

SEARS METHODIST RETIREMENT
SYSTEM, INC.

Keith Perry, CEO

WHO WE ARE

12 CAMPUS SERVICES – 9 TEXAS CITIES

- 1200 Nursing Beds
- 148 Affordable Housing Units
- 166 Assisted Living Units
- 463 Independent Living Units
- 3 CCRC's Under Development

COMMUNITY SERVICES

- Home Health
- Therapy Company
- Pharmaceutical Business
- Hospice
- 2 Physician Clinics

WHERE WE WERE

OVER RELIANCE:

- Nursing Care Beds
- Medicaid
- Large Free Standing Nursing Care Facilities
- Hospitals for Discharges

ISSUES:

- Nurse Aide Shortages
- Low Tech Services – Paper Oriented
- Under Reimbursed
- Too Many Older Facilities

WHERE WE ARE

Break Through Thinking (or what happens when you hit the brick wall)

- Reduce dependence on Medicaid.
- Change business strategy to embrace diversity of service.
- Reposition older nursing facilities.
- Build more flexibility into new structures – incorporate technology at highest practical level.
- Reach into the 85% to 90% of “at home” Seniors with concierge case managed care.
 - Expand diversity of services
 - Offer one-step shopping
 - Develop technology to allow Seniors freedom to choose where to age in place.

WHERE WE ARE GOING

TECHNOLOGY – CUSTOM SERVICES

- Have developed “in-home” computer service for independent living residents
 - 24/7 service availability
 - Links to campus and family
- Open architecture allows for changes in future technology
 - Dining options
 - Appointments
 - Maintenance
 - Utility management
 - Medical monitoring
- Have developed a new comprehensive “Home Service – integrated medical technologies” business model.
 - Links multiple diverse medical technologies together.
 - Links family, provider, physician, 24/7 resource center together.
 - Allows for change as residents’ needs change.
 - Cost Effective
 - To be called SeniorSafe@Home.

INNOVATION – QUALITY OF EXECUTION IS THE FUTURE.
