



# Grandma Joan

LIVE-IN CARE PLACEMENTS

## Looking For Strategic Partners

Your Home-Care Agency pays thousands in marketing costs for new client acquisitions. You inevitably catch care-seekers in your marketing net who require services that either you do not provide, or services that they need but can't afford.

Grandma Joan may have a solution that both helps the family in need AND compensates you for the lost marketing dollars spent on the acquisition of someone who you can't service.



### INCREASE YOUR BOTTOM LINE

Refer the live-in care leads to us, and if they become clients of ours, we will write you a large marketing reimbursement check. Use that check to pay for new marketing of hourly clients, or anything else you want to use it for. No strings attached.

### CONVERT DEAD-END LEADS INTO A REVENUE STREAM

Refer the live-in lead to us and gain an ongoing revenue stream. Once a family signs with us, they will need to cover the live-in's scheduled time off each week. This is normally 8-12 hours every week. Our average client uses their live-in for 13 months. That's between 455-676 billable hours per client that you otherwise would have passed on.

### AVOID CAREGIVER LAWSUITS OVER THE FLSA CHANGES

Why have most home-care agencies dropped live-in care as a service option since the recent changes to the FLSA? Scary to think that there are still agencies out there willing to risk employee lawsuits over the updated sleep-time pay rules from caregivers claiming that they did not get 5 continuous hours of sleep most nights, and therefore are owed thousands in overtime pay.



For a confidential conversation

Call 800.603.4350



A+ Rating

[www.GrandmaJoan.com/home-care-agencies](http://www.GrandmaJoan.com/home-care-agencies)

## TRUSTED BY THE EXPERTS

We receive over 1,000 referrals annually from senior-care advisers, rehabs, hospices, former clients, care managers, and home-care agencies who trust us to help their families.

## RATED IN THE TOP 1% IN CLIENT SATISFACTION

Grandma Joan was ranked in the top 1% of 18,000 senior-care companies in the U.S. and Canada for customer satisfaction (Awarded 2014, 2017).

## NATIONWIDE SERVICE

From the largest cities to the most remote small towns, we can help. No matter where the care recipient lives in the 43 states that we service, live-ins will relocate across the state, or across the county.

## WHO WE ARE

Grandma Joan has been recruiting and screening premium level live-in caregivers on the private-hire market since 2010. We do nothing else. Our job is to find and screen live-ins who meet a family's needs. We set them up with an FLSA compliant domestic payroll service following all state and federal laws. Families can even get workers comp insurance for 100% liability protection.