

The Anatomy of an Ideal Resident

As occupancy continues to drop and with the introductions of value-based payment models, facilities need to have a better understanding of what makes up a profitable census-mix.

By creating an ideal resident profile, you can successfully determine the best possible census-mix.

Here are four things you need to consider:

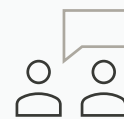


Do their healthcare needs match your facility's capabilities?

1 in 5 Medicare patients are readmitted within 30 days of discharge at a cost of approximately

\$17
Billion
per year

Not knowing in advance if you can care properly for your residents can lead to costly readmissions.



Do they meet the criteria of your referral sources?

Reported challenges of creating high-value post-acute partnerships with their SNF facilities



Not communicating your ideal resident profile puts you at risk of ruining your partnership by sending those patients back.

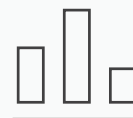


Do you fully understand their clinical needs?

Number of medications taken on average by residents leading to increased risk of Adverse Drug Events



Most residents are entering facilities with multiple comorbidities. Without having a full clinical picture, you risk not being able to care for them.



Do they fit your revenue goals?

Estimated cost of managing denials

\$25
per claim

Not having a full picture of your resident's reimbursement potential can lead to costly payment denials after care has been delivered.

FIND OUT YOUR IDEAL RESIDENT HERE