

An elderly couple is shown outdoors, smiling and holding hands. The woman on the left is wearing a white headband and a grey top, looking up and to the right. The man on the right has a white beard, is wearing a blue t-shirt and a cap, and is looking towards the woman. The background is a bright, sunlit outdoor setting with green foliage.

**I CAN'T
I CAN'T
I CAN'T**

With WellConnected, I CAN.

"I CAN" with WellConnected

There's more to life than growing older. Like you, your residents want to live a fulfilling and active lifestyle knowing that there's support in place when and where they need it.

WellConnected by Aegis Therapies® has been designed specifically for Continuing Care Retirement Communities (CCRCs) and can help your residents gain the confidence they need to say "I CAN" do more, learn more and live more.

Our wellness-forward approach proactively works to keep your residents healthy, instead of waiting to treat them when they become sick or injured. With staff embedded across your campus, Aegis provides your residents the best opportunity to enjoy their lifestyle while remaining at home longer, which, in turn, helps avoid a high-cost, high-stress move to a more acute level of care.

Statistics show that with integrated wellness and care coordination, residents of CCRCs are **40% more independent and stay in place longer compared to organizations with no support***. This success is achieved through enhanced transitional care, breaking down silos between care settings and keeping the resident at the center of care.

*Data derived from an EnerG by Aegis case study



The WellConnected Advantage

When developing *WellConnected* we sought to answer your questions on what a wellness and therapy partner should focus on to drive long-term success across your entire campus. Regardless of setting, the core priorities remain the same – **increase occupancy, manage risk** and **impact length of stay**.

Can my partner do more to help increase occupancy?

- Our **Community Assessment** identifies opportunities for enhanced programming, improved transitional care and addresses the needs and desires of the greater community.
- **Aegis Market Mover®** is a powerful, proprietary program which focuses on three key areas to assist with developing a strategy for success – Opportunity Analysis, Planning and Implementation and Collaborative Referral Marketing.

How can my partner help manage risk?

- We conduct **Move-In Assessments** to help ensure your residents are in the appropriate level of care, and that they can remain in place longer through safety checks and program identification.
- Through your **Campus Care Team** – a curated group of Aegis and community staff – we take responsibility for breaking down communication silos between care settings.

What can my partner do to impact length of stay – keeping my residents healthier in place, longer?

- We provide **transitional care** focused on effective communication with residents, family members and caregivers to drive engagement, positive clinical outcomes, reduced risk of rehospitalization and increased resident satisfaction.
- With **fully-integrated services** – therapy, wellness, activities, restorative, skilled maintenance, in-home and outpatient therapy – available from a single provider you are able to improve efficiency and reduce the risk of rehospitalization.



Table of Contents

Click to jump to each section.



Increase Occupancy

- Community Assessment
- *Aegis Market Mover*
 - Collaborative Referral Marketing
- Digital Media Support Program

Manage Risk

- Move-In Assessment
- Campus Care Team
- Culture of Compliance
- Reimbursement/
Regulatory Support and Advocacy
- PACS Consulting
- Meeting Unexpected Challenges

Impact Length of Stay

- Transition Notebook
- Fully-Integrated Services
 - Therapy
 - Wellness
 - Activities
 - Restorative
 - Skilled Maintenance
 - In-Home Therapy
 - Outpatient Therapy



INCREASE OCCUPANCY

Community Assessment

The Community Assessment is the first step to establishing a comprehensive approach for achieving campus-wide success. We aim to meet and exceed the expectations of your residents as well as individuals living within your market.

Outcomes of this initiative will be used to **implement new programs and protocols** to **improve care transitions, advance your community's overall population health** and address the needs and desires of the greater community to **increase occupancy**.

Once we have conducted a thorough review, we will present our findings to you with strategic recommendations for addressing each challenge and how success will be measured.

The Community Assessment is an in-depth evaluation of the state of transitional care on your campus.

The assessment covers areas such as:

- Siloed Environments of Care
- Meeting residency requirements
- Consistency of Length of Stay with national averages
- CMS' Five-Star Quality Rating
- Provider network inclusion
- Readmissions
- Clinical outcomes

Sample Recommendation

Challenge

Siloed Environments of Care

Initiative

Establish vertical integration within the continuum

Analysis Format

- Interview
- Audit
- Direct observation

Strategic Plan

- Identify pain points by environment of care.
- Develop collaborative care meetings, including cross-continuum strategies to mitigate risk of rehospitalization, decline in function and move-out.
- Develop common clinical education and competency.
- Establish tracking mechanism to identify risk trends which span the continuum.



Aegis Market Mover®

We are passionate about enhancing the care of your residents, increasing the effectiveness of your business and helping you thrive in the changing healthcare environment. We pride ourselves on being a true partner for our customers — establishing new ways to do business in order to ensure mutual success.

Next Generation Analytics

Our vision is to help our partners succeed through assessing and analyzing data and working together to create actionable steps to operationalize goals. That's why we developed and continue to evolve the *Aegis Market Mover* program. Through *Market Mover* we coordinate key performance changes, holding ourselves accountable to help drive positive clinical, operational and financial change.

The primary program objectives are to:

- Maintain and grow census and occupancy
- Prevent unplanned readmissions
- Optimize market share
- Enhance ROI
- Expand revenue opportunities

While initially developed as a tool to drive census, occupancy and revenue growth, *Aegis Market Mover* has also proven to be extremely effective in identifying opportunities for resident care

enhancement. Our Analytics Team will work with you to interpret your data to help ensure you have the tools you need for strategic planning.

Three-Tiered Approach

Aegis Market Mover is a multi-level approach, including **Opportunity Analysis, Planning and Implementation** and **Collaborative Referral Marketing**.

The *Aegis Market Mover – Opportunity Analysis Interactive Visualization Tool* gives you 24/7, direct access to uncovering a clearer picture of your market by analyzing claims data, quality measures, cost reports and CMS initiatives.

