



6BEDS, INC 6TH YEAR ANNIVERSARY VENDOR PRESENTATION (2)

October 22, 2020

1:30pm – 2:00pm

Olivia De Anda/Ines Otbo

Residential Care Insurance Update Market Factors, Risk Management and COVID-19 6Beds ~ October 22, 2020

All Owners in CA Share Risk
Your Friends are a Risk if not Receiving 6Beds Education
Congrats for being here; your participation is an asset to the industry

Sierra Professional Insurance Services

Presented by: Amy McNamara, General Manager

Lawsuits

- Do They Really Happen?

Yes.



- Insurance Company Fears/DSS red flags
 - Failure to Follow Doctor Orders
 - Assessments updated annually?
 - Medications given, stored & recorded properly?
 - Elopement
 - Alarms functioning on all exits?
 - Pressure Sores
 - Caregivers trained to document skin conditions?
 - What assessment tools do you use?

How were Premiums Determined in 2015?

Licensed w/no claims

How were Premiums Determined in 2019?

Licensed w/no claims or elopements; all POCs complete

How are Premiums Determined Now?

- Claim history
- Territorial
 - Claims in your zip code
- Years of experience
- DSS Records – even if POCs are complete
- Overall claims in the industry
- Risk management profile
 - Do you have and use training tools to maintain a high level of awareness among your caregivers?
 - (Does your insurance broker provide tools to support your facility?)

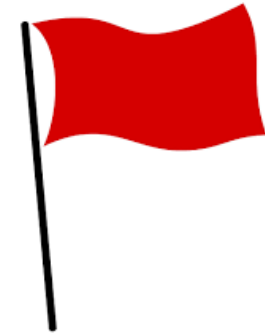
Why Risk Management

- Improve Quality of Care for Residents
- Protect Your Hard Work
- Protect Your Assets
- Reduce Cost of Insurance
- Minimize Business Interruption
- Help Each Other
 - Public image of Residential Care
 - Underwriter impressions of standards of management
 - Losses Anywhere in your State affects All Premiums



How has COVID-19 affected insurance?

- All liability policies include a communicable disease exclusion
- Underwriters want to know facility safety protocols
- Repeat citations for the same issue are high risk
- Fewer companies will quote residential care
- Premiums have increased 30-60% on average
- You need expertise on your side



Sierra Professional Insurance Services

Serving the 6Beds community since 2014 with education, training and all areas of insurance for your facilities.

GeneFinder™ COVID-19 Plus RealAmp Test

Testing as a Service

An End-to-End Service for Senior Housing



Achieve Health Management provides comprehensive solutions for the range of RCFE COVID-19 testing needs

GeneFinder™ COVID-19 Testing as Service

- Guaranteed supply of GeneFinder™ COVID-19 Plus RealAmp Tests -- FDA EUA
- Contracted CLIA-laboratory network
- Collection kit supplies, training/in-service
- Results reported via HIPAA-compliant portal within 48 hours of specimen receipt
- Billing & reimbursement services

Specimen Collection Services

- Collection kit provided facilities
- Pre-paid shipping labels to lab
- Contracted nursing staff to collect specimens (can be arranged by individual facility-see map)
- Billing & reimbursement services provided for residents and employees
- Uninsured program offered for caregiver's w/o coverage

Testing as a Service (TaaS)

GeneFinder™ COVID-19 Plus RealAmp Test delivers accurate results in a HIPAA-compliant portal within 48 hours of laboratory specimen receipt

Technical, Analytical – Clinical Specifications

- ✓ Detects SARS-CoV-2 with 100% Sensitivity and 100% Specificity
- ✓ US FDA authorized for Emergency Use (EUA)
- ✓ Triple gene targets (E, N & RdRp) with positive, negative, and internal controls
- ✓ Multiple specimen types – Nasopharyngeal, Pulmonary Lavage and Sputum

Achieve Advantages

- ✓ **Rapid results** 48-hour turn around time from laboratory specimen receipt
- ✓ **Confidence in test results** to protect test population & staff
- ✓ **Guaranteed test inventory & on-going supply**
- ✓ **Protected health information** via HIPAA-compliant portal & reporting
- ✓ **Achieve manages end-to-end processes, including billing & reimbursement**

