

“Thanks —  
but we’re not ready yet”



We understand.

We're here to help.

## 1. Why does assisted living make better sense than what I'm doing right now, or any other option I'm considering?

We never assume we're the right answer for anyone. We help elders take an honest look at their living situation to determine what's working — what's not. We call it discovery. And all options are on the table including other services and providers. Remember — we want to help you find the right solution.

- ✓ What's starting to change to make you think that assisted living could make sense?
- ✓ When did this change start to occur?
- ✓ What is your family doing right now to support care in the home?
- ✓ When things are going well, what does it look like?
- ✓ When things aren't going well, what starts happening?
- ✓ How do I know that it is time to consider an alternative to living at home?

## 2. Who will be part of this decision?

It is important for families to understand who will be part of decision. And in the end, the decision has to make sense for the elder — from their perspective. We help facilitate even the most sensitive conversations — to ensure everyone is heard.

- ✓ Are you making this decision for yourself?
- ✓ If so — is there anyone else who you will consult for their opinion?
- ✓ Are you making this decision on behalf of a family member?
- ✓ Is this family member aware that you are looking at assisted living options?
- ✓ Are you worried about having a conversation with your loved one about assisted living?
- ✓ What would their reaction be if they knew?
- ✓ Do you need help initiating the conversation?

### 3. What is my budget?

We know it's on everyone's mind — finances. That's why we approach the subject up front, with candor. We help families determine if we're a good fit — and if not, we point them in a better direction.

- ✓ What are my current living expenses and how do they compare with the monthly cost of an assisted living community?
- ✓ Do I have monthly income to finance my stay at an assisted living community?
- ✓ Do I have assets that can be sold/liquidated to finance my stay?
- ✓ If so, for how long?
- ✓ What financial assistance programs are available?

### 4. What is my timeline for a decision?

We find that when families are unable to identify a timeline — they are generally waiting for an event — and that event is usually a crisis. We encourage families to consider how assisted living will actually preserve and improve quality of life — not diminish it.

- ✓ Do you have a specific date in mind to make a decision?
- ✓ Why does that date make sense?
- ✓ What has to happen before that date that could impact your decision?
- ✓ If you like what you see or experience here are you ready to make a move?
- ✓ What could happen if we don't do anything or waited?

# So Remember—

simply having a next conversation with one of our family advisors doesn't mean you're ready to make the move. It means you're actively exploring your options.

Regardless of whether we're the right fit — we consider it our mission to help you and your family put one foot in front of the other on this important journey — no matter how long it takes.



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