Although the Opportunity Analysis was primarily designed to analyze data-specific to skilled nursing facilities, it is a valuable resource for creating a comprehensive strategy for your entire campus.

Once you have reviewed your Opportunity Analysis, utilize our Planning and Implementation tools to develop an actionable plan, track goals and keep your team focused with:

- Internal Growth Strategy Grids
- Clinical Specialization Decision Guide

With your market strategy in place, leverage our **Collaborative Referral Marketing** resources to raise your brand awareness.



Collaborative Referral Marketing

We help raise your brand awareness and drive census and occupancy by providing your community access to:

- **Cobranded Materials:** Extensive library of customizable collateral available on a variety of topics and settings to be cobranded with your logo and contact information.
- **Digital Media Support Program:** Created to broaden your knowledge and understanding of digital media and provide you with actionable tactics and tools to grow brand awareness, increase positive reviews and support business growth.

- **PR Support:** Communication support tools, including newsletter articles, press release templates and media distribution list generation.

Local Marketing Support

Additionally, your Aegis campus team will collaborate with the community to proactively market to hospitals and other referral sources each month. The campus team utilizes *Aegis Market Mover* data to help determine their strategy for approaching referral sources to help ensure meaningful and relevant discussions are conducted to strengthen these relationships.

Sample Customizable Collateral

Do More, Learn More, Live More

«Campus Wellness is offering WellConnected by Aegis Therapies®. This suite of services will help you stay CAN to achieve your best. The more active you will have access to, the more likely you will have access to the services you need to live the life you want.

Services to Keep You WellConnected

- **Transitional Care** – Care pathway and clinical program designed to ensure smooth transitions between care settings and promote positive clinical outcomes.
- **Skilled Therapy** – Designed to help you function at the highest possible level, adult therapy services include physical, speech and occupational therapy.
- **Rehabilitative Care** – The Smart by Aegis Innovative Care Program focuses on what you can do, and helps you build and support the long-term sustainability you desire.
- **«Smart» Wellness** – Offers 100+ Wellness University programs built on the Seven Dimensions of Wellness – social, physical, emotional, intellectual, occupational, spiritual and environmental to promote lifelong wellness and longevity.
- **«Smart» Activities** – 85+ activities which elevate a spirit of recreational program by implementing one another to help you achieve total wellness.
- **«Wellness» Therapy** – Our evidence-based therapy services help you achieve optimal outcomes in the comfort of your own home.
- **Outpatient Therapy** – Provides convenient access to therapies which are considered essential in helping active adults with physical, occupational and speech therapists.

Contact us today to schedule a tour, visit [www.aegishospitals.com](#) or call 1-800-850-3333.

Customer Login
«Campus» «Smart» «Wellness» «Therapies» «Aegis» «Partners»

With WellConnected, They CAN

«Campus Wellness is offering WellConnected by Aegis Therapies®. By taking a total community approach to care, Aegis wellness programs maximize the care continuum and help your patients achieve their individual goals for the life they desire.

Services to Keep You WellConnected

- **Transitional Care** – Care pathway and clinical program designed to ensure smooth transitions, reduce the risk of readmission and promote positive clinical outcomes. This integrated approach focuses on vertical provider communication and care coordination.
- **Skilled Therapy** – An extensive suite of evidence-based and individualized clinical programs and Specialty Services that meet a variety of conditions.
- **«Wellness» Care** – Care focused on what your patients can do, helps them adapt and adjust to living as independently as possible.
- **«Smart» Wellness** – An individualized, multi-domain approach to well-being with over 100 Wellness University programs designed to promote lifelong wellness and longevity.
- **«Smart» Activities** – 85+ activities which elevate a spirit of recreational program by implementing one another to help your patients achieve total wellness.
- **«Wellness» Therapy** – Evidence-based therapy services that focus on condition management and empower the patient to move forward if greater independence is their primary goal.
- **Outpatient Therapy** – Convenient, flexible access to therapies which can help your patients break disease pain and improve functionality.

Your patients CAN do more, learn more, live more with WellConnected.

Customer Login
«Campus» «Smart» «Wellness» «Therapies» «Aegis» «Partners»

MOVE THROUGH LIFE WITH ENERG BY AEGIS

Wellness is a lifestyle in our community. Our goal is to help you move through life. We have found a clear link between healthy aging, the independence of our residents and the greater quality of life. That's why we offer EnerG by Aegis wellness programs.

Based on a holistic developmental model of wellness – social, occupational, emotional, physical, intellectual, environmental and spiritual – our EnerG programs were designed to help you achieve your wellness goals, remain independent longer and improve your quality of life.

ENERG BY AEGIS FEATURES:

- **Wellness University** – Evidence-based learning with a variety of educational opportunities, including educational lectures, music groups and more classes.
- **Wellness activities and classes** – 85+ variety of fun, interactive wellness activities and active participation classes that keep you motivated and moving while increasing your ability to be independent longer.
- **Consultative services** – Personalized, one-on-one services covering a range of topics, including: health, safety, health screening, personal training, home safety assessments, and more.

For more information on our EnerG by Aegis wellness programs, or to schedule a tour of our community, contact us today.

Local Health
600 Medical Ave.
Cincinnati, OH 45222
352-555-3333
LocalHealth.com

WE WORK HARD SO YOU CAN GET BACK TO YOUR LIFE FASTER.

aegis
Partners

Outpatient Poster Series

CCRC Consumer Flier

CCRC Referral Flier

EnerG Wellness Flier

Digital Media Support Program

Through this new, value-added, immersive program our goal is to broaden your knowledge and understanding of digital media and provide you with actionable tactics and tools to grow brand awareness, increase positive reviews and support business growth.

The standard program takes place over six sessions and is modified as your needs are better understood through our time together.