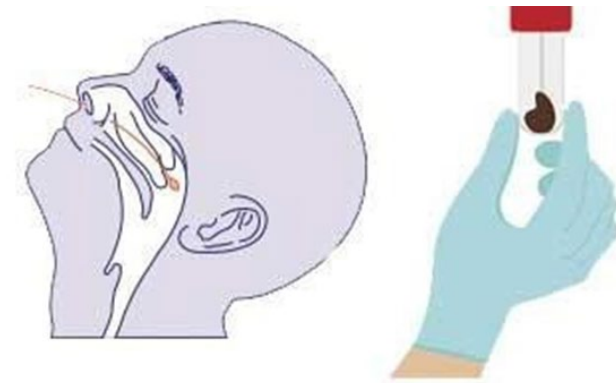


COVID-19 Sample Collection



AHM Provides FDA Approved Collection Materials

- Nylon tip with aluminum shaft
- Nylon tip with plastic shaft
- Dracon® tip with aluminum shaft
- Dracon® tip with plastic shaft



Acceptable Sample Collection Media:

- Nasopharyngeal swab
- Oropharyngeal swab
- Nasal
- Mid-turbinate
- Bronchoalveolar lavage fluid
- Sputum
- All CDC approved Viral Transport Media are acceptable
 - <https://www.cdc.gov/coronavirus/2019-ncov/lab/guidelines-clinical-specimens.html>
 - <https://www.cdc.gov/coronavirus/2019-ncov/lab/guidelines-clinical-specimens.html>

GeneFinder™ COVID-19

Testing as Service

Summary of Service

- AHM Provides all Collection Materials
- All Specimens are Processed in 48 Hrs. **Post Lab Receipt**
- Qualified Health Professional (QHP) Collect all Specimens
- AHM Bills and is Paid Direct – No Burden on RCFE Operator
- Uninsured Employees HHS Coverage – No Burden of RCFE Operator
- Test Results are Available Via AHM Secure Portal
- Results are Pushed to State DOH and Positive are Logged
- Data may be Accessed by RCFE Operator
- Significant Geographic Coverage Area

Scheduling COVID-19 Collection Services and Resident Testing

Harvey Bogarat, VP PAC Solutions

203:470.1073


www.AchieveHealthManagement.com

AHM Collection by Geography





**MAESTRO MEDICAL
TESTING**



Painless, Mobile Covid-19 Testing



Skilled Professionals

- Doctors on staff to write testing orders
- Nurses, Paramedics, and EMTs to perform all tests

Accurate Testing Methods

- RT-PCR testing
 - 48 hour turn around time
 - for routine testing and possible exposures
- Rapid antigen tests
 - 20 minute results
 - for testing symptomatic patients - to make isolation faster and more effective

A large, abstract blue shape with a rough, watercolor-like edge, resembling a splash or a cloud, occupies the left side of the slide. It has various shades of blue and white, creating a textured effect.

Flexible and Accessible Services

- Fully mobile
 - We come to you wherever is most convenient
- 12-24 hour response times
 - We get you tested quickly after an exposure
- Rotating testing schedules available
 - We work with you to accommodate compliance with county mandates
- Evening and weekend appointments available
 - We make it easy to get tested by specializing in off hours and weekends

Worry-free Billing and Payments

- We offer very competitive service rates
- We bill all insurances
 - Even Kaiser 😊
- We offer affordable rates for the uninsured
- We accept check, cash and major credit card payments

Getting tested is easy



Call 916.509.2589 or email
hello@maestromedicaltesting.com
to make an appointment



Provide name and DOB of residents
and staff to be tested



Sit back and relax knowing we will
take care of the rest



Sherman & Roylance

Real Estate Investment Services
Cypress West Realty Management



- Why is it critical to work with an agent who specializes in care homes.
- Those that are looking to expand their businesses, SR has opportunities in SNF, AL, IL, ARF, ICF, CCRC.
- SR's view of the market currently and how it is expected to change after Covid.
- SR's full service - buy, sell, financial analysis, valuations, bankruptcies, development, capital sourcing, consulting, etc.



Christopher Minnery – California Team



Christopher Minnery

Christopher Minnery is a real estate agent specializing in the senior housing industry. He has been involved in the RCFE industry for several years working in the family business as an operator.

Growing up, he was a volunteer at the facilities until he took over operations and has been an Administrator for 4 years. Has successfully ran three facilities. He is also involved with 6beds.org as an ambassador, an advocacy group in California.

