
- ❑ Projected 37% increase for 65+ in TX, 3.8M (2019) to 5.2M (2030) in TX⁽¹⁾
- ❑ Projected 42% increase for 85+ in TX, 450k (2019) to 639k (2030)⁽¹⁾
- ❑ 70% of 65+ will use some form of the long-term care network⁽²⁾
- ❑ 35% are living with a disability⁽¹⁾
- ❑ <10% of seniors live in community-based settings, i.e., nursing homes, assisted living⁽¹⁾

(1) US Census Bureau

(2) Age Wave

Plan – The Senior Hospitality Landscape



Independent Living

- ☐ Simplify your lifestyle
- ☐ Spacious apartments and cottages with various parking accommodations
- ☐ Enjoy a host of amenities and active social network
- ☐ Come & go, continue driving, take vacations
- ☐ Safety oversight – activity, emergency/help call systems
- ☐ State licensing not required
- ☐ 55+ or 62+
- ☐ 2020 Houston median cost - \$2,894/month*
- ☐ One-time community fee, \$1,000 to \$3,000



* Source: Estimated 2020

Assisted Living

- ❑ Assistance with one or more Activities of Daily Living (ADL); otherwise, independent
 - Medication management – always available, delivery to residents
 - Transferring from & to bed, to walker or wheelchair
 - Bathing
 - Dressing, grooming
 - Eating
 - Toileting
- ❑ Private or semi-private studios, apartments; private bathrooms, showers
- ❑ Maintain or improve healthy lifestyle and socialization
- ❑ Safety accountability – 1:10 caregiver to resident ratio
- ❑ State licensing required and monitored
- ❑ 2020 Houston median cost - \$4,750/month (private 1BR)*
 - Semi-private will reduce median by about \$800/month
 - Studio apartment will reduce median by \$700 - \$900/month
 - Median price for residential format does not vary significantly from apartment format
- ❑ One-time community fee - \$1,500 - \$3,500
- ❑ Offer respite services at daily or overnight rates, typically between \$175 - \$200/day



* Source: Genworth, 2020 Survey



Memory Care

- ❑ Increased assistance is required with one or more Activities of Daily Living (ADL)
- ❑ High level of security – electronically secured facility
- ❑ Specialized caregiver training; 1:8 caregiver to resident ratio
- ❑ Typically private studios; shared two-room suites; private bathrooms; shared showers
- ❑ Facilities & processes designed to accommodate memory impairment diseases
- ❑ 2020 Houston median cost for a private studio - \$6,050/month*
- ❑ One-time community fee, \$1,500 - \$3,500
- ❑ Offer respite services at daily or overnight rates typically \$185 - \$225/night

* Source: Genworth 2020 Survey

Typical Amenities & Services

Key Amenities & Services	Independent Living	Assisted Living	Memory Care
3 healthy meals per day, snacks, hydration	✓	✓	✓
Housekeeping & trash pick-up	✓	✓	✓
Laundry		✓	✓
Transportation	✓	✓	✓
Medication Management		✓	✓
Salon (for fee)	✓	✓	✓
Activities & Outings	✓	✓	✓
Health & Exercise Programs	✓	✓	✓
Internet, Cable	✓	✓	✓
Pets Allowed (fees apply)	✓	✓	✓

 Typically provided
 Variations provided

Long-term Nursing Care



- ❑ Short-term rehabilitation; long-term nursing care
- ❑ 24-hour medical care for post-acute patients
- ❑ Hospital-like setting and rooms
- ❑ Caregiver to resident ratio, 1:15
- ❑ Private or semi-private rooms; private bathrooms, showers
- ❑ Medication management, stabilization
- ❑ Licensed by the state; CMS measured performance
- ❑ 2020 Houston median cost*
 - ❑ \$5,627/month (semi-private)
 - ❑ \$7,635/month (private)

* Source: Genworth 2020 Survey

Funding Options

Asset Protection Sources

- ☐ Long-term Care Insurance
- ☐ Life Settlement (Insurance)

Asset-based Sources

- ☐ Monthly Income
- ☐ Pensions – VA, company
- ☐ Savings, checking
- ☐ Investments – IRA, equities, mutual funds
- ☐ Real Estate
- ☐ VA Aid & Attendance



Medicare does not cover assisted living costs; Medicaid may

Why Change?

