The Changing Landscape of Aging Services

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The one thing we can count on....

Change

Vegas is the perfect example...
Changing Face of Las Vegas
What keeps Vegas thriving – Elvis knew
Our story
...is your story

POSITIONING FOR OUR NEW ROLE...WITH NEW PAYERS
Integrated Care – As we see it

Integrated care is not just between physical and behavioral health. A truly integrated care system is one that manages and optimizes each phase of the health care process with long term services and supports – seamlessly managing care through all transitions.

What are we doing...building organizational capacity!

- Building our data management capability
- Reviewing our corporate structures
- Broadening our base of service (geographic & demographic)

Owning & managing our data...
Expanding who we serve
Themes for Today’s Business Development

• Person-centered Care
• Enriched Quality Measures
• Customer Service Orientation
• Enhanced System Responsiveness
• Risk Stratification
• Standardized Protocols
• Cost containment
• Sharing Risk/Sharing Reward

“The Big Sell”
But...HOW

ROI

VALUE
CBO Value Proposition

Health Happens at Home

Right Place/Right Time

Improve Health Outcomes

Cost

Value

Laser Focus

- Board & Executive Vision & Leadership
- Strategy
- Engaged/Educated Staff
- Commitment to Action

Accreditation
Engage Both Old & New Partners

• Traditional Funders
• Health Systems
• Hospitals
• Insurance Providers
• Managed Care Organizations
• Primary Care Physicians
• Skilled Nursing Providers

This is not easy work...

Don’t let the competition cut you out of the picture
The best way to predict the future is to invent it.

Alan Kay

Health Happens at Home – own it!
“There’s no place like home.”
Dorothy Gale
Kansas

“A 2011 Robert Wood Johnson survey of 1,000 physicians revealed that 86% felt “unmet social needs are leading directly to worse health”

IN CRISIS
Emergency
Chronic Conditions Older Adult

80% have 1 Chronic Condition
50% have 2 Chronic Conditions

- 1 in 2 Arthritis
- 1 in 4 Diabetes
- 1 in 5 Hypertension & Heart Disease
- 1 in 7 Dementia
- 1 in 10 Alzheimer’s
Aging Brain Center Indiana University
Validated Program

Supporting Family Caregivers

WHERE IT STARTS...

6/2/2016
Don't forget ...

Remember...we don’t want this