

The **VetAssist** Program



VetAssist[®]

Exclusive to the **VETERANS HOME CARE**[®] Family



Our History



2003 - Bonnie Laiderman was the caregiver for her Mom

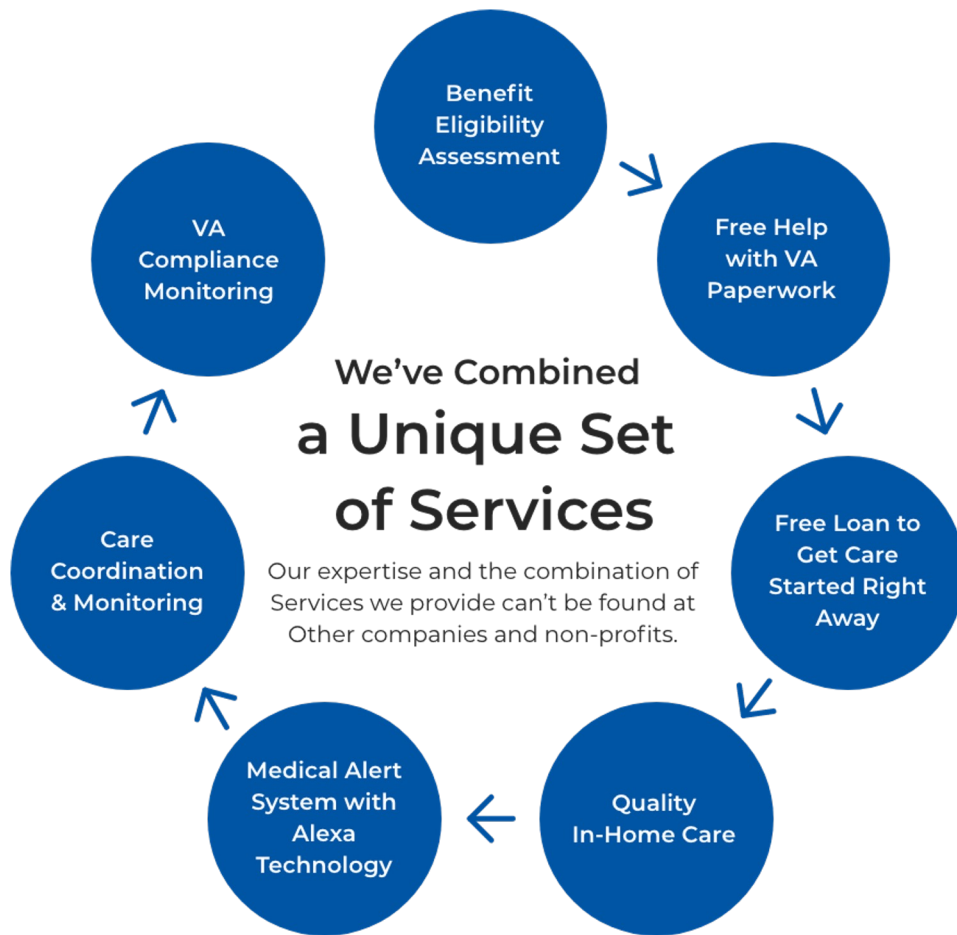
Discovered how difficult and complex it is to access the VA funds, but knew it could cover the care her Mom needed

Started a company to help veterans and surviving spouses successfully obtain the "Aid & Attendance VA Benefit".

20 Years – helping over 20,000+ Veterans



The VetAssist Program Difference



How to Identify a Referral for the VetAssist Program



Enrollment Center – 40,000 Leads per year

Your patients will be sent to a qualified team of professionals standing by to take their call!



