



**The Geriatric Care Manager's Perspective:
Who We Are, What we See and
the Value We Provide**

NRMLA Annual Meeting & Expo
San Diego, CA


November 19, 2009

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The Geriatric Care Manager



The **Geriatric Care Manager (GCM)** is focused on maintaining the well-being, independence and dignity of elders, while balancing the special needs and problems of families caring for them. GCMs have advanced training, education and vast experience in gerontology, social work, nursing, and/or counseling

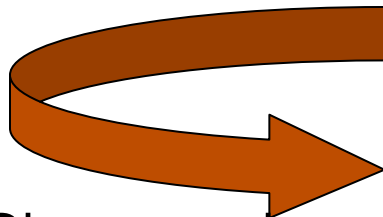


How the GCM Works



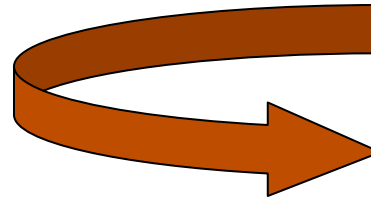
1. Understand

(consultation / assessment)



- Discovery phase
- Individual assessment by care manager
- In the client's residence
- FOCUS on:
 - Risk
 - Needs
 - Values
 - Preferences

2. Plan (plan of care)




- Customized plan with specific recommendations

3. Manage

(implement & monitor)

- Continuous in-home evaluation and plan oversight
- On-going communication with all involved

Care Managers can provide...

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- Consultation & professional expertise
 - Evaluations and plans
 - Access to, implementation, screening & monitoring of care and other needed services -
- educating those involved on the available resources / associated costs
 - Enhanced information and referral
 - Crisis intervention
 - Liaison service for families at a distance
 - Consumer education and advocacy
 - Counseling and support

What We're Seeing:

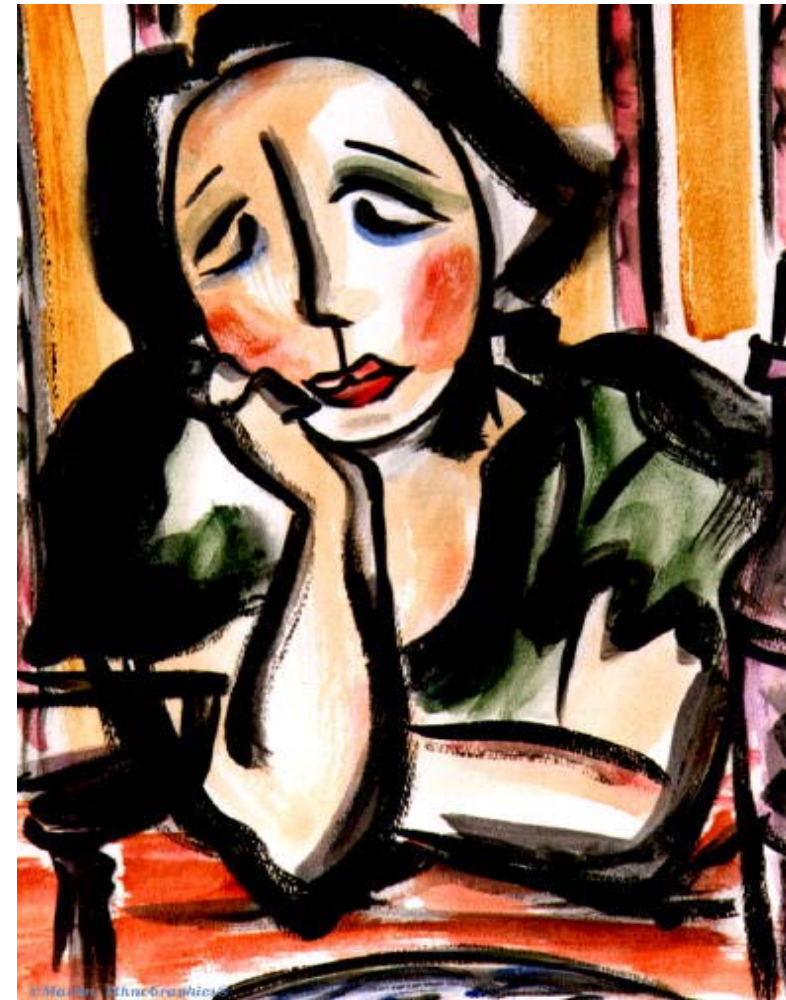
“GETTING OLD AIN'T WHAT IT USED TO BE”

- Aging is epidemic
- More diverse than ever before
- Increased frailty
- Many will face cognitive deficits
- Behaviors can change
- Lacking social supports
- Vulnerable to fiduciary abuse & neglect
- Increased trust & dependence on legal professionals
- Most seniors (>86%) want to remain in their own homes
- Lots of new options for services to enhance quality of life




The calls we get.....

