



# Community Care Companions Partner Opportunity

A unique, ground-floor opportunity to launch your own business  
in the growing fields of home health and companion care.



*There is no place like YOUR home...*

## Introduction . . . . .



# Thinking of starting your own business?

*Welcome!*

Community Care Companions is pleased to introduce you to select, nationwide partnership opportunities in the rapidly growing home health and companion care fields. As a Community Care Companions partner, you join with us in a true partnership—in every sense of the word.

As your partner, we help you launch and grow your own Community Care Companions office. We help you enlist staff and grow and retain a client base by providing you with formal training, regular leads, professional resources and on-going, partner support.

Also, as your partner, Community Care Companions handles the administrative nitty-gritty for you—things like payroll, taxes, billing, collections and insurance—so you can spend more time managing and growing your business. And, unlike franchises, we don't charge you royalties or a franchise fee. Instead, we join with you in partnership, with each partner doing their part. We are fully vested in your success and share with you the risks and costs inherent in business.

Interested? Please read on to learn more about the promising market for home health and companion services, about Community Care Companions—why people prefer care the Community Care Companions way—and about this exciting opportunity for you to partner with us!

# The Market . . . . .

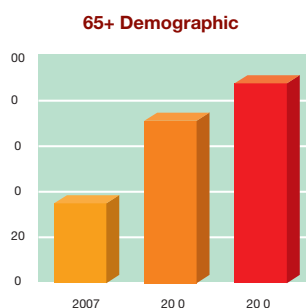
# Right time, right place, right market

**Discover why now is the perfect time to launch your own home health and companion care business by partnering with Community Care Companions.**

**Community Care Companions fills a huge nationwide need that grows exponentially every day—and one that will keep on growing!**

Just look at some of the numbers:

- In January, 2008, the first Baby Boomer turned 62.
- Every eight seconds after that, for the next 18 years, one of the 78 million Americans born between 1946 and 1964 will turn 62.
- The 65+ demographic now represents 12.6% of the American population—that's some 36 million Americans, or one in eight people.
- That number is expected to swell to 71.5 million by 2030, to 86.7 million by 2050.
- Most Baby Boomers expect to need some form of long term care as they age.
- More than 44 million Americans provide care to older family members.
- Nearly 3/4 of them spend 22 hours each month helping with basic living activities like transportation, shopping, managing finances and cooking.



**As the owner of a Community Care Companions office, you will be uniquely and competitively positioned to positively impact the lives of people in your community—and to earn a significant income while doing so!**

- Depending on where you live, it costs from \$3,000 to \$5,200 a month to reside in an assisted living facility.
- If dementia care is needed, add to that another \$750 to \$2,200—each month.
- On average, it costs \$75,000 a year for a private room in a U.S. nursing home.
- **Your Community Care Companions office gives you a distinct market advantage! Not only can you provide live-in medical and non-medical care that allows the elderly to live out their years in the safety and comfort of their own homes—you can also do so for one-half to one-third the cost of traditional nursing homes.**

**Now that's something worth sharing!**



# The Company . . . . .

## Why Community Care Companions?

**Community Care Companions is fast becoming one of the premier home health and companion care providers in the industry—for good reason! As a Community Care partner, you, too, will be equipped to offer a strong value proposition and distinct advantages to a market hungry for health and companion care services.**

**Give clients the help they need—instead of the hassles of becoming an employer.** Community Care Companions is not a placement agency. This means that, as a partner, your employees provide direct care. In fact, Community Care Companions is one of few in-home care providers whose own staff provides care. Most other agencies are placement firms, leaving families with the title of “employer”—and with it all the hassle of insurance, benefits and taxes.

**Give care when it’s needed—on your clients’ schedules and within their budgets.** As a Community Care Companions partner, your office provides care for families when and as they need it, whether for a vacation, for one shift, or for hourly, weekly, weekend or live-in care. No matter a client’s schedule or budget, you will be empowered to develop a course of care that’s convenient and helpful; care that helps families regain control over what are often difficult situations, as well as to have more time for themselves again.

**Give peace of mind—your Care Companions will pass the most rigorous background check in the industry.** We realize clients often find it difficult to welcome strangers into their homes. That’s why we help you hire the right people by conducting rigorous, in-person interviews and performing thorough background checks to ensure your people are who they say they are. Companions are prescreened through the anti-terrorism Patriot Act as well as through nationwide criminal, sexual offender and credit

checks. References are required—and checked, as are all licenses and certificates to ensure prospective employees are in good standing with their respective credentialing organizations. Your clients appreciate this extra level of security and protection on their behalves.

**Give loving, competent care—Community Care Companions is recognized for its “team” of trained** Companions who consider their work a ministry. It takes a special someone to help and care for those who can no longer care for themselves—and Community Care Companions will help you assemble your own family of those ‘someones’ who will work for you as your staff! We will help you recruit and identify career companions who take joy in what they do—and who warmly spread that that joy to the people in their care. Your Companions will also be continually trained on the latest in elder care issues through ongoing workshops and in-house seminars on topics such as depression, Alzheimer’s and dementia.