Over the course of the program we will:

- Analyze your digital footprint — social media platforms, website and online reviews
- Provide strategic recommendations to address your strengths and opportunities
- Deliver training and tools to support ongoing success

Some of the tools provided include:

- Pre-written posts and graphics to promote wellness and therapy services within your community
- Social calendar with recommendations for creating your own posts around healthcare holidays and community events
- Best practices for posting frequency, content and measuring success
- Best practices for responding to online reviews, addressing negative reviews and claiming pages on different platforms (e.g., Yelp, Google Business, Caring.com)
- Sample responses for responding to positive and negative reviews
- Request for review card to help gather positive reviews in your community for use online (pictured below)



Request for Review Card



A great experience is worth sharing.
Every day people are searching the internet for uplifting answers to their life challenges. We want the world to know your story. Will you share your experience with Roosevelt Care Center at Edison by reviewing us online?

To add a star rating and review on Google, follow these simple steps:

1. On your computer, open Google Maps and make sure you're signed in.
2. Scroll in the top Roosevelt Care Center at Edison.
3. Scroll down on the left and click "write a review".
4. In the window that appears, click the stars to score Roosevelt Care Center at Edison and write your uplifting story as a review.

To share the good news in other places you can review us on:

- **Yelp:** www.yelp.com/biz/roosevelt-care-center-edison
- **Caring.com:** www.caring.com/location/roosevelt-care-center-edison/roosevelt-care-center-08637

Thank you for taking time to share your experience!

Luvo Health
4217 Talsford Ave
Rosberg, NJ 08062
202.555.5222
LuvoHealth.com

LUVU HEALTH
aegis
therapy

Sample Content

COVID-19 Social Media

How it Works

1. Make the graphic to be included in the content document with the photo and have Roger Cohen in the background.
2. Copy and paste the content into your posts. Don't forget to include any of the links listed in the content document.
3. Upload the graphic that accompanies the post content and take a screenshot of the resulting post. Upload or save the post to the folder in the cloud that you provided for this post.

Platform/Category	Header	Content/Text	Image/Graphic
Facebook	COVID-19 Social Media	...the world is searching for uplifting answers to their life challenges. We want the world to know your story. Will you share your experience with Roosevelt Care Center at Edison by reviewing us online?	[Graphic with Roger Cohen]
Twitter	COVID-19 Social Media	...the world is searching for uplifting answers to their life challenges. We want the world to know your story. Will you share your experience with Roosevelt Care Center at Edison by reviewing us online?	[Graphic with Roger Cohen]
LinkedIn	COVID-19 Social Media	...the world is searching for uplifting answers to their life challenges. We want the world to know your story. Will you share your experience with Roosevelt Care Center at Edison by reviewing us online?	[Graphic with Roger Cohen]
Instagram	COVID-19 Social Media	...the world is searching for uplifting answers to their life challenges. We want the world to know your story. Will you share your experience with Roosevelt Care Center at Edison by reviewing us online?	[Graphic with Roger Cohen]

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MANAGE RISK

Move-In Assessment

The *WellConnected* Move-In Assessment helps to ensure your residents are in the appropriate level of care and that they can remain in place longer through safety checks and program identification. Making sure residents are well educated on the services available within the community allows them the ability to self-identify for offerings.

This suite of comprehensive assessments provides baseline performance in seven areas which are key determinants for thriving in independent and assisted living.

How it Works

Aegis works closely with your AL/IL team in a coordinated approach to complete this suite of assessments for new residents and on an on-going basis for residents at risk and/or as a part of an annual event.

The results of these assessments are completed in a community-specific time period and maintained in a secure HIPAA compliant system. Results are used to review living options, match the resident with supportive services and as a baseline from which to assess changes in performance over time.

Assessment Goals

- 1 Develop an understanding of a resident's functional and psychosocial status
- 2 Utilize that understanding to suggest services and ensure the resident has knowledge of resources available to them within the community
- 3 Establish a baseline performance level for residents that can be accessed at future dates to determine relative change with appropriate response
- 4 Understand the functional characteristics of the population and use that understanding to guide the development of services to enhance resident function and quality of life



Campus Care Team

The Campus Care Team is vital to meeting your population health objectives across your campus and most importantly, in Independent and Assisted Living.

This collaborative approach brings together Aegis therapists and community staff to help break down silos that can arise between settings. With staff across your campus actively participating in identifying areas of risk, you can see a reduction in:

- Falls with injury
- Rehospitalizations
- Resident need for more acute levels of service

How it Works

Harnessing our vast resources and extensive knowledge on how to streamline communication across settings, we bring together campus leaders to implement key strategies to:

- Create and maintain vertical integration
- Proactively address residents at-risk for needing a higher level of care or move-out
- Improve transitional care and communications
- Monitor and improve the overall health and satisfaction of residents

Team Goals

- 1 Maintain occupancy and length of stay in Assisted or Independent Living
- 2 Reduce the risk of a resident advancing to a higher level of care
- 3 Optimize lifestyle experience and maintain/improve resident satisfaction
- 4 Promote and advance the mission of the community through transitional care with a focus on population health
- 5 Improve campus communication, deepening the shared focus on resident care and support



Culture of Compliance

Aegis fosters a culture of compliance, which embodies ethical conduct in all company and business practices, compliance with federal and state laws and regulations, and meeting the requirements of federal, state and private healthcare programs. As our customer, you can benefit from our **deep industry-leading expertise**. Our dedicated team led by our Chief Compliance Officer will support you through:

- Customized and standardized documentation, meticulously monitored
- Compliance and risk management
- Active monitoring of federal and state developments that affect Medicare/Medicaid
- Regular communications on regulatory updates and changes, with training as necessary
- Advanced technologies and tools

As an expectation of all team members, ensuring compliance means that **guidelines are clearly defined and monitored**. We believe that our culture of compliance is a factor in our **high retention rates of both our customers and employees**.

Our compliance practices include:

- Compliance/risk identification
- Resident safety
- Billing systems
- Documentation completion
- Documentation quality
- Licensure monitoring
- Quarterly compliance department audits
- Manger reports

Prioritizing Compliance Before Day 1

Ensuring a culture of compliance begins during the recruitment process. Aegis recruiters and staff involved in hiring ask questions and facilitate discussions that help us to determine if a candidate aligns with our perspective on compliance.