- Sudden Change
- Caregiver concerns
- Family conflicts
- Relocation
- Gradual decline
- Abuse or neglect (undue influence)
- Isolation
- Dependent Adults
- Families who are “stuck”



Challenges

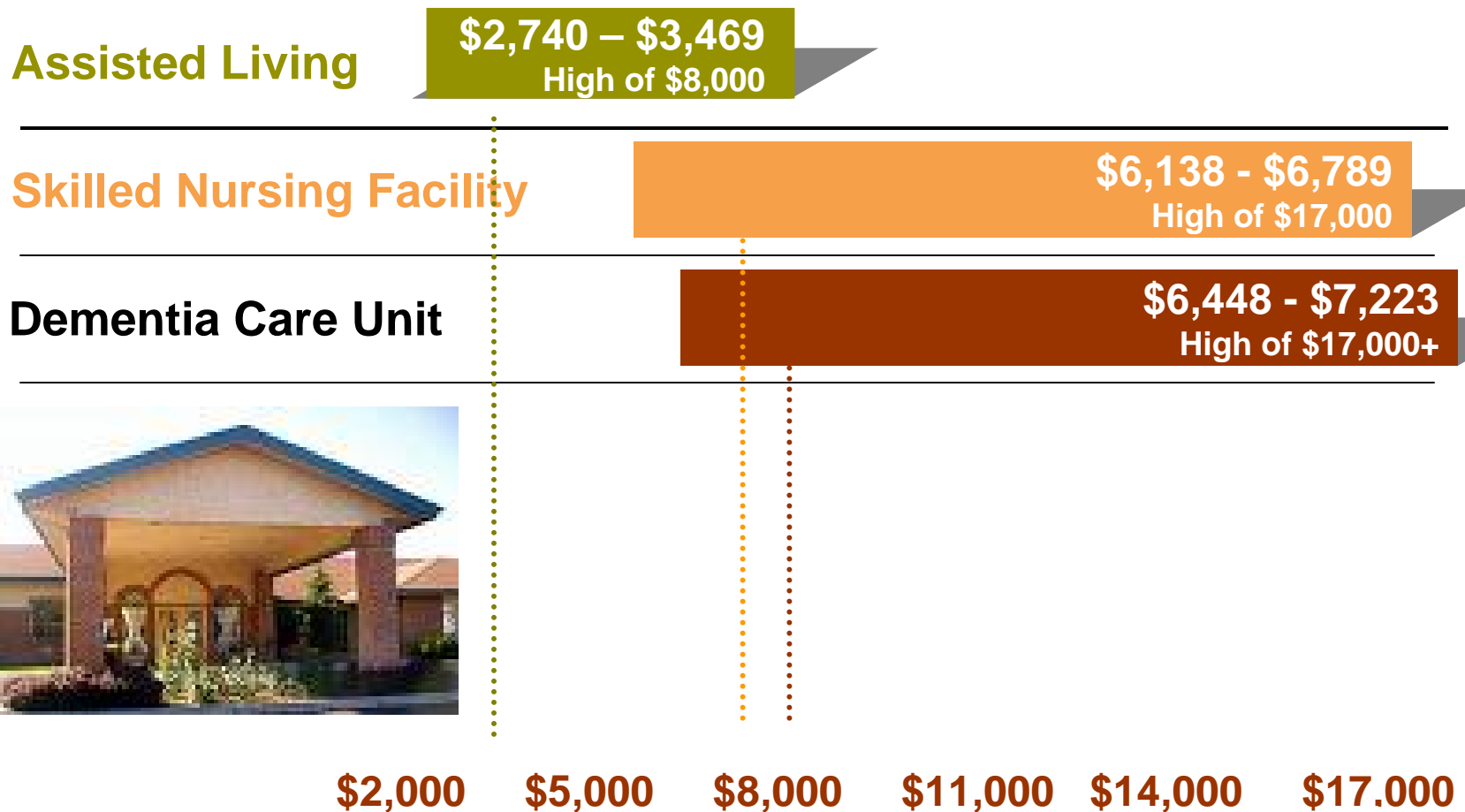
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- I. Complicated medical systems, and difficulties in navigating through them
 - II. Fear of being taken advantage of
 - III. Fear of losing control
 - IV. Feeling alone through the entire process – different professionals to help with different pieces... but can still feel fragmented
 - V. Family Caregiver Burnout
 - VI. Fear of impoverishment – how will I pay for the care I need

Compelling Statistics

- Long Term Care comprises the single largest out-of-pocket expense for older adults
- 25% of US households are dealing with some eldercare issue
- 90% of seniors prefer staying in their own homes

Monthly Average Cost Comparison Facility Based Services*

Assisted Living vs. Nursing Home vs Dementia Care Unit



*Based on 2009 MetLife Market Survey of
Nursing Home, Assisted Living, Adult Day Services
and Home Care Costs*

Monthly Average Cost Comparison Home Based Care

Adult Day Services vs. 30 Hours of Homecare/week vs Live-in Care

Adult Day Svcs
5 days/week

\$1,450/month
High of \$4,500

Home Care
30 hours/week

\$2,468 - \$2,728
High of \$5,196

Home Care
Full time Live-In

\$5,759 - \$6,365
High of \$12,400



\$1,500 \$3,500 \$5,500 \$7,500 \$9,500 \$11,500

Based on 2009 MetLife Market Survey of
Nursing Home, Assisted Living, Adult Day Services
and Home Care Costs



Value of Care Management To You and Your Clients

EDUCATION – client doesn't know what he s/he wants, needs, and the costs associated

PLANNING – for the client/family that is overwhelmed, in need of putting together the best possible plan, creatively maximizing their dollars

LOGISTICAL SUPPORT – accessing the services, implementing them, coordinating and providing oversight

EMOTIONAL SUPPORT – for those clients/families who are overwhelmed and get stuck. A professional to stand by them, pulling together all the pieces.



**IF YOU NEED TO FIND
A CARE MANAGER**

Contact me

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**And I will connect you with the most
qualified professional in any of our 50
states!**