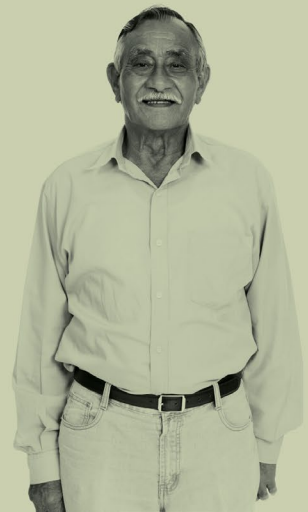


SCA Consulting Program Options and Pricing

Older Adults/Corporates/Professionals

connect@SeniorCareAccess.com
www.SeniorCareAccess.com/consulting



SeniorCareAccess.com (SCA) is a unique, first-of-its kind online portal offering older Canadian adults, and their families, a one-stop-shop for their transitioning lifestyle. SCA Seniors' Consulting is a person-centred consulting program providing seniors and their families with guidance, and assistance, in identifying and managing resources, and easing the stress of transitions.

FIRST STEP: Through our extensive experience in working with older adults and their families, we understand that taking the 'first step' in any transition is often the most difficult one!

Asking for, or admitting the need for help, is a challenge for all of us. SCA Seniors' Consulting is designed to provide a safe, comfortable start to planning your next steps.

When it comes to asking the initial questions, **'What do we do now?'** and **'Who can help us?'**, SCA Seniors' Consultants assist seniors and their families in identifying available solutions to meet their needs and goals.

The reality is, Knowledge Is Power! The power to make choices. The power to avoid circumstances that limit your choices. The power to shape your future.

SCA Seniors' Consulting offers families unbiased conversation leading to an 'Action Plan' inclusive of your choices and wishes.

YOUR VOICE: We all deserve to be heard! SCA Seniors' Consulting is person-centred and aims to understand your needs, and wants, therefore empowering your voice!

With the right conversation, and identified solutions, SCA Seniors' Consultants strive to improve your quality of life.



SOLUTIONS: In order to formulate a solution, we need to first assess a problem and, discover what questions need to be answered. It is often a challenge to sort through the issues presented, in order to determine what the pertinent questions are.

At times we are faced with situations that cause us to identify an underlying or unrealized challenge. Other times, we may require planning for the future as a result of a dramatic change in circumstances. The 'Action Plan' is designed to include these solutions.

AREAS OF CONSULTING ASSISTANCE: SCA's services are not limited to a single model. Our experience, expertise, and professional relationships, span many areas of senior care and services, which allows us to customize our consulting program for each person. The services we offer includes, but is not limited to:

- ✓ Starting the conversation
- ✓ Access to seniors' housing solutions
- ✓ Retirement community transition/placement
- ✓ Hospital discharge/respite
- ✓ Age-in-place options
- ✓ Seniors' Real Estate
- ✓ Home safety
- ✓ Home healthcare planning
- ✓ Estate planning
- ✓ Executor consulting
- ✓ Next steps planning

TRANSPARENCY: SCA's services are designed to be transparent to you and to your family, offering unbiased guidance, detailed action plans, referrals, and costs. SCA Seniors' Consulting is here to improve your quality of life, not to take advantage of it.

We work hand in hand with all of our referral solutions and guide you through the 'Action Plan', empowering you and your family to meet your goals.



- ✓ Financial review/preservation/income planning
- ✓ Home care insurance
- ✓ Monthly accounting services
- ✓ Downsizing/rightsizing
- ✓ Customized needs analysis
- ✓ Planning your next steps (widow/widower)
- ✓ Family counselling
- ✓ Legal document preparation (Wills – Estate – POA)
- ✓ Cohabitation planning (move-in with family)
- ✓ Assisting adult children discover/navigate options
- ✓ Action planning

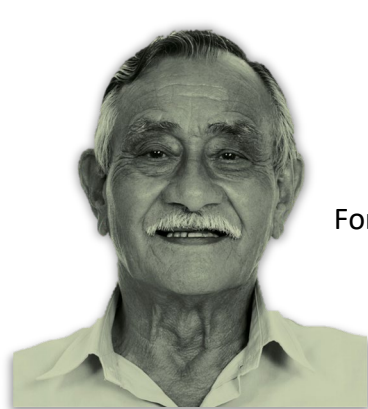
Older Adults Consulting

“I need to speak with a Consultant”

For those needing initial guidance and Q/A



Service	Price + HST	Description	Benefit
Initial Consultation	\$99	1 hour meeting with family/senior to understand the request/needs/situation and offer discussion about options available.	<ul style="list-style-type: none">✓ An opportunity to share information, and understand some available options given your situation✓ No contract or large investment before you know the services available to you✓ If you decide to hire us for 10 hours or more, your fee for this initial meeting will be credited back to you



“I need to locate Retirement Housing”

For those needing a selection of housing options but willing to do the legwork

Service	Price + HST	Description	Benefit
Discover 3	\$99	<p>Online service: Discover up to 3 senior housing options based on online submission form completed by senior/family. Fill form</p> <p>Online form submitted by family/senior. Consultant locates up to 3 options that best meet submitted criteria, and provides results via email.</p> <p>Online service only. The results will be provided via email. No phone communication with client. If phone/Zoom communication is requested, an extra fee will apply.</p>	<ul style="list-style-type: none">✓ Ideal for those who know they want to move to a retirement community, and can make their own arrangements for tours and relocation✓ Client only needs to know a few options that will meet their needs in their chosen community✓ Simple form completion✓ Everything is done online; no need for a phone call or meeting✓ Free copy of Visiting Tips E-book

"I need to locate Retirement Housing but need more assistance than an online only service"