Once hired, review of compliance guidelines and expectations commence immediately with the onboarding process, which covers the first 90 days of employment for all clinicians.

Training is reinforced throughout the year via discussions with clinical management and digital training in our Learning Management System.



Reimbursement/ Regulatory Support and Advocacy

Aegis' deep industry knowledge gives our partners a strategic advantage by being able to interpret and adapt quickly to change. Our vast support includes:

PDPM/PDGM Support:

- **MDS Data Integrity Review:** Allows our customers to optimize the MDS process to help ensure maximum return
- **Enhanced MDS Support:** Building a sustainable process to ensure management and compliance of MDS coding and CMI with the ability to assist with and alert you to deviations 24/7
- **PDPM Impact Profiler:** Deconstructs the projected impact of PDPM on your business, analyzing: payment and CMI implications, PDPM case-mix groups distribution of days, RUG-IV distribution of days, optimization potential and trends
- **PDPM Transitional Impact Reference Guide:** Monitoring CMI as it affects daily reimbursement
- **Plan of Care Documentation Rater:** Leverages technology to assist in identification of at-risk clinical documentation

- **Enhanced OASIS Support:** Building a sustainable process to ensure management and compliance of the OASIS and diagnosis coding supporting appropriate reimbursement

Supplemental Regulatory Support:

We understand that PDPM and PDGM are just two challenges facing providers today. That's why we are **dedicated to ongoing support** to help guide our customers to success through change.

Regulatory Advocacy:

Aegis has an **ongoing dialogue with fiscal intermediaries** and **direct involvement with national and state** regulatory decision-making. In addition to our relationship with eight different MACs, Aegis actively works with legislatures and committees on the Hill to achieve policy change.



Efficiently and effectively navigate changing rules and regulations at the community level.



Create alignment to further influence regulatory policy.



PACS Consulting

Driving Total Business Success

Post-acute healthcare is a rapidly evolving space, which can be difficult to navigate and face challenges strategically without the proper resources. With support from PACS (Post-Acute Care Solutions), you can **seize opportunities for enhancement across your business to drive continued growth.**

PACS experts have decades of experience in post-acute healthcare. This experience, together with enhanced analytics drive the development of **meticulously crafted strategies designed to help you achieve your goals.**

We help to ensure that our partners are being appropriately reimbursed for the care that they

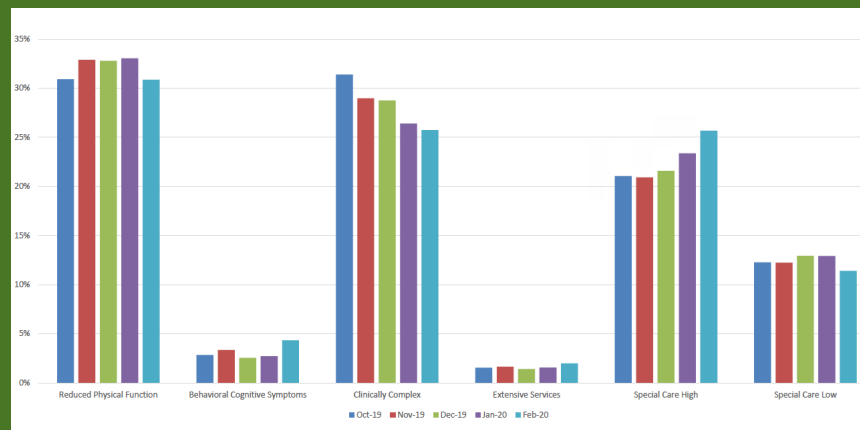
are delivering to their residents. This is achieved through guidance and support that is **unique to their location and region**, with many of our interventions being provided in **real-time** so that they get credit for the care that they provide while they are providing it.

PACS provides proactive support in:

- PDPM coding and compliance
- Managed care contracting and consulting
- Clinical and financial audits and compliance
- Ongoing reimbursement and payment reform
- Targeted clinical support
- Market-specific analytics

Nursing Category Distribution

A PACS analysis can help you identify coding gaps that can determine if you are being reimbursed appropriately for the care you are providing.



Meeting Unexpected Challenges

As unexpected challenges arise, you need a partner that is **agile** and able to help you **adapt to the unexpected**. Aegis experts remain up-to-date and are poised to help you navigate through change with **consistent communication** and **reliable collaboration**.

COVID-19

Aegis is closely monitoring the latest reports from the Centers for Disease Control (CDC) and has been working with our teams to provide answers to their questions and concerns.

Our focus is to ensure we meet our shared residents needs while doing our part to keep you, our employees and our communities safe.

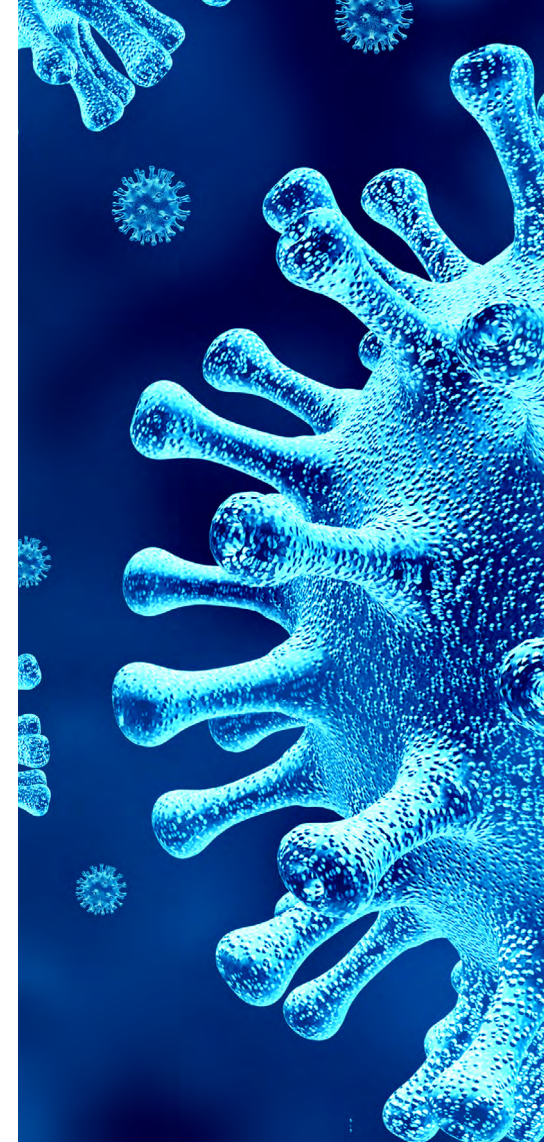
In this effort we have collaborated with our physician consultant, Dr. James Avery, who is board-certified in internal medicine, pulmonary, hospice and palliative medicine and is a certified nursing home medical director (CMD) to provide the latest information. Additionally, we have developed a **toolkit for our managers** which is updated regularly, including:

