



CULTIVATE SAFETY WITH A SAFE RESIDENT TRANSFER & MOBILITY PROGRAM

Acuity is rising and mobility is decreasing in Assisted Living.
We'll help make sure you're prepared.

WHAT'S AT STAKE?

RISING ACUITY

10 YEARS OF RISING ACUITY IN ASSISTED LIVING

| | |
|----------------------------------|-----------|
| Average age in 2001 ¹ | 80 |
| Average age in 2010 ² | 87 |
| Average length of stay 2001 | 36 Months |
| Average length of stay 2010 | 22 Months |

2001¹ 30%

2010² 45%



Using a Walker

15%

23%



Using a Wheelchair

¹ Facts & Trends NCAL Assisted Living Sourcebook ² National Survey of Residential Care Facilities

The average Assisted Living resident needs help with

2 to 3 ADLs

| | |
|-----------|-----------|
| Transfers | 26% - 39% |
| Mobility | 25% - 40% |

Source: Centers for Disease Control, 2015

MARKETPLACE OPPORTUNITY

4 MILLION over the next 20 years



2.1 MILLION SENIORS

move to Assisted Living communities per year

Source: National Center for Health Statistics, 2010

ASSISTED LIVING FEES



ASSISTED LIVING REVENUE



| | | |
|-----------------------|---------|----------------------------|
| Average per month | \$3,500 | \$1,000 - \$3,500 |
| High acuity per month | \$5,500 | per month in care services |

Source: Genworth 2013 Cost of Care Survey

Source: 2009 Overview of AL Report

WHY ? DO RESIDENTS LEAVE ASSISTED LIVING?

1. Complex care needs
2. Illness/injury requiring acute or skilled care

Source: National Study of LTC Providers, 2013 CDC/NCHS

COST OF CAREGIVER INJURIES

1 MILLION+ DIRECT CARE WORKERS ARE NEEDED BY 2024

20.8% of the healthcare workforce is direct care workers



91.5% female

54.7% ages 35 - 64

Source: U.S. Government Accountability Office, 2016



7x

more musculoskeletal injuries to healthcare workers

\$20 BILLION

in estimated annual costs associated with back injuries to healthcare workers

50%

of nurses' injuries are musculoskeletal

Source: U.S. Occupational Safety and Health Administration



20%

OF NURSES WHO LEAVE THEIR ROLE DO SO DUE TO RISK OF INJURY

Source: U.S. Occupational Safety and Health Administration

HERE'S HOW DIRECT SUPPLY CAN HELP YOU IMPLEMENT A SAFE RESIDENT TRANSFER & MOBILITY PROGRAM

SAFE ENVIRONMENT



Avoid furnishings that may pose a mobility risk:

- THROW RUGS
- GENERAL CLUTTER
- OVERCROWDING FURNITURE

Source: National Center for Assisted Living, 2014

More than **50%**

of employees don't know their community's transfer and mobility policy

Source: U.S. Occupational Safety and Health Administration

TRANSFER & MOBILITY EQUIPMENT



STRENGTH & BALANCE DECLINE

Muscle mass declines **6 lbs.** per decade

45% of those aged 80+ can't lift 10 lbs.

Source: Centers for Disease Control and Prevention

Help reduce risk of injury with **INNOVATIVE EQUIPMENT:**



• Bed enablers



• Multifunction beds with positioning devices



• Transfer boards



• Stand assists



• Sit-to-stand lifts



• People movers



• Lift chairs



• Boosting devices

SUPPORT OF YOUR SAFE TRANSFER PROGRAM

DISCOVER HELPFUL RESOURCES FROM DIRECT SUPPLY:



Assessment guide: *Cultivate Safety with a Safe Resident Transfer & Mobility Program*



Transfer and mobility products developed specifically for Senior Living



Product recommendations and consultations with Senior Living experts

Research shows safe resident transfer and mobility programs may have a positive impact on residents, caregivers and providers.

Source: Centers for Disease Control and Prevention

Residents may benefit from:

- Reduced risk of injury
- Reduced hospitalizations due to falls
- Ability to age in place

Source: Centers for Disease Control and Prevention

Providers may see:

- Lower staff turnover
- Higher occupancy rates
- Lower workers' compensation costs

Source: Occupational Safety and Health Administration, Argentinum

RISE TO THE CHALLENGE:

Attract & Retain Residents of Assisted Living

Trust Direct Supply to help you manage safer resident transfers and mobility in Assisted Living.



CONSULTATION

Expert advice based on your unique community and goals.



PRODUCTS

Unbiased selection assistance to find the perfect solutions.



EDUCATION

Aggregated best practices to ensure success.



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