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What if 

Session Objectives:

1. Learn how consumer based technology is being used as supportive devices for monitoring health and wellness as well as providing an advantage as a marketing differentiator.
2. Learn about design principles for using discreet technologies to create appealing and livable spaces suitable for seniors to age in place through the integration of smart furnishings and appliances, storage systems, and hardware.
3. Discover effective ways to align and prioritize technology initiatives to support your mission of service.

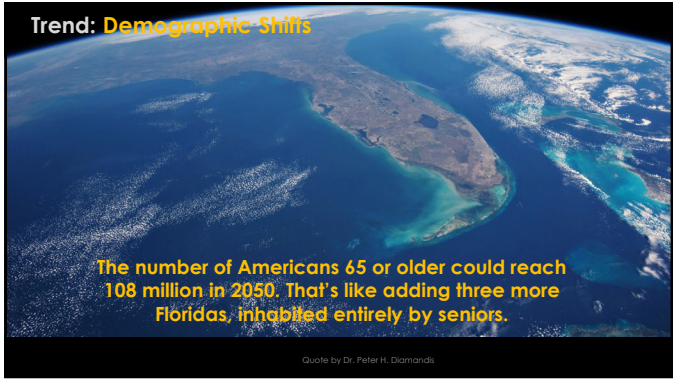
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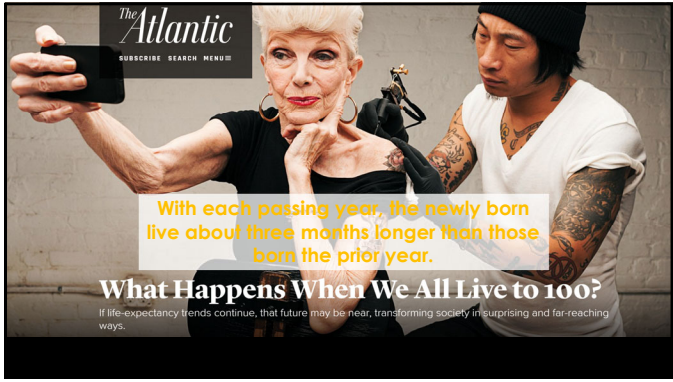
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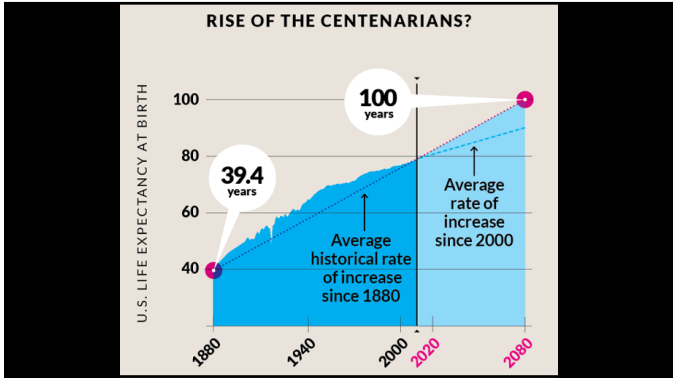
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Trend: Shifting Paradigms For Senior Living Providers

<p>THEN:</p> <ul style="list-style-type: none"> Continuing Care Retirement Community Care-focused The 3 Bs On-campus focus Bundled services Retirement Taking it easy Techno-phobic Community (a place) 		<p>NOW:</p> <ul style="list-style-type: none"> Life Plan Community Lifestyle-focused Multi-dimensional wellness Mobile – a staging area for new adventures Personalization (a la carte) Refocus, renew Taking it on Techno-desiring Community (a way of life)
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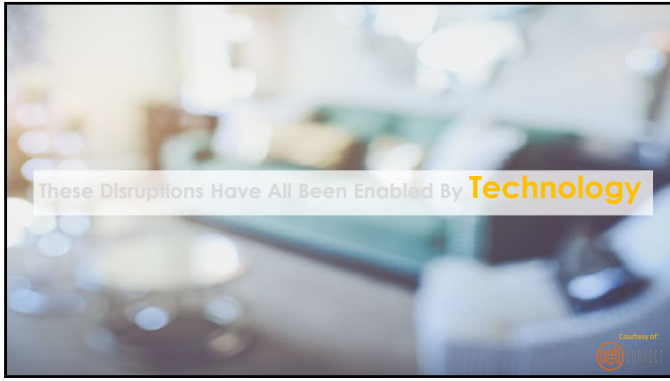
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What if LeadingAge