VETERANS

\$2,229



MARRIED VETERANS

\$2,643



SURVIVING SPOUSES

\$1,432

The VetAssist Client Retention

(Nearly 3 years)*

20

15

10

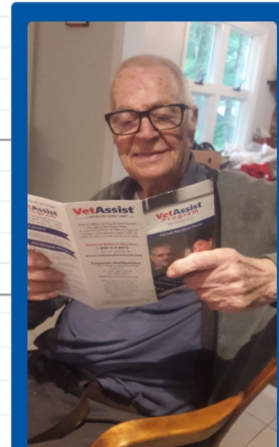
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Average Client Lifetime

35 Months*

12 Month**



Gross Profit \$

\$8,688.00

Private Pay

\$14,549.00

VetAssist

*Max CRM Data and **Home Care Pulse Data

Who Is Eligible



Ask about the **3 M's**



1. Military



2. Medical



3. Monetary

3 Easy Steps



ASK THESE QUESTIONS DURING INTAKE...

1. Is the client a Veteran of wartime?

- World War II
- Korean War
- Vietnam
- Gulf War

2. Was the client married to someone who served during wartime? (surviving spouse)

3. Does the client need home care to remain home safely and with dignity?

If yes, send the referral to Veterans Home Care

VA



How to utilize

VHA & VBA



Veterans Health Administration (VHA)



Veterans Benefit Administration (VBA)



National Cemetery Administration (NCA)

- Only Veterans are eligible
- Must be registered and qualify for VHA health benefits
- Services (including personal care or home care) prescribed by VHA clinician

- Veterans and/or their surviving spouse may be eligible
- Provide home care hours
- VetAssist Program can be utilized in conjunction with hours provided by VHA

- Burial expense for the Veteran and for the Spouse
- Headstone
- The flag

Why Partner With Us?



We are monitoring and ensuring client compliance

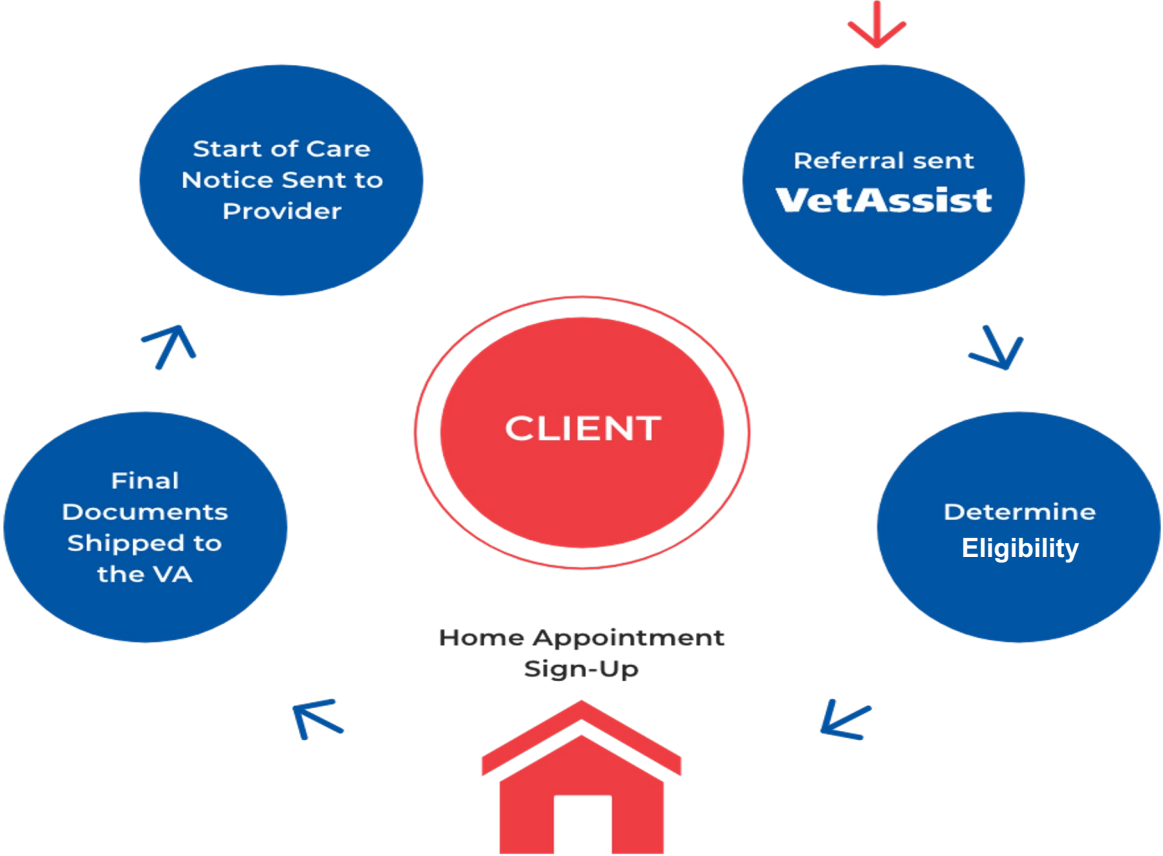
We assist the families to collect all necessary documents

