

Independent Contractor Opportunity – Pivotal Consultant



Pivotal Aging Innovations Inc. is a person-centred organization offering solutions for older adults, carers and professionals working with seniors who are faced with a life transition. We are developing our Pivotal Consultant Program across Southern Ontario and are looking for Independent Contractors who are able to work either part-time or full-time.

If you have experience in senior healthcare, Alzheimer's/Dementia, senior residence placement, lifestyle solutions, senior transitions and sales and are looking to break away from the corporate model, this independent, flexible and most rewarding opportunity may be a perfect fit for you.

Using your years of experience, you will continue to build your knowledge within our flexible training program allowing you to deliver our programs into your community. We are looking for unique, outgoing, entrepreneurial individuals ready to deliver the programs Pivotal offers.

The Pivotal Consulting program aims to offer older adults, families and seniors an opportunity to answer the initial questions of those facing a late-in-life transition. These transitions may be related to healthcare, aging in place, retirement home selection and placement, locating care providers, financial preservation, family counselling, mediation, downsizing, estate planning, healthcare navigation, executor assistance, Wills or seniors' real estate. 'What to ask?', 'Who to ask?' and 'What do we do?' are often the questions that assist us in determining where to begin.

Pivotal Consultants offer a FREE 1 hour consultation (fact finding and intake), create a 'Plan of Action' based on the established goals or requirements and then offer to have the plan of action implemented for a fee. In many circumstances, we offer a hand-holding experience improving their quality of life.

In addition to your expertise, you will have the opportunity to be trained in many of Pivotal's programs which you can in turn offer and use when working with clients. Programs include:

- The Ashby Memory Method™ (AMM) - Cognitive retention therapy for early to mid stages of Alzheimer's and Dementia. You may be trained to deliver the program one-on-one with participants and be able to train other professionals seeking certification (if qualified)
- W.R.A.F.T. - Pivotal's proprietary program delivering MOHLTC/RHRA mandated compliance for Long-Term Care and Retirement Homes (if qualified)
- Pivotal's Senior Transition Programs - as delivered by our network of Senior focused REALTORS®, Accredited Senior Agents™ and MASTER Accredited Senior Agents™
- Pivotal's Alternative Finance and Mortgage Programs - as delivered by our network of Pivotal Senior Mortgage Professionals™
- SeniorCareAccess.com - Pivotal's joint venture with Senioropolis Inc. This industry-first online portal offers families and professionals access to seniors' housing data and services across Canada
- Pivotal Consulting Program - offering assistance to older adults in transition
- Pivotal Real Estate Referral Program - owners of the program remain active Licensed REALTORS® focused on senior transitions and real estate across Canada
- Pivotal is also affiliated with the Canadian Seniors Association, iTelemed, the Canadian Institute of Certified Executor Advisors and more



QUALIFICATIONS:

We are looking for individuals who possess specific experiences or a combination of:

- A formal education within the senior/older adult market
- Experience in working with Alzheimer's/dementia, mental health
- Leadership, retirement, LTC, ministry compliance, care planning
- Therapy, community outreach
- Sales, marketing
- OT's, Social Workers, Therapists, retired senior nurses

Candidates must have:

- A patient disposition
- A clear understanding of what person-centred means
- The ability to speak publicly and perform presentations to groups of up to 50 people (if you choose), as well as one-on-one face to face interactions
- The ability to network and seek opportunities
- A flexible schedule
- Own transportation
- Computer and smart phone skills
- Independent insurance coverage
- Ambition to succeed/entrepreneurial spirit
- Have an established network within a designated LHIN (and the ability to build on it)
- Empathy and a clear understanding of what it is
- Ability to see the whole picture and able to break it down into manageable parts
- Ability to stop talking and truly listen
- Willingness to learn, share and be involved

We will build on your abilities to further Pivotal's community reach to:

- Connect with many opportunities within the designated LHIN territory such as medical, retirement, long-term care and senior related services
- Sell and deliver the AMM program to families and professionals
- Work trade shows or presentation/seminar opportunities
- Network-on-line, meetings, events
- Train professionals within the AMM program
- Discuss and offer transition consulting and services of the Pivotal Transition Program

As an independent contractor, you will have a flexible schedule, ability to work from home and be able to offer clients day, evening or weekend appointments as agreed by you and the client or event.

Remuneration is a percentage split of client billing.

We encourage you to be open to growth, input and future development. We want your thoughts and opinions!

Please forward a copy of your resume with cover to Esther@PivotalAgingInnovations.com

Subject line: Pivotal Consultant.

We thank all applicants; however, only those selected for an interview will be contacted.