For those that need a little more help with the details

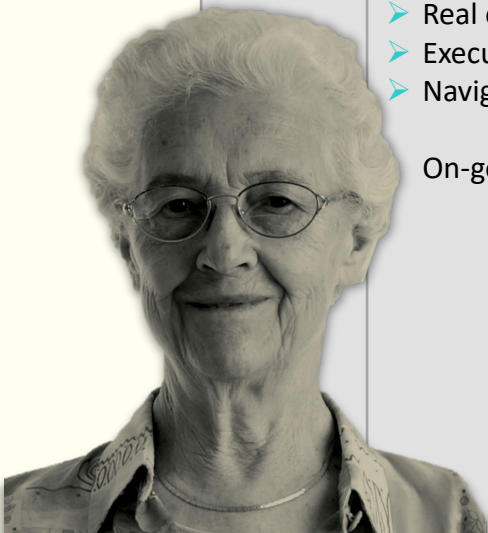
Service	Price + HST	Description	Benefit
Discover 3 PLUS	\$499	<p>Building on the Discover 3, this option allows for direct engagement with a SCA consultant.</p> <p>Consultant meets (via phone or Zoom; no in-person service) with family/senior to identify needs/desires, finances, location and unique requirements, then <u>contacts homes that meet criteria to discuss available accommodation.</u></p> <p>A maximum of 3 residences are identified; consultant reconnects with family/senior via email to provide information and details about the options, plans, fees and admissions requirements.</p> <p>Family is responsible to arrange tours and negotiate.</p> <p><u>(Maximum 3 hours</u> of service. Should additional hours be required, an hourly rate will apply).</p>	<ul style="list-style-type: none">✓ Ideal for those who know that they want to pursue moving to a retirement home, and do not have any additional concerns that they require assistance with✓ Consultant will speak with you once on the phone or via Zoom, and then locate options for you✓ Information about choices located will be sent in writing via email✓ Free copy of Care Planning Workbook E-book



“Our situation may be complicated and beyond my abilities”

For those that need 1:1 assistance to answer the questions, “What do we do next?” and “Who can help us?”

Service	Price + HST	Description	Benefit
Consulting 10 hrs	\$1499	<p>Assistance with any transitional support services including:</p> <ul style="list-style-type: none"> ➤ Assessment ➤ Downsizing ➤ Referrals to service professionals ➤ Age-in-place ➤ Counselling ➤ Relocation ➤ Respite ➤ Hospital discharge/recovery ➤ Real estate ➤ Executor services ➤ Navigation of services etc. <p>On-going service is available.</p>	<ul style="list-style-type: none"> ✓ Our most flexible package ✓ Assistance with any aspect of senior support, or transition ✓ Plan of Action is developed based on extensive assessment ✓ Referrals to various other professionals as needed ✓ Meeting via phone, Zoom or in-person (if possible, based on Consultant's location and schedule), if requested and COVID-safe; if required, multiple meetings can be arranged ✓ Customizable based on your needs ✓ Person-centred; client is in complete control over what services are provided ✓ Free copy of Care Planning Workbook E-book ✓ If you have paid for an initial Consultation (\$99), the cost will be credited towards your \$1499 package ✓ Discounted from standard hourly rate ✓ Package can be extended for additional hours at a lower cost than our standard hourly rate





“I just need a little guidance”

For those that need occasional 1:1 assistance or as a top up to a service

Service	Price + HST	Description	Benefit
Consulting A-La-Carte	\$175/hr	1:1 Consulting with any aspect of senior support, or transition needs. Great for those with a specific goal requiring less than 8 hours of service, or as a top up as needed.	<ul style="list-style-type: none">✓ NO package or contract✓ Flat hourly rate✓ Contact us whenever you need assistance or guidance

NOTE: If a successful placement has been arranged, and receiving property offers a referral fee paid to SCA,
we will refund up to 50% of the cost paid to a maximum of \$750.

Corporate Consulting

“We have clients that need help”

For sales teams whose leads have challenges and tasks to be managed prior to move-in

Corporate: Client Transition	<p>\$750/client Max of 5 hrs.</p> <p>Referral fee may be applied to offset client costs</p>	<p>Retirement Home Transitional Support: Assistance offered to retirement homes for potential move-ins that have difficulty committing or need to follow through with certain downsizing tasks before signing a move-in contract.</p> <p>See a list of services available.</p>	<ul style="list-style-type: none">✓ Shorten your sales cycle✓ Empower your clients✓ Offer professional guidance✓ Single source of consulting✓ Person Centred service
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“We need help with marketing and HR”

For managers in charge of marketing – policy creation, and/or HR services

Corporate Consulting	<p>Cost based on requested tasks, and required timeline for completion.</p>	<p>Corporate Consulting to Retirement Homes or Long-Term Care.</p> <p>A-La-Carte Services available, including:</p> <ul style="list-style-type: none">➤ HR Support➤ Regulation/Policy Support➤ Marketing Support➤ Social Media➤ Website Changes➤ Marketing Review and Monthly Plan➤ Print Ads (creation and placement)➤ 3D Virtual Tours	<ul style="list-style-type: none">✓ Evens the playing field for smaller organizations✓ Discover marketing opportunities✓ Work with senior sector professionals✓ Gain access to unique marketing✓ Empower your marketing/sales team
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This image shows a blank sheet of white paper with horizontal ruling lines. The lines are evenly spaced and extend across most of the page width. In the top right corner, there is a faint, stylized illustration of a rainbow with multiple bands of color. In the bottom right corner, there is a faint illustration of a tree with a brown trunk and branches, adorned with small, light blue leaves. The overall appearance is that of a clean, unused notebook or worksheet.