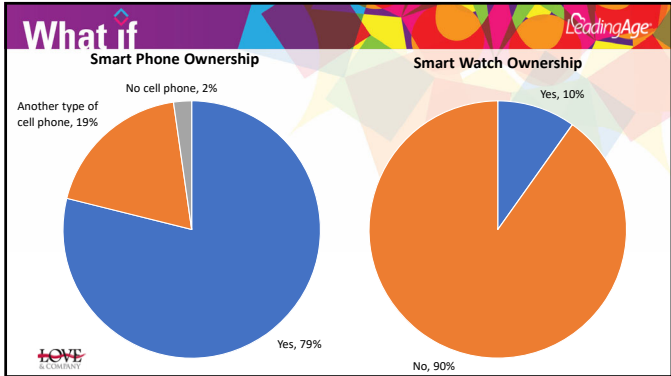
Consumer Research Events: 2017 & 2018

- 489 households that expressed interest in learning more about Life Plan Communities
- Groups held in:
 - Michigan
 - Florida
 - New York
 - North Carolina
- Demographics:
 - 75% were age 70+
 - 85% had incomes of \$50,000+; 65% of \$75,000+
 - 63% had net worth of \$750,000+

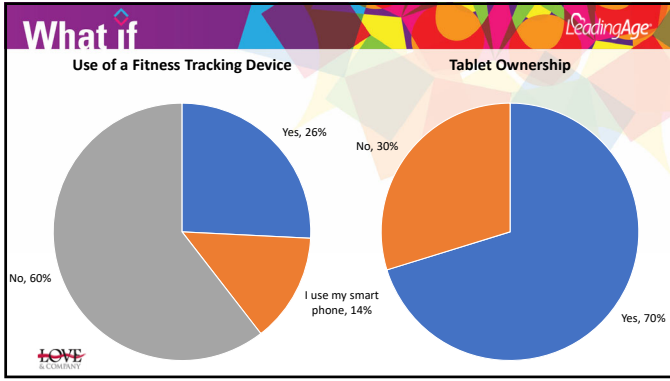



LOVE & COMPANY

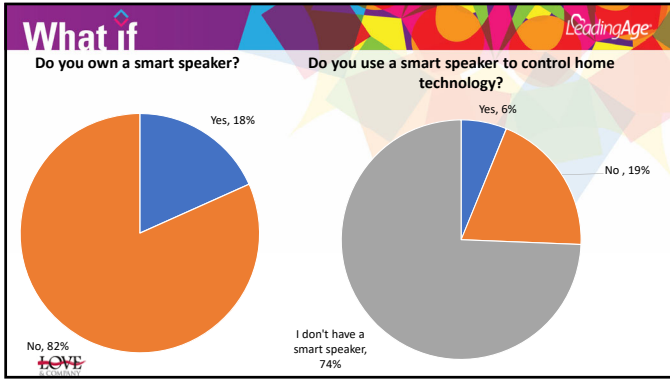
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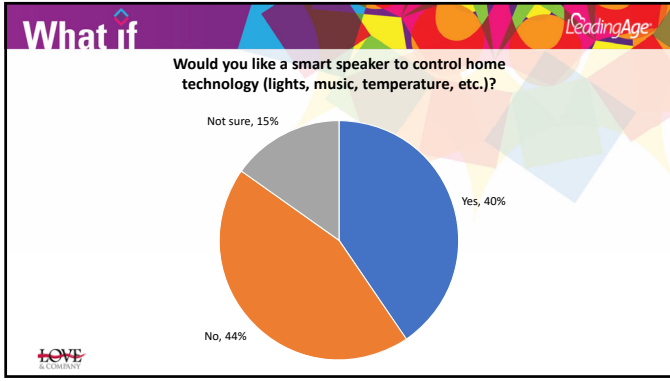
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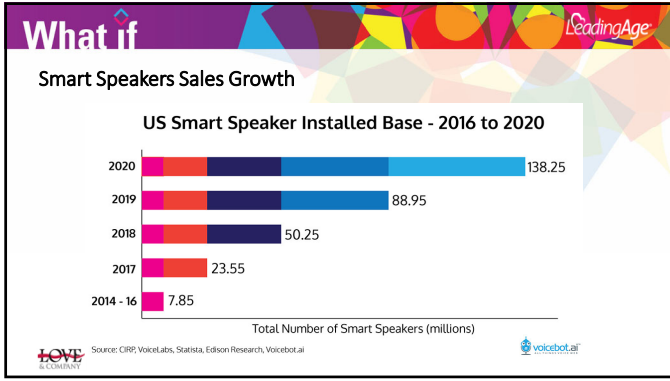
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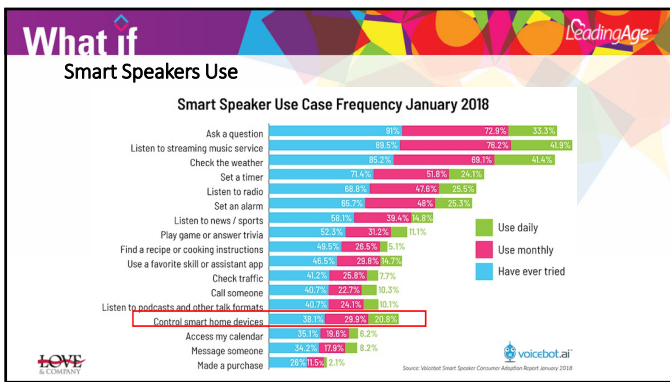
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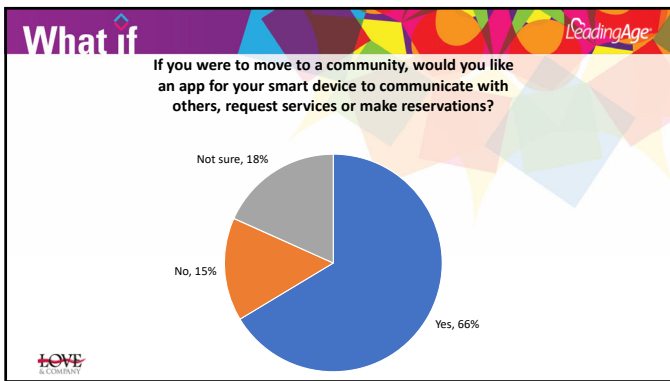
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27