- **FAQs:** Addresses concerns from staff using a facts vs. fears approach.
- **Forms:** COVID-19 symptom screening forms for all employees, to assess change and return to work decisions in line with guidance from CDC.

- **Guidance:** Quick access to guides from the CDC for staff (e.g., PPE, infection control safety, and performing CPR under COVID-19 conditions).
- **Letters:** As critical infrastructure workers, we have provided letters for staff should they be needed to support their travel activity during this time for the front line service they provide.
- **Treatment Intervention:** Quick reference treatment support with a special focus on the needs of residents recovering from, or impacted by COVID-19, such as on unit/room isolation, decrease in socialization and risk of functional decline.

Our policy is to align and follow guidelines provided by you in your location(s). We are here to provide consistent and reliable collaboration to best support you in your work.

For additional resources, webinars and tools, **visit our Digital Resource Library at aegistherapies.com/categories/covid-19/.**





IMPACT

LENGTH OF STAY

Transitional Care

Effective communication with residents, family members and caregivers is paramount to drive engagement, positive clinical outcomes, reduced risk of rehospitalization and increased resident satisfaction.

To promote smooth transitions, we've developed a Transition Notebook for your residents. This valuable resource has been developed to foster resident-centric care, communication and connectivity. Much like a guide you may find in a hotel room outlining the restaurant hours and location of the pool, this notebook holds personalized information tailored to your residents and their loved ones as well as general information about your community.

The Transition Notebook is initially provided to the resident upon move-in and will accompany them throughout their time on your campus. It organizes a wealth of information about the resident's healthcare journey in a clear and consistent manner, including information related to clinical protocols and care pathways, which is integral to "downstream" communication. This helps to promote consistent interactions so the next provider can seamlessly continue care.

The Transition Notebook may include:

Resident-Specific Information:

- Resident's diagnoses
- Important facts on care management, e.g., red zone triggers and sepsis identification as appropriate
- Important contact information for questions and resources for residents

Community-Focused Information:

- Community offerings and guidelines
- Dining options and hours
- Visitor information
- Introduction to the wellness and therapy staff
- Wellness and therapy programs offered and when services are available
- Details on home health services
- Location and hours of the outpatient clinic
- Classes available both individually and in groups
- Benefits to participating in group therapy and wellness activities

"Effective communication is of the utmost importance when delivering healthcare. Without it, the quality of healthcare would be impaired. Healthcare costs and negative patient outcomes would increase."

"The Importance of Effective Communication in Healthcare Practice"
Haran Ratna | Harvard Public Health Review



Fully-Integrated Services

Aegis drives outcomes through a **holistic approach to care**, customized to meet your community's unique needs. Our core resident care services include:

- Therapy
- Wellness
- Activities
- Restorative
- Skilled Maintenance

We pledge to meet the resident where they are, so our services have been designed to be successful across all settings within the CCRC.



Patient Satisfaction
Aegis has achieved 99% patient satisfaction for seven consecutive years.

Care Pathways

To help **ensure continued positive outcomes** in PDPM and PDGM, **reduce rehospitalizations** and standardize resident care, Aegis uses proprietary care pathways based on the clinical diagnosis of the resident. These may be customized based

on the individual community requirements in collaboration with your clinical team.

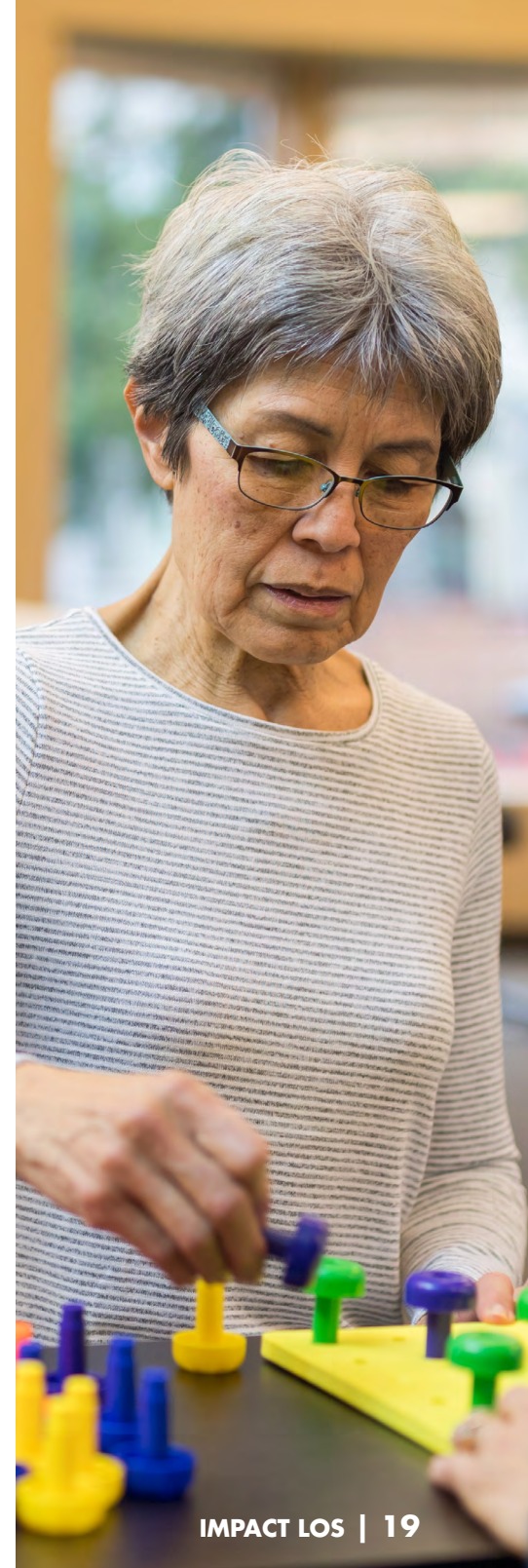
Our core care pathways rely exclusively on clinical milestones instead of days, allowing the resident to enter the pathway at any milestone and continue on from that point. During therapy, milestones are reviewed and adjusted at specified checkpoints to update approximate days of service.