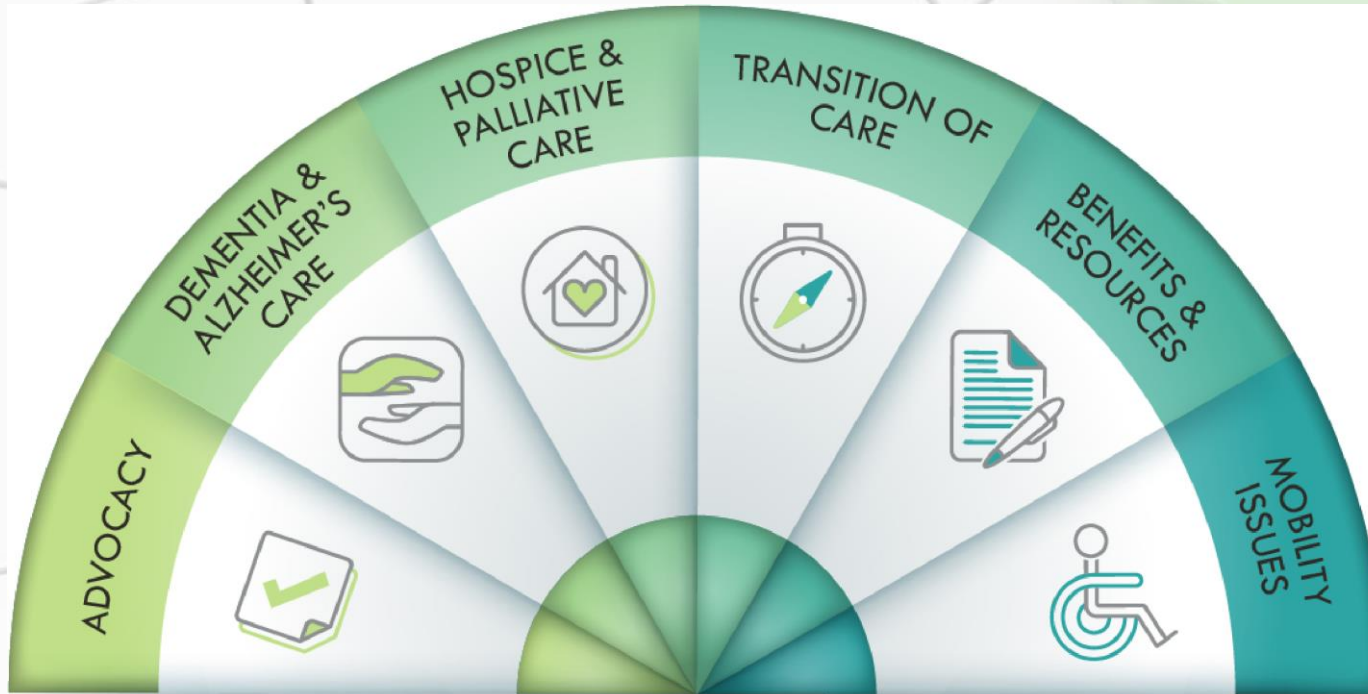
- ❑ **Simplification:** Want to down-size, reduce your responsibilities of home ownership, or are finding completion of those responsibilities too difficult.
- ❑ **Safety:** He has wandered off alone, left the stove unattended, suffered unexplained injuries from falling, missed medications.
- ❑ **Physical Decline:** Inexplicable weight gain or loss, mussed hair, body odor, ripped or soiled clothes, increased difficulty getting from bed to bathroom, getting dressed.
- ❑ **Isolation:** Does she seem irritable and lonely at home, and yet acts erratically and when you try taking her out? Has she become fearful of driving to places she typically enjoyed?
- ❑ **Finances:** Finding unopened bills, collection notices piling up, duplicate donations or payments? Fallen prey to one or more unscrupulous solicitors.
- ❑ **Duplication:** 5 bottles of dish soap, 8 bags of potatoes, multiple toothbrushes, hoarding newspapers or magazines, plastic grocery bags...



Need Help?

- ❑ It's ok to ask for help from others
- ❑ Education on loved one's care and resources
 - Alzheimer's - <https://www.alz.org/texas>
 - Local Area on Aging - <http://www.houstontx.gov/health/Aging/index.html>
 - Veterans Benefits
 - <https://www.va.gov/pension/how-to-apply/>
 - www.AidandAttendance.com
 - The Senior Resource Guide - <https://srgserv.com/>
 - Assisted Living & Skilled Nursing Performance - <https://www.medicare.gov/nursinghomecompare/search.html?>
 - Medicaid for Long-term Care - <https://www.medicaidplanningassistance.org/medicaid-eligibility-texas/>
- ❑ Join a support group
- ❑ Seek advice from professionals
 - Geriatric Care Managers
 - Certified Senior Advisors®
 - Certified Financial Planners®
 - Elder Law Attorneys
 - Medical – Primary Care Physician
 - Insurance – Medicare Specialists
 - Certified Aging-in-Place Specialists®
- ❑ Check out community resources BEFORE they're needed

Oasis Senior Advisors Cares



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