Since getting his real estate license he has been focused on helping clients through the process of selling their facility and helping clients understand the entire transition process with experience in commercial and residential properties.

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Sherman & Roylance

Real Estate Investment Services

www.SRSeniorLiving.com

John Sherman

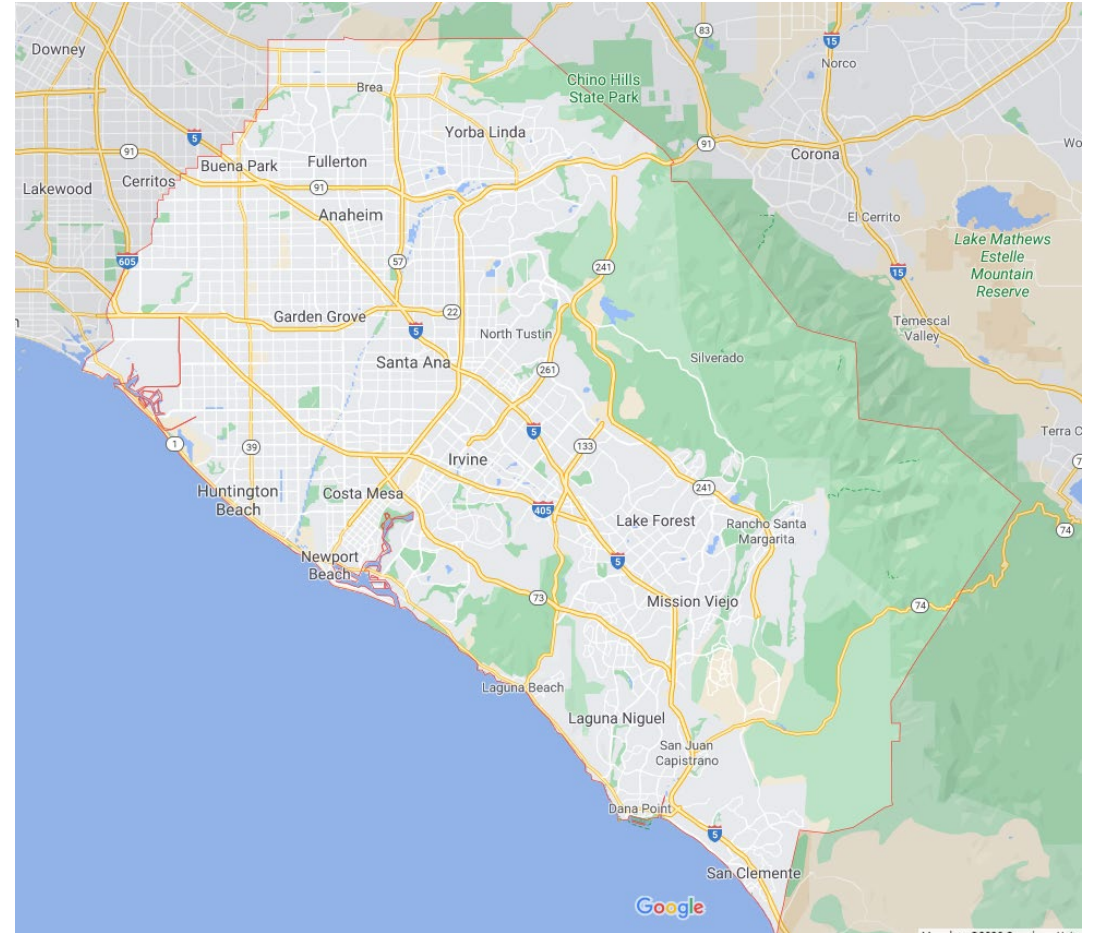
Direct: (949) 742-8375

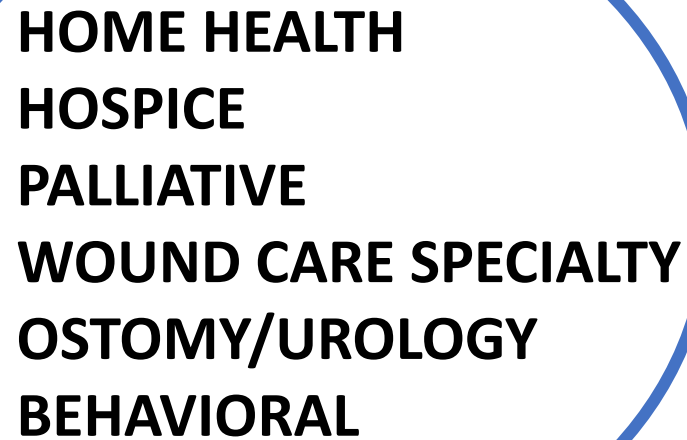
Email: john@srrealestate.com

BRE: 01985598

Sea Crest Home Health & Hospice

**SERVING ALL OF
ORANGE COUNTY
SINCE 2010**





**HOME HEALTH
HOSPICE
PALLIATIVE
WOUND CARE SPECIALTY
OSTOMY/UROLOGY
BEHAVIORAL**

HOME HEALTH & HOSPICE SERVICES INCLUDE:

- Nursing (RN/LVN)
 - Physical Therapy
 - Occupational Therapy