Through the combination of Aegis' resident care services and clinical pathways, we can bring enhanced service delivery and improved outcomes to your community.

Continuum-Focused

Our fully-integrated services and care pathways, combined with enhanced communication and collaboration, allows for Aegis to deliver a heightened level of care. We work with you to manage your residents so they have the **smoothest transitions possible** and are able to **maintain a higher level of independence longer.**

The following pages provide additional detail regarding our fully-integrated services.



Therapy

Better. Faster. Stronger.

Aegis is passionate about the care we deliver, that's why we've created, and continue to build upon, our extensive suite of fully-integrated services. Designed to help meet the unique needs of residents with a variety of conditions, no matter the setting, our evidence-based programming is proven to drive outcomes.

Aegis Clinical Programs

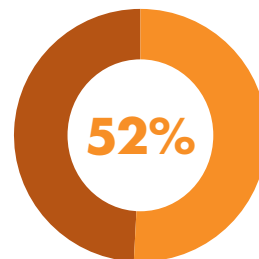
Enhancing Cognitive Abilities, Complex Disease Management, Continence Management, Balance Management, Seating and Positioning, Wound Care Management, Visual Dysfunction and Rehab, Pain Management, Sensory Integration, and Understanding Diabetes.

Aegis Specialty Services

Freedom Through Functionality, Geriatric Enhanced Modalities, Dementia Management, Right Rhythm Cardiac Care, Enhanced Pulmonary Care, Premier Osteoporosis Care, Dysphagia Diagnosis and Management, NaviGait, Aegis Healthstep, and Kinetix Enhanced Orthopedic Care.

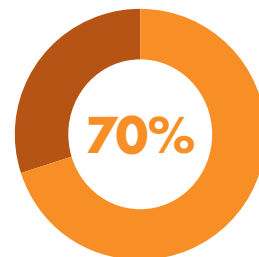
Philosophy of Care

At our core is the **“Restore, Compensate, Adapt”** philosophy of care, which considers not only what can be improved in the resident's functional abilities (restore), but also what can be changed in the resident's environment (compensate and adapt). Keeping this at the center of our treatment planning allows us to think differently about the care provided and better meet the desires of the resident — such as being able to remain at home longer.



Discharges to Community

52% of Aegis' short-stay patients return to the community.



Functional Gains in Therapy*

Aegis' patients show an average of 70% gains in functional ability.

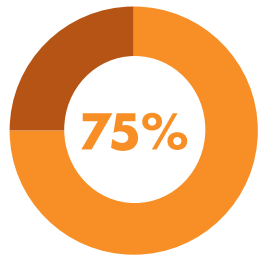
*Varies by patient type



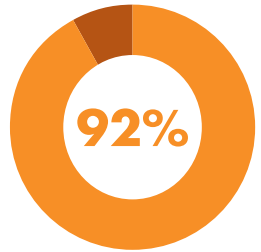
Wellness

Improved Clinical & Financial Metrics with Increased Occupancy & Marketability

Designed to meet the needs of both community residents and facility patients, our suite of wellness services, EnerG® by Aegis, offers an **individualized, results-driven approach** to help increase residents' health, happiness and wellness outcomes.



75% of individuals agreed the EnerG wellness program was one of the primary reasons for selecting their care community.



92% of individuals report that participation with EnerG wellness programs makes them "more" or "much more" satisfied with their overall care setting.

All EnerG activities and programs are designed to complement one another and have a foundation

based on the **Seven Dimensions of Wellness** — social, physical, emotional, intellectual, occupational, spiritual and environmental.

The components of EnerG include:

- **100+ activities and 150+ Wellness University programs:** The core of EnerG lies within our interactive activities and educational classes that foster a culture of wellness and lifelong learning.
- **Group or individual basis:** All EnerG programs and activities, with multiple levels of logical progression, are conveniently offered in the environment that's most comfortable for the participant, whether one-on-one or in a group setting.
- **Evidence-based programming:** Everything we have developed is evidence-based and has been researched by scientists to help ensure specific outcomes.
- **Ability to drive outcomes:** EnerG is designed to allow for the measurability of beneficial outcomes.

Case Study – LOS Enhancement

Data was collected across three CCRCs and compared with those who did and did not participate in an EnerG program. Those who did participate saw the following length of stay enhancements:

Length of Stay Enhancements	
Long-term care facility	1.3 months
Assisted living facility	2.5 months
Independent living facility	8.1 months

*Testimonials and Case Studies describe past work of EnerG® by Aegis, and past performance is no guarantee or representation of future outcomes.



Activities

EnerG can make a measurable impact in your community through our multi-dimensional approach to activities. Based on the Seven Dimensions of Wellness, all of our programs are designed to complement one another to help **achieve total wellness**.

