

Compliments of



# RETIRE YOUR WAY

A Guide to Senior Living Options



---

## Plan Ahead For It.

---

“The best way to feel confident about the future is to plan ahead for it. Take charge now, while all your options are open to you.”

---



# Contents

---

## Retire Your Way: A Guide to Senior Living Options

Plan Your Future: Introduction.....	1
Senior Living and Care Options.....	2
What is a Life Plan Community? .....	5
Financial Features of a Life Plan Community .....	8
Life Plan Community Contract Choices .....	9
Staying in Your Home.....	10
Cost Calculator .....	12
Selecting a Community – What to Look For .....	14
Next Steps .....	16
Community Checklist.....	17
Contact Us .....	19





# Plan Your Future with Confidence

**A**S YOU ARE DISCOVERING, there are more senior living options today than ever before. That's great news: a diversity of choices means that you will almost certainly find a retirement lifestyle that is perfect for you. On the other hand, we know it can be confusing to understand how they differ and which option is best for you.

Springpoint, one of the Mid-Atlantic's largest nonprofit providers of residential and home-based services for seniors, has created this guide to serve as a resource.

This guide will help you understand the many retirement options that exist and will introduce you to the Life Plan Community concept, a model that has become the standard-bearer for the best of retirement living today.

You are facing big decisions about your future. Finding the right retirement lifestyle requires complete information, careful research, and asking the right questions. This guide can assist you as you plan for your future.

# Senior Living and Care Options

1  
2  
3  
4

What  
type of  
community  
is right  
for me?

**Y**OU ARE PROBABLY asking yourself many questions. Should I stay in my home? Live with family? Move to a senior community? What type of community is right for me? Making the right decision will help you enjoy life to the fullest, offering support to keep you engaged and independent.

You should know that the sooner you take steps to assess your needs—current and future—the more choices and control you will have. When deciding on living arrangements, consider your physical, medical, social, and emotional needs as well as your current and projected financial resources.

## 1 Independent living in a retirement setting

Many types of housing arrangements are targeted specifically to seniors, including apartment complexes, condominiums, and even free-standing homes. These tend to be senior-friendly environments that have been constructed so that they are safe, comfortable, and accessible for older adults.

These communities offer some support with home maintenance, local transportation, and possibly a network of services for those who need more help. Often, knowledgeable staff can act as a resource for the assistance you might need.

This type of housing can offer a social, supportive, and friendly environment. However, it is good to be aware that if you need a higher level of care, you may have to move again to an assisted living or skilled nursing facility.

## **2 Assisted Living**

Assisted living is for people who want to live as independently as possible but need help with everyday tasks such as taking medications, preparing meals, bathing, dressing, or getting around safely at home. In many cases, assisted living communities can care for those with Alzheimer's or dementia in separate, secure neighborhoods with specialized programming.

Assisted living communities are designed to be senior-friendly, with rooms and passageways that are well-lit and easy to navigate, so older adults feel comfortable, safe, and secure. Assisted living communities typically cannot

accommodate those who need around-the-clock medical care and supervision. This means a resident may have to move to a higher-level care facility if health needs change.

environment without the bother of home maintenance and upkeep. Residents typically live in an apartment or a free-standing home in a community that is safe, comfortable, and accessible.

## **3 Nursing home**

A nursing home is for those who don't need to be in a hospital but cannot be cared for at home or in another retirement setting. Nursing homes provide a high level of medical care and rehabilitation services. Each patient's care is supervised by a licensed physician. Typically, skilled nurses and nursing aides are on site 24 hours a day.

Life Plan Communities generally offer local transportation, restaurant-style dining, housekeeping, trips, activities, and more. Additionally, residents are assured knowing that they have access to higher levels of care if their care needs should change. The levels of care offered at a Life Plan Community can vary. They may include personal care services, assisted living, physical therapy, skilled nursing, memory care, and rehabilitation services.

## **4 Life Plan Communities**

Life Plan Communities are for people who can live independently but who want the security of knowing there is future support if needs should change. Life Plan Communities offer a social, supportive, and friendly



# What is a Life Plan Community?



Life Plan Communities are the housing option of choice for a growing number of older Americans. For anyone who wishes to put in place a comprehensive plan for aging, their popularity is easy to see.

Independent living in our Life Plan Communities means comfortable, active living now with peace of mind for your future. You'll have everything you need for an invigorating retirement lifestyle, with spacious, maintenance-free independent living options, an abundance of wellness opportunities to enrich your mind,

body, and spirit, and a full continuum of care to ensure your needs will be met. Here's a closer look at what Life Plan Communities can offer.

## Support for a healthy, independent life

Life Plan Communities support a lifestyle that is healthy and fulfilling. They offer a variety of social opportunities as well as cultural and educational events.



Many Life Plan Communities offer traditional and casual dining venues with healthy menu options, performance auditoriums for life-enriching musical, theatrical, and dance performances, lifelong learning presentations, and more. Services may include restaurant-style dining, housekeeping, interior and exterior maintenance trips and activities. Fitness and wellness amenities can include things like a pool and fitness center, personal trainers, group fitness classes, walking clubs, golf memberships, healthy meal choices, and wellness clinics.

## **Healthcare Access**

The assurance of healthcare if needed is a key benefit of life in a Life Plan Community. Life Plan Communities offer a range of supportive options, from personal care to memory care and even skilled nursing. Living in a Life Plan Community makes it easier to maintain health and wellness. Routine needs, such as blood pressure checks or flu shots, are easily taken care of, right

on site. Residents can conveniently arrange for care in their apartments, if they prefer.

## **Peace of mind for residents and their families**

Moving to a Life Plan Community means putting in place a future plan that is rock-solid. Life Plan Communities offer the assurance of a lifelong home in a setting that is comfortable, caring, and supportive. They address changing healthcare needs as people age. They encourage lifelong learning, offer new experiences, and create opportunities to make new friends. Life Plan Communities offer a comprehensive lifestyle that allows residents and their families to relax and feel comfortable about life today and in the years to come.

## **Strong regulations that protect consumers**

In both New Jersey and Delaware, Life Plan Communities operate under strict rules and regulations established by each state.

In New Jersey, the Department of Community Affairs oversees these communities and sets high operating standards that Life Plan Communities must meet.

In Delaware, the Department of Health and Social Services Division of Health Care Quality and Division of Long Term Care Residents Protection enforce compliance with state and federal healthcare laws and regulations.

As part of each state's oversight process, inspectors complete onsite surveys at least once each year. These inspections ensure that Life Plan