2 | DISCREET TECHNOLOGIES FOR SENIORS TO AGE IN PLACE

28



29

What if LeadingAge

The Basics

- Security: Smart locks, video doorbells
- Thermostat/energy control
- Lighting/smart switches
- Voice activation: easier to use than apps

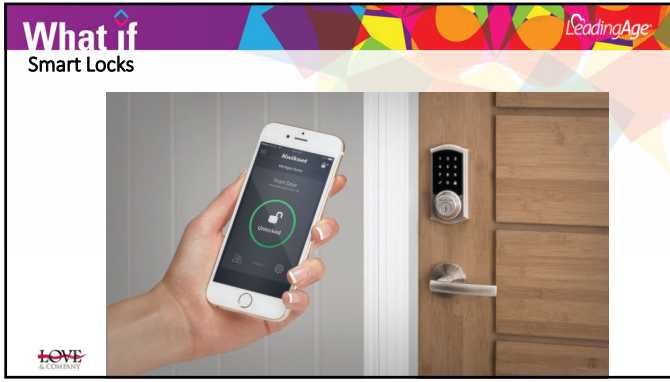
Of course, entertainment devices are also a "basic," but are resident-provided.

LOVE & COMPANY

30



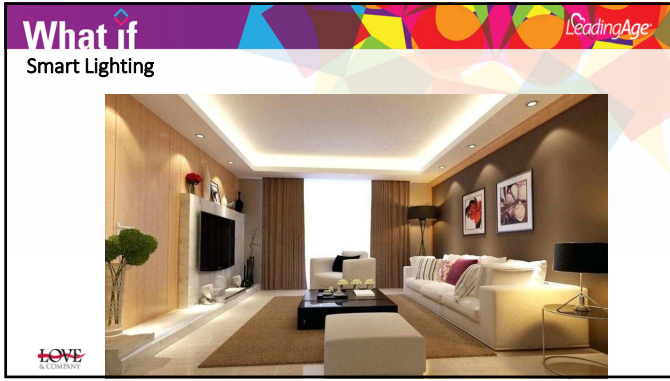
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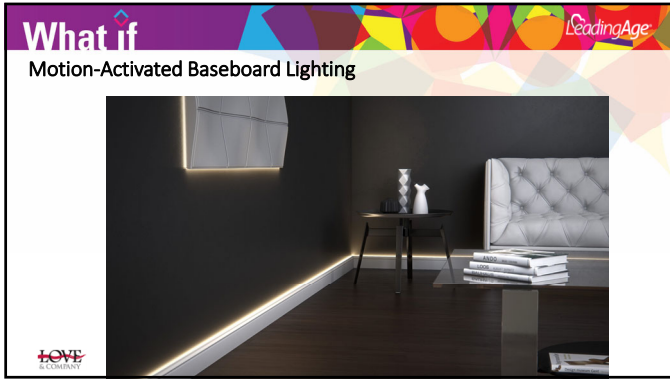
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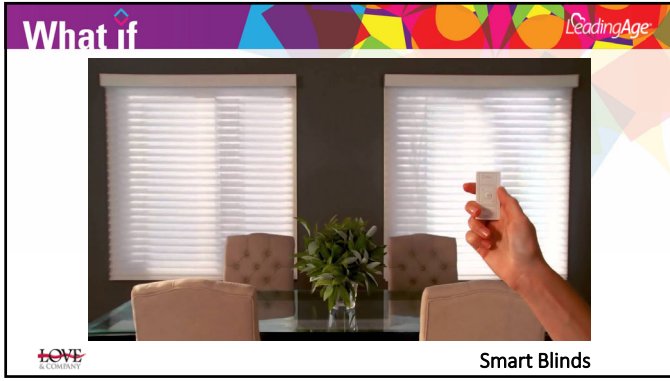
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34