Our goal is to help people **achieve the best life possible**. Programs can be leveraged as a hand-off from therapy to support lasting recovery, as a reinforcement for prehab activities to **help ensure long-term success of interventions** and as an **extra set of eyes to identify and address possible decline early**.



Activities include, but are not limited to:

- **Aromatherapy:** Uses the sense of smell to help you with relaxation, increase energy, and to reduce the effects of stress. It also helps restore balance to mind, body and soul.
- **Brain Fitness:** Challenge your mind and memory with Brain Fitness. This class will help you with short and long-term memory, critical thinking, and recall at every level.
- **Chair Zumba:** If you like to dance, or have ever wanted to learn, this class is designed to allow you to dance while staying in your seat.
- **Movement & Music:** This is a class that uses music with gentle chair exercises to help strengthen and stretch your muscles.
- **Personal Plumbing:** Helps you learn information and exercises to help with or help try to prevent urinary incontinence.
- **Relaxation:** If you want to learn different relaxation techniques, this class is for you. It uses many different relaxation exercises to help you learn to manage stress.
- **Tai Chi:** Involves a series of movements performed in a slow, focused manner and accompanied by deep breathing. Tai chi is a non-competitive, self-paced class of gentle physical exercise and stretching. Tai Chi can be done from a chair or standing.



Restorative

Personalized Approach

The EnerG by Aegis Restorative Care Program is a multi-disciplinary approach, including **therapy, wellness, nursing** and **activities**. This program focuses on what individuals can do and promotes the ability to adapt and adjust to living as independently and safely as possible as they transition to their next level of wellness.

Through this program, Aegis helps preserve the integrity of restorative nursing services while bringing our nationally recognized clinical and regulatory support to both short-term and long-term care participants. In addition to managing the restorative nursing role, Aegis will help ensure integrity with our compliance and documentation expertise, and track participants' progress and clinical outcomes.

Program Focus

- Provide an **end-to-end solution** that identifies needs, delivers and documents service, and appropriately inputs information into the MDS
- Deliver a clinical product that will have an **impact on quality metrics**

- **Ensure compliance** in delivery throughout an individual's length of stay, specifically within the look back period
- **Establish baselines** in quality metrics and **review changes** over time based on participation
- **Maintain community-wide service delivery**, including your Medicaid population

Results Matter

In a PDPM environment, increasing efficiency and driving outcomes is more important than ever. Aegis has successfully operationalized a restorative service delivery model to produce a significant positive impact on clinical conditions and even CMI in several case-mix states. **We bring a coordinated solution, integrating care plans with the restorative nurse manager, MDS coordinator, Director of Rehab and aides.** This integration ensures accountability for resident needs identification, plan of care development, assignment of tasks, service delivery, documentation verification and MDS input.

Case Study – CMI Impact

The results on the right display the clinical and financial impact in a program representing 33 Medicaid residents over one quarter, before and after the implementation of the EnerG by Aegis Restorative Care Program.

CMI Impact	
Pre-initiation	.977
Post-initiation	1.0925
Monthly Reimbursement	
Pre-initiation	\$182,051.10
Post-initiation	\$205,613.10
Medicaid Quarterly Enhancement	\$70,686



Skilled Maintenance

Aegis is committed to extending services to residents in need, even after traditional restorative therapy services have ended. Maintenance therapy is provided when the resident's medical needs and/or the therapeutic procedures are of such complexity that the unique skills of a therapist are required. The Medicare program includes a benefit for these types of residents in need of Skilled Maintenance services to prevent declines in function. Aegis **supports this program** and has **specific protocols** in place for therapy teams to follow when they have a candidate for these services. These protocols include careful review of candidacy as well as regular review of documentation to ensure coverage criteria are met.

Reduce Rehospitalizations

A skilled maintenance program has the potential to reduce re-hospitalizations for the resident. For example, injury with falls is a serious risk to the resident and often results in hospitalization. A maintenance program to address balance and strength can often reduce the risk of falls. However, some residents have conditions which require the skilled oversight of a maintenance program. Furthermore, some residents with highly variable muscle tone can require a different approach from day to day, or even from hour to hour. The skills of a therapist may be required to alter the approach to compensate for this variability.

Reduce Loss of Function

The loss of function in some long-term patients is able to be reduced or slowed by the support of skilled maintenance. For example, residents with progressive conditions such as Parkinson's disease can have the progression of their illness slowed down with appropriate maintenance interventions. Although, some of these residents present in ways that are highly variable from day to day requiring the oversight of their maintenance programs by skilled personnel.

Enhance Collaboration

The successful delivery of skilled maintenance can enhance the collaboration and communication between the nursing and therapy departments as some programs involve a component of oversight of restorative program delivery. In some cases the program is sophisticated enough to require oversight by skilled rehab personnel. Nursing aides may conduct the program, but only with regular oversight by the therapy team. This type of oversight enhances the communication between restorative aides and rehab and can result in subtle regressions being noted and addressed more quickly, before true functional loss can occur.



In-Home Therapy

Understanding how home health fits into the overall success of your residents is a key element to helping them maintain the highest level of independence possible. Aegis offers comprehensive support for home health across your campus focused in the following areas:

Preferred Provider Coordination

Our team works with you to coordinate the home health agencies operating on your campus. If you have not yet established your preferred home health providers, our team can help you curate a list so you can remain abreast who is operating within your community and that they meet the standards you expect for your residents.

Consistency of Care

When different programming, philosophies of care or clinical tools are used to measure a resident's journey by different providers, inaccuracies can emerge. We collaborate with your preferred agencies to help ensure your residents are receiving standardized care so progress can be measured and communicated accurately. This uniformity helps clinicians, physicians, residents and their family members have a common understanding of the care being delivered.