 - Speech Therapy
 - Social Workers
 - Certified Home Health Aides
 - Dieticians
 - Spiritual Counselors (Hospice only)
-
- Including Care Coordination with DME & Pharmacy
 - Virtual Visits



Amy Massey, LVN

714-975-8011

Sea Crest Home Health

3187 Red Hill Ave, Suite 200

Costa Mesa, CA 92626

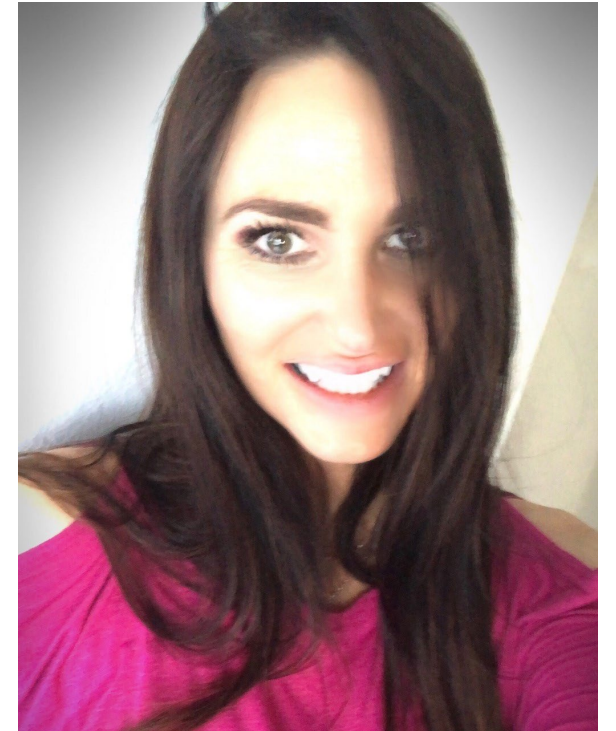
Megan Josey, LVN

714-975-8026

Sea Crest Hospice

3187 Red Hill Ave, Suite 230A

Costa Mesa, CA 92626





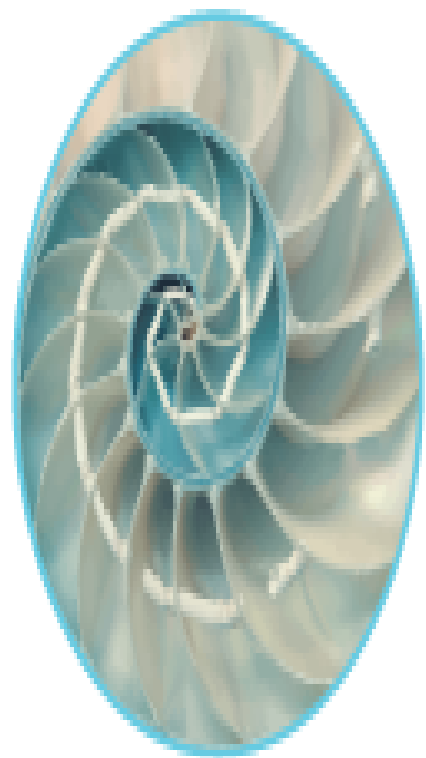
"Enriching Life. Excelling in Care."

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6Beds, Inc.. extends a heartfelt gratitude for your commitment in making our event a great success.

It is our goal to empower and provide a networking forum for our members.

Your generous contribution helped make that goal a reality.