35



36

What if LeadingAge

The Upgrades: Smart, Powered Blinds

HunterDouglas | PowerView™ Motorization

LOVE & COMPANY

37

What if LeadingAge

The Upgrades: U by Moen Shower Control

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38

What if LeadingAge

Voice Systems

Google Home:
Best voice recognition, search capabilities

Amazon Echo/Alexa:
Best if you are a user of Amazon Prime, and plan to use the system for shopping; integrates with more devices

Apple HomeKit:
Enables creation of scenarios, versus individual commands

LOVE & COMPANY

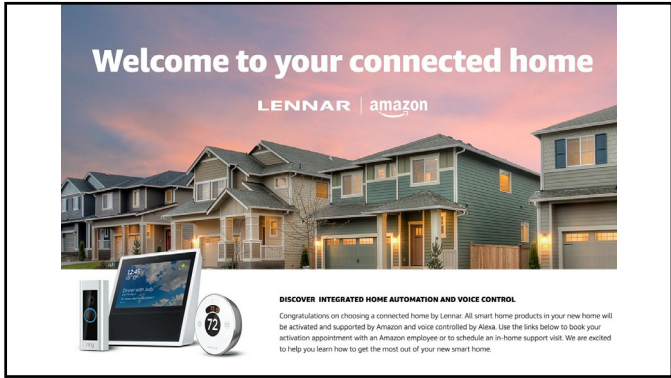
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41



42

What if LeadingAge

“Fine Tuning Your 55+ Strategy: Build, Design and Sell to the New Boomer Buyer”

- Opening premise of presentation:
 - Housing stock is obsolete; not designed to support aging in place, and thus drives healthcare cost
 - Falls are #1 reason older people go to the hospital
 - 1% of homes have the 5 features necessary for universal design
- Then they showed “knock-your-socks-off” designs...
- ... and they talked about using the pre-installation of smart home technology as the key differentiator between new and “used” homes

46



47

The Creative Destruction of MEDICINE
HOW THE DIGITAL REVOLUTION WILL CREATE BETTER HEALTH CARE
 ERIC TOPOL, M.D.

The exorbitant costs of nursing home and assisted living care are driving sales—and innovation—in the technology market, said Dr. Eric Topol, director of the Scripps Translational Science Institute and author of “The Creative Destruction of Medicine: How the Digital Revolution Will Create Better Health Care.”

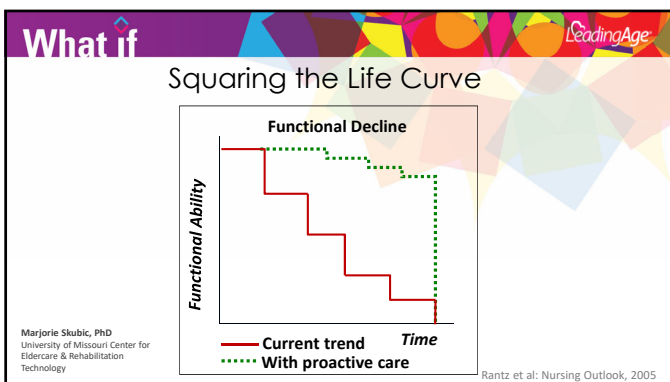
For many, the technology offers not just the tools they need to continue to live at home, but newfound confidence and connectedness with faraway family and friends.

<https://www.scientificamerican.com/article/new-tech-options-are-helping-seniors-age-in-place/>

48



49



50

What if LeadingAge

Sensors

Passive Infrared motion sensors

Gait parameters & falls are captured using depth sensors

Hydraulic bed sensor under the mattress captures quantitative pulse, respiration & restlessness

Marjorie Skubic, PhD
University of Missouri Center for Eldercare & Rehabilitation Technology

51

What if

A Typical One-Bedroom Apartment

6-10 motion sensors
1-2 bed sensors
1 gait (depth) sensor
1 small computer

Marjorie Skubic, PhD
University of Missouri Center for Eldercare & Rehabilitation Technology

52

What if

Sensor Network for Health Alerts

motion sensors
bed sensor
gait sensor

Marjorie Skubic, PhD
University of Missouri Center for Eldercare & Rehabilitation Technology

Skubic, et al., IEEE J. of Trans. Eng. in Health & Medicine, 2015.

53

What if

Health Changes Detected Early

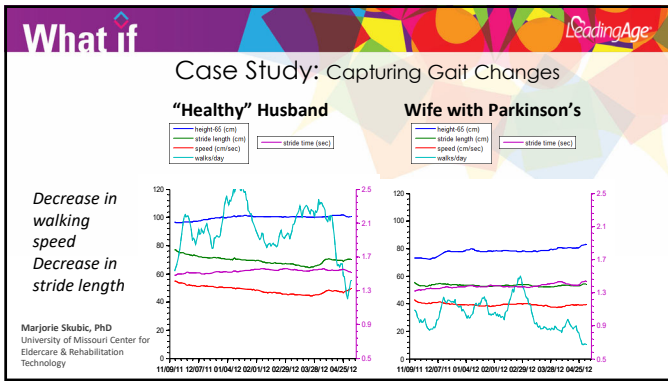
- Urinary tract infections
- Pneumonia & other upper respiratory infections
- Increasing congestive heart failure
- Pain post hospitalization
- Delirium
- Low blood sugar

Uses a model of early illness recognition to generalize across different health problems

Marjorie Skubic, PhD
University of Missouri Center for Eldercare & Rehabilitation Technology

Rantz et al., J of Gerontological Nursing, 2012.

54



55

In-Home Gait Changes Predict Falls

- Decrease in walking speed of 5.1 cm/sec over 7 days
→ **86% probability of falling within the next 3 weeks**
- Decrease in stride length of 7.6 cm over 7 days
→ **51% probability of falling within the next 3 weeks**

Marjorie Skubic, PhD
University of Missouri Center for Eldercare & Rehabilitation Technology

Phillips et al., *Western Journal of Nursing Research*, 2016

56

Trend: Aging in Place with Monitored Independence

Wellness

More than an emergency button
a complete 24/7 safety net

Alarm.com Wellness offers a secure and cost-effective option for independent living with safety, security, and comfort.

- Activity Patterns**
Understand your loved one's activity pattern and get an alert if it's out of the ordinary.
- Awareness**
Make sure your loved one is getting up and about.
- Alerts**
Be alerted if your loved one is wandering or leaving the house at odd hours.
- Security & Automation**
Control lock systems with automated temperature, light and security settings.
- Integrotec Pendants**
Wellness can be paired with Personal Emergency Response (PERS) pendants.

ALARM.COM

57

The new standard in fall detection technology.

mynotifi®

58

LifePod is the only proactive voice service designed to improve the quality of life for caregivers and their loved ones by monitoring and supporting their daily routines to help them thrive as they age-in-place. Offering a personalized, voice-enabled service built on top of popular smart-speaker technology, LifePod proactively assists family members and caregivers with managing a senior's day-to-day schedule, medications, appointments, activities, and entertainment – from listening to their favorite music or watching their favorite TV show.

LIFEPOD

59

Improving the Quality of Life for Seniors and Caregivers

Check-ins
A check-in from a friendly voice to ensure everything is "OK!"

Reminder
Gentle reminders to help with important events and activities: medications, appointments, birthdays, TV shows, or whatever you choose.

Voice Services
Easy access to the world of online services via smart speakers: weather, news, music, games, therapy, and more. No more wake words and special syntaxes!

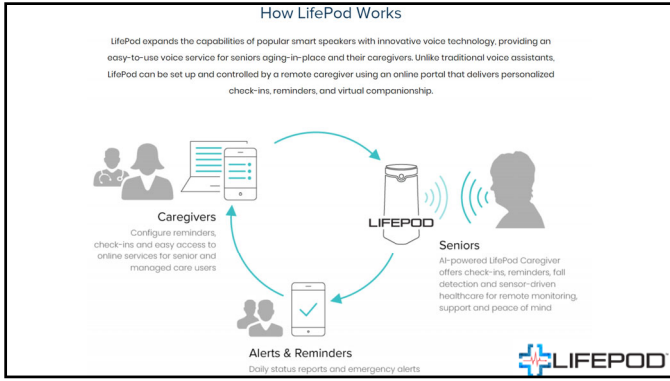
Companionship
Improving social interaction and combating loneliness, LifePod will read audiobooks, tell jokes or trivia and play games.

Alerts
Easily configured emergency alerts and daily reports summarize activities for family members and the caregiving team as needed.

And More
New features will be added continuously integrating data from IoT, wearable sensors, health-related apps and specialized services.

LIFEPOD

60



61

MORNING BEACON

Start the day with "I'm OK". No need to worry. It's going to be a good day!

Marvee user says...

"Alexa, open Marvee... send I'm OK."

Contact receives notification...

"I'm OK and ready to have a great day! -Dad"

Delivery options: TXT Email

SOCIAL VISIT

Would you like a visit from family, friend or neighbor? Let them know you're feeling a bit lonely and give a shout out you'd like some one to stop by, even just to chat! (It's about spending time together!)

Marvee user says...

"Alexa, ask Marvee to visit me."

Contact receives notification...

"Susan, Grandma would like a visit from you! :)"

Delivery options: TXT Email

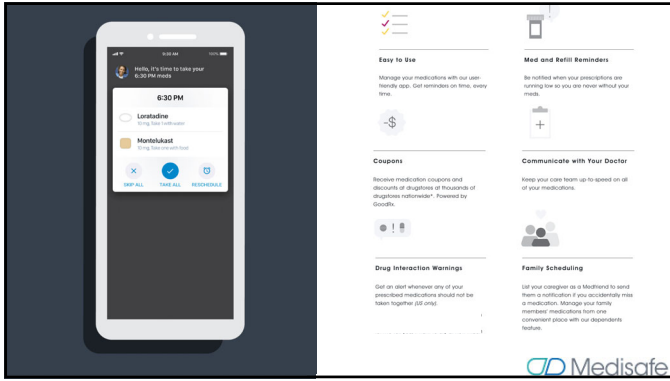
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Peace of Mind

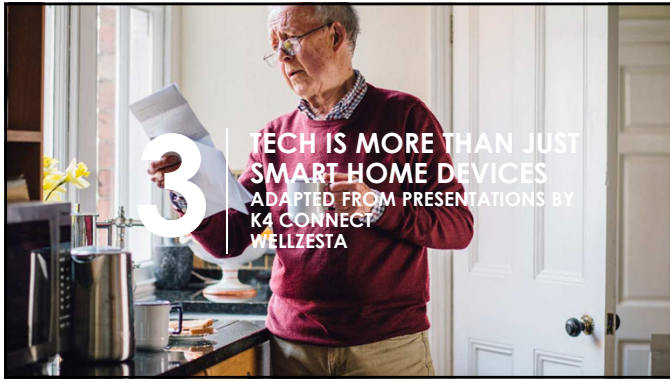
LifePod provides you with greater peace of mind knowing that your loved ones are monitored and cared for remotely, while ensuring your elderly relatives have the extra support they need to achieve a healthy and independent approach to aging-in-place.

- Improves senior's self-care and supports a more independent lifestyle.
- Enables you to support or control your loved ones' schedules, tasks, reminders - when you can't be there yourself.
- Achieve better, healthier outcomes with regular reminders to move, eat, hydrate, sleep, take medication or socialize.
- Provides virtual companionship and information via all forms of online entertainment, news, weather... and a friendly, personalized voice.
- Offers a cost-effective option to support the decision to age in one's home... as long as possible.

63



64



65



66

Wellzesta
intelligent software for purposeful living



Wellzesta helps seniors live independently with confidence

67

Wellzesta's suite of software solutions are:





Wellness Focused

Wellzesta products are organized around the eight dimensions of wellness, which help seniors live well with purpose.



Staff Friendly

Our data insights help you know your residents better. Wellzesta improves staff collaboration, reduces turnover, and helps save money.


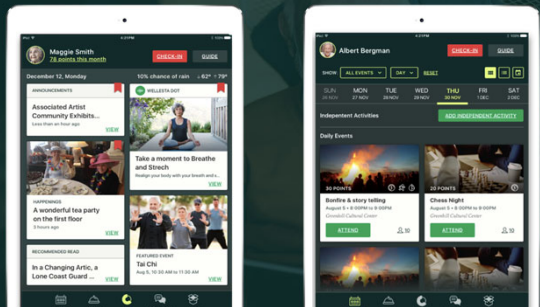


Intelligent

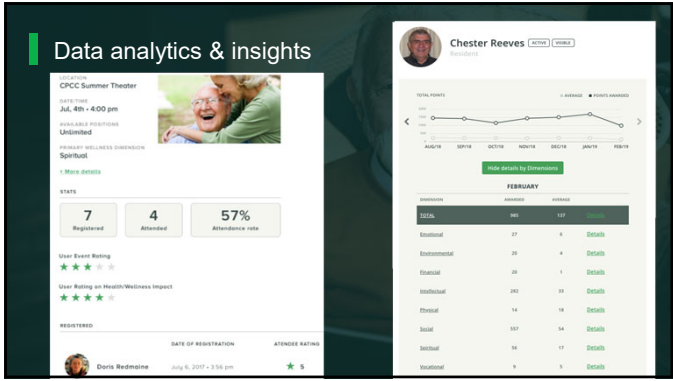
Wellzesta offers personalized wellness for residents through goal setting, real-time feedback, and smart recommendations for better health.

68

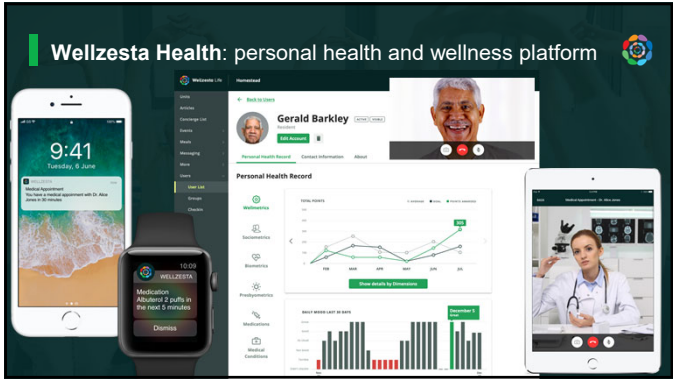
Wellzesta Life: community engagement & wellness platform

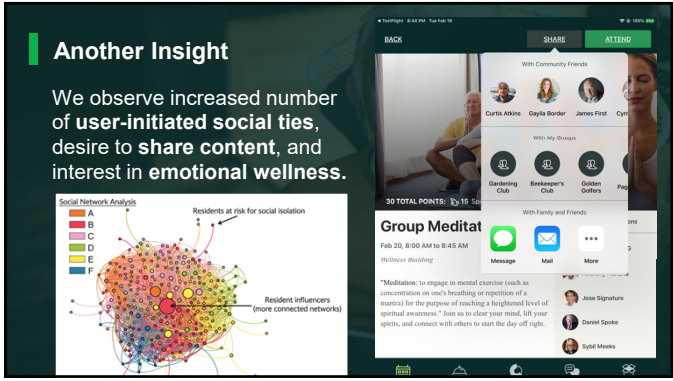
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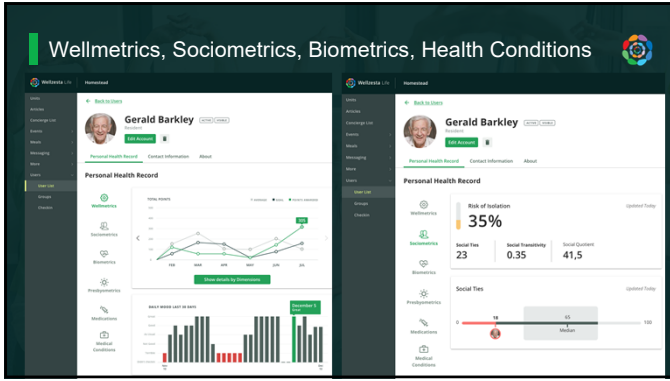
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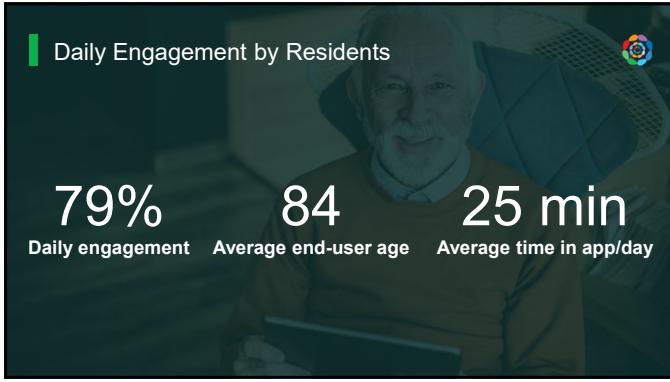
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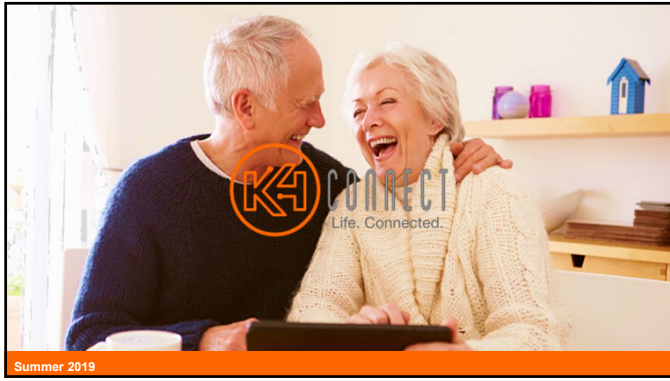
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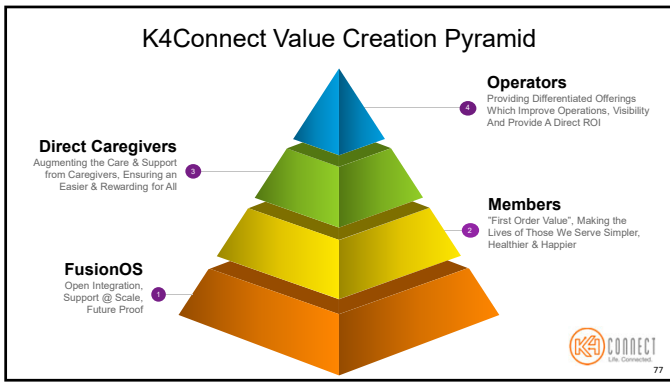
75

K4 COMMUNITY

Senior Living's Most Advance Solution
 G hvj qhg #h r k wj h d g x o w # # k r v h z k r # d u h r u # w k h p

- Content & Services**
G h k l j # r p p x q m # w y z h v
- Communication**
H g s o d j # r p q t h o g i c y h v
- Smart Home**
H g s o d j # r p q h o g i c y h v
- Connected Wellness**
H g s o d j # r p q h o g i c y h v

76

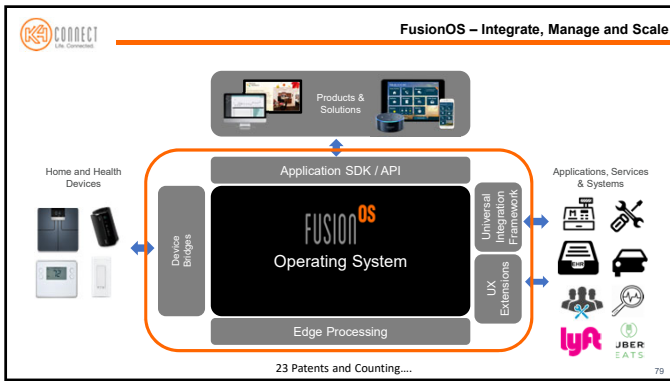


77

K4Community Modular Adoption Options

- Content & Services**
App Access to Community Content and Services
- Wireless Signage**
Common area TVs and/or Insertion Channel
- Content Management**
Creation, Storage, and Publishing from one place
- Event Management**
Calendar Creation, Sign up, & Wait List Management
- Family & Wait List**
Keeping families and wait lists informed and connected
- Nighttime Safety Lighting**
Lighting the way at night
- Morning Check-in**
Ensuring residents are up and at 'em
- Motion Trending**
Providing actionable activity data to caregivers
- Building Management**
Visibility into key issues and control of smart home
- Smart Wellness**
Empowering Residents to track their own wellness

78



79



80

Voice First - Building An Enterprise, Senior Centric Experience

Q3 - Beta - User Testing

- K4Community Smart Home Controls Via Voice
- Voice Enabled Content Access - Events, Notices
- Mass Monitoring w/ K4NoC

Q4 - Targeted Full Community Launches

- Interactive Community Content (Event Signup, etc.)
- Calling - Resident to Resident, Resident to Staff
- Mass Provisioning & Management

Q1 - Expanded Integrations

- Integration w/ Partner Systems: PoS, Service Req
- Bring Your Own Device Support

Q2 - Additional Integrations & Scale Rollout

- Advanced Dialogs - Voice Primary Interface
- Virtual Front Desk & Notifications ("Mail Call", etc)
- Expanded Content (Music, Books, etc)

81



82