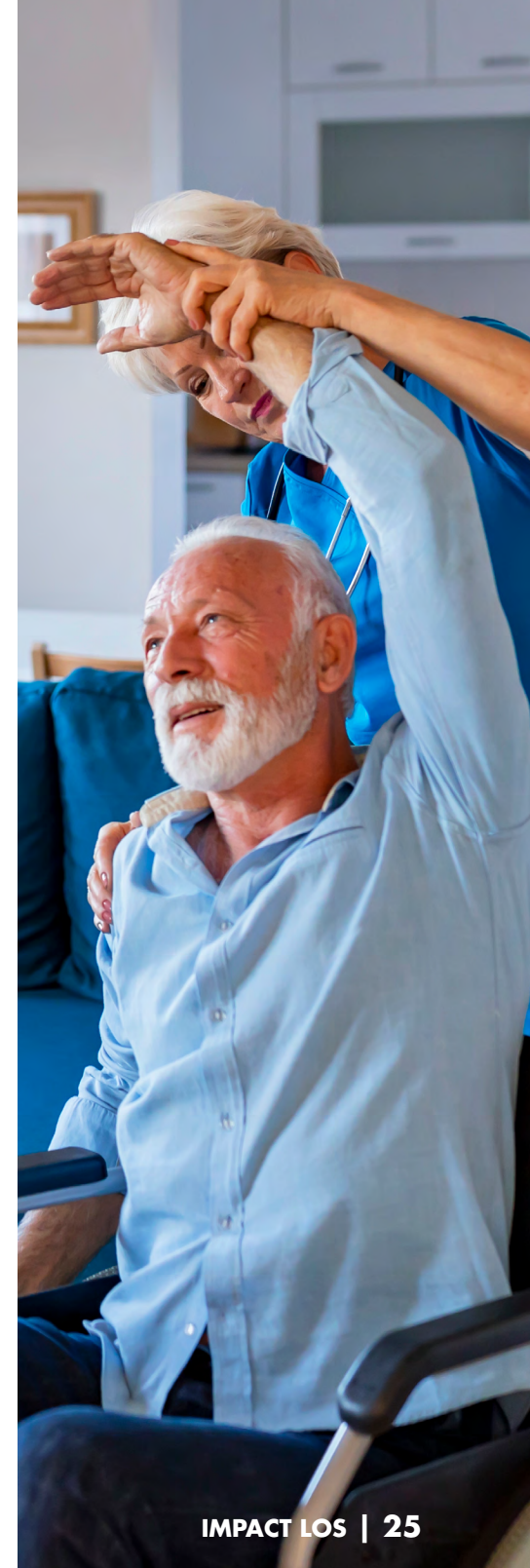
Risk Mitigation

Working in collaboration with your home health agency partners, we help to create a safety net for your residents by identifying individuals that may be at risk for a higher level of care. For those identified, we help to coordinate care with your preferred agencies to make sure the resident is seen quickly and that a plan of care is established. Additionally, we provide training in resident safety and education for clinicians on how to enhance the safety of the environment.

Clear communication channels and follow-up protocols are also essential for residents to continue to thrive at home. We make sure you are aware of what residents are currently receiving home health and also those that have been recommended for home health but have refused it.

Seamless Transitions

To support smooth transitions of care, we partner with the home health agency to follow the resident as they move throughout the continuum. This synchronicity helps residents to not only transition successfully, it helps to extend their length of stay in a lower care setting.



Outpatient Therapy

Therapy at Your Doorstep

Through Aegis' enhanced outpatient therapy services, your residents have access to industry-leading physical, occupational and speech therapy that will keep them healthy and physically active while staying in the community.

Our outpatient program improves transitions between care settings, increases resident retention and delivers positive outcomes. Smooth transitions are supported across all settings by our comprehensive assessments and treatment, therapy plans tailored to each resident's needs, and education to help maximize the benefits of therapy.

Aegis clinicians are dedicated to helping your resident's achieve their healthcare goals so they can get back to their hobbies and **stay healthier at home, longer.**

We offer specialized programs such as:

- Falls/balance
- Memory care
- Continence management
- Pain
- Orthopedics
- Amputee
- Post-surgical rehab
- Lymphedema
- Aquatics

Building Strength and Confidence

Our outpatient therapy program allows residents to work toward regaining the ability to participate in the activities they loved before their illness, injury or surgery. Focusing on:

- Speeding healing from an injury, surgery, illness or deconditioning
- Decreasing muscle and joint pain, and improving functionality
- Implementing a home exercise program to maximize recovery

Support for Success

To ensure program success, we offer:

- Convenient, flexible appointments
- Assistance with insurance verification and authorization, and payer contracting
- Support for referral source sales and marketing efforts
- Customizable, cobranded consumer and referral collateral to support raising awareness with your community and in the market
- Launch kits for business development and core programming



Do More with Aegis Therapies

It is our privilege to bring **“Health and Wellness Solutions for Life”** to over **1,000 points of service** in **37 states** with more than **4,000 employees** providing long- and short-term therapy services. It is our people that give Aegis the strength and stability to help providers navigate the changing healthcare landscape and meet the needs of tomorrow, today.

In our evolving healthcare environment, we see the value of Aegis’ deep expertise in the provision of therapy, wellness, restorative and skilled maintenance services as a significant driver of business success and one that can **lower the cost of care** and the **burden of risk** to our partners.

Aegis harnesses the **power of data to drive outcomes** and fosters a culture within our organization that prioritizes the Institute for Healthcare Improvement’s Triple Aim Framework, and we know that by doing so we are well equipped to face the changes we will experience in our industry.

As an organization, our priority is to:

- Deliver better care
- Enhance delivery efficiency
- Improve the person experience

Our Commitment to You

WellConnected by Aegis Therapies provides services that seamlessly integrate care settings across your campus, designed to support the independent lifestyle of your residents and grow your business.

We are focused on helping you to achieve three key objectives:

- Increase Occupancy
- Manage Risk
- Impact Length of Stay

Let us show you how our proven strategies can help you do more with *WellConnected*.

For more information, contact:

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