**Give care to the wider community—Community Care Companions also provides staffing, referral and contract-based care services to healthcare professionals.** As a Community Care Companions partner, not only will you provide much-needed home health and companion care direct to families; you will also provide per-diem, shift-coverage and other medical and non-medical services for social workers, physicians, discharge planners and nursing home and rehabilitation center professionals who need quick, competent care for their clients and patients.

# The Services . . . . .

**As a Community Care Companions partner, you'll provide in-demand home health and companion care services.**

## **Non-medical, companions care services**

**Provide in-home, non-medical and companion support for safe, secure living—for life!**

Your trained, compassionate caregivers will be ready to step in where needed to help the elderly and rehabilitating to enjoy not just a better quantity of life—but also a better quality of life. Your Care Companions help people to remember to take their medicine, plus handle all the tasks an in-home nurse won't do, including:

- Transporting to the doctor and other appointments
- Light housekeeping and laundry
- Shopping and errands
- Preparing and serving meals
- Providing friendship and support
- Encouraging and participating in hobbies, leisure and other stimulating activities



## **Medical, home health services**

**Provide in-home medical staff for periodic or around-the-clock compassionate nursing care.**

With the appropriate licensure from your state, your Community Care Companions office may also provide registered nurses and licensed practical nurses qualified to administer medicines and perform simple and complex medical procedures. Skilled care includes, but is not limited to:

- Medication administration
- Ambulation and exercise
- Vitals monitoring
- Blood draws and injections
- Help with bathing, dressing, grooming
- Skilled nursing care for every need



## *The Partnership Opportunity . . . . .*

# Own your own business

**— without all the administrative headaches, without having to go it alone.**



### **Partnering with families, partnering with healthcare professionals, partnering with you ... partnering is what Community Care Companions is all about.**

As a Community Care Companions partner, you'll enjoy the freedom and profit-making potential that comes from owning your own business, but without all the typical headaches and stresses that have been known to wither even the most entrepreneurial among us. As in a true partnership, together we'll share the work, the risks, our corporate resources, the profits. And as a true business owner, you'll work as much or as little as you want to build your business as quickly or as large as you want. Work from home to begin; grow into an office. You set the pace; we support you every step of the way. You do your part; we do ours. And together we reap the rewards of business ownership in a thriving and rapidly growing industry.

### **Administration: Just Say No!**

Community Care Companions makes running a business as easy as we can for you by handling the mundane functions of business, including accounting, payroll, taxes, client billing, collections and procuring and maintaining insurance. You and each of your clients receives a personalized identification number with which you may login to our secure Web portal at any time: clients view invoices and weekly care plans including details such as changes in appetite, sleep habits and mobility; you view gross office receipts, expenses and the status of client and employee recruitment efforts.

### **Sales and Marketing: More Leads, More Materials, More Business!**

Receive a steady stream of qualified leads in your area from our print and Web marketing campaigns, including top placements on Google and Yahoo and subscriptions to top Internet-based lead generation providers. Leads in your service area are funneled direct to you for follow-up and in-person presentations—we also help you with that by providing professionally prepared sales materials! As the owner of your own business, you may also develop relationships with referral resources in your community: social workers, discharge planners, physicians and professionals in nursing and assisted living facilities to grow your business even more.

### **Staffing and Training: Your People Are Your Biggest Asset**

The success of our mutual business depends heavily on staff, which is why Community Care Companions is committed to investing in your recruitment and training efforts. Recruitment happens through the Community Care Companions Web site: interested persons in your service area complete online applications, which are forwarded to you. We also partner with several national recruiting firms and other companies whose sole goal is to help you find staff. And recall that those you select are subject to our thorough, rigorous screening process. Once approved, your staff receives professional training materials, both in print and online, as well as continuing education throughout the year on pertinent elder and rehabilitative care issues.

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# Are we a fit? Want to learn more?

**No healthcare industry experience required—just a desire to own a successful business that serves the aging and rehabilitating.**

## **Take the Next Step**

If the opportunity described here is of interest to you, we encourage you to complete the attached partner application and return it by mail to the address provided. If the application is missing, please visit our Web site at [www.communitycompanions.com](http://www.communitycompanions.com); click on the Partners link to download the application; you may also fill it out securely online.

If you have any questions about this opportunity, please call us at 800-xxx-xxxx or e-mail



Welcome to the  
Community Care family!  
We look forward to  
helping you grow!



**1-888-886-2433**

[www.CommunityCompanions.com](http://www.CommunityCompanions.com)



## ***About Community Care***

Founded in 1986, Community Care is provides nationwide medical and non-medical in-home care to the elderly and individuals recovering from an injury, illness or surgery. With deep roots in the elder-care industry, we are trusted and recommended by social workers, physicians, discharge planners, nursing homes and rehabilitation centers, and staffed by a unique cadre of compassionate caregivers who consider it their ministry to help keep the elderly and infirm independent and free from institutional care—in the comfort of their own homes.



**Community  
Care®**

*There is no place like YOUR home...*

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