We provide funding for ALL of our clients

**We have our own VetAssist app for smart phones and tablets –
Easy way to submit referrals**

**SmartCompanion– 24/7 Emergency Response system with Alexa
(video) technology**

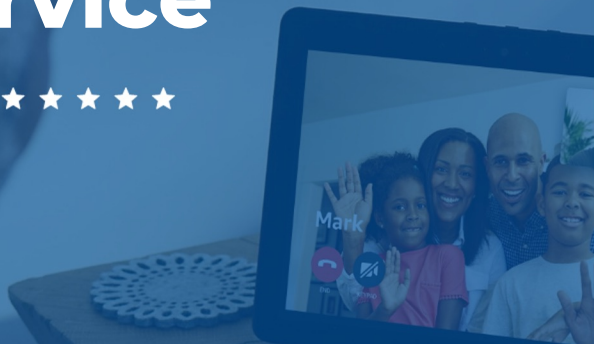
VetAssist Care Cycle



Tools



Companion Service



VetAssist[®]

★★★★ COMPANION ★★★★★



3 Solutions

For a Safe & Independent Life



Speaker Phone



Medical Alert



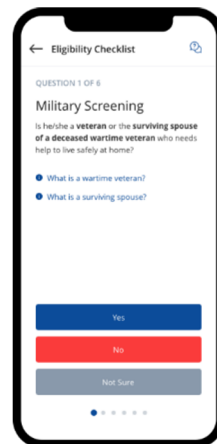
Voice Assistant

- 24/7 Medical Alert System
- Set up Reminders – medication, check the stove, lock the doors, appointments, birthday, check news, jokes, games
- Reduce isolation and loneliness - engagement

VetAssist App



Easy to Use Digital Tools
to Quickly Check Eligibility and Refer
Veterans in Need!



With Multiple Options, Referring Clients is Simple!

VetAssist Rack Card

Wartime Dates



VetAssist Program brand assets at your fingertips!



Rack Card

[Download File](#)



Trifold Brochure

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Next Step Flyer

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Webinar Deck

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App Flyer

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Referral Form

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7 Things You Need To Know Infographic

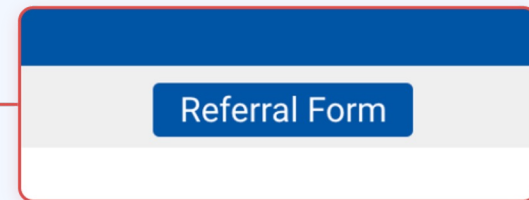
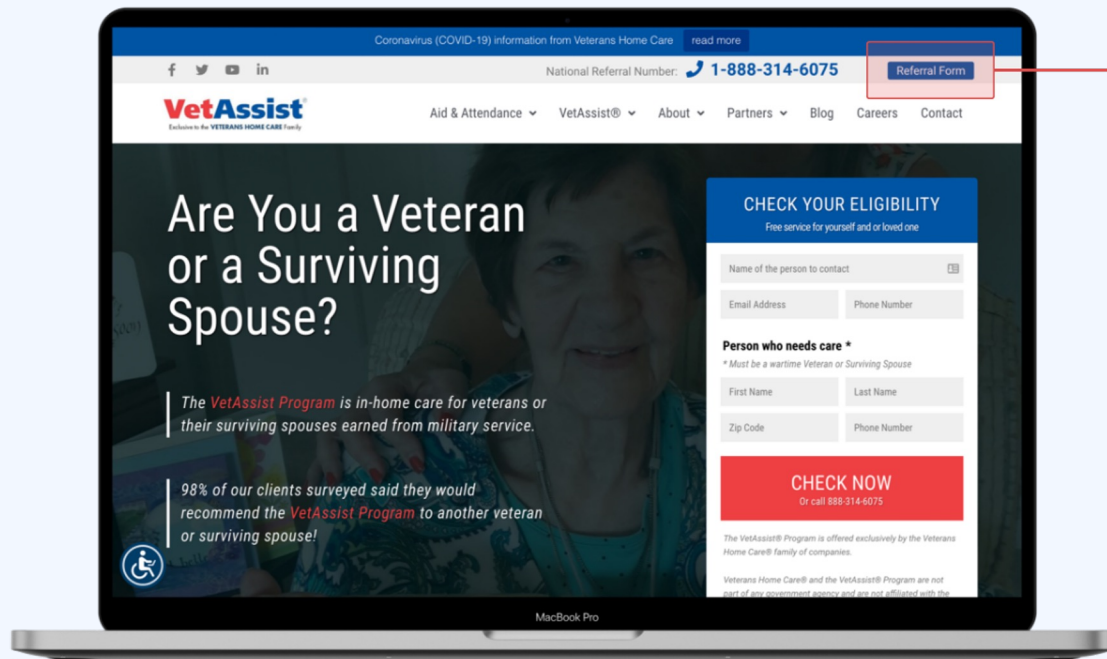
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Co-Branded Flyer

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Veterans Home Care Website - Referral Form Tab



www.veteranshomecare.com

Refer a Veteran Family to Us

Call: [1-888-314-6075](tel:1-888-314-6075)

Fax: 1-888-639-4180

Email: referrals@veteranshomecare.com

If you have a client who could benefit from our services, please use the form below.

Name of the Person Referring a Client to Veterans Home Care*

First



Last

Company/Organization (Agency franchises: Please include branch name)*

Company/Organization

Your Company

Address of the Information Provider (You)*

Street Address

Address Line 2

City

State

Fill out the
Form on-line

Be sure to put
the branch

Client Referral Form

VetAssist[®]
Program

We Change Lives

REFERRAL FORM

Agency Name

Agency Branch/Location

Referring Person

Referring Person Email/Phone

New Client Referral Form

Please complete as much as possible and fax or email to Veterans Home Care[®] using the information above.
Or, you can download our app and/or use your smart phone, tablet or desktop computer to send us your referral online at
www.veteranshomecare.com

Agency: Company Name Branch/Location: Date:
(Required Field)
Referring Person: Your Name Phone:
Email: Your Email

PROSPECTIVE CLIENT INFORMATION

Applicant Name: Phone #1:
Address: Phone #2:
City: State: Zip Code: County:
(Required Field)

Date of Birth:

Applicant is a VETERAN: Applicant is the SURVIVING SPOUSE of a Veteran:

WAR PERIOD SERVED: WWII KOREAN VIETNAM OTHER

If the veteran did not serve during wartime, the applicant will not qualify for the "Aid and Attendance" pension.

If applicant is a SURVIVING SPOUSE: Was applicant divorced from veteran at time of veteran's death? Yes No

If the answer to the above question is "Yes" the applicant will not qualify for the "Aid and Attendance" pension.

Is applicant driving? Yes No

Needs help with: (Check all that apply) Bathing Dressing Toileting/Continence Walking Meal Preparation

Notes:

Currently receiving a VA pension or VA compensation? Yes No

Enrollment Specialists



Standing by to
take your calls



First impression of
Veterans Home Care



Determine eligibility for
the VetAssist Program®
using our exclusive Lead
Tool

If not eligible – suggest
other resources



If eligible – the lead tool will
capture the information as a
qualified lead

Once file is ready to ship to
the VA, you will be
contacted with a start of
care notice

You have come to
the right place ...

We can simplify a
complex program ...

We thank you for
your service to our
country ...



What can you Expect?



WHAT CAN YOU EXPECT?

Qualified team of client support specialists

A partner you can trust to deliver

Client retention that exceeds private pay

Tools and Technology to enhance caregiving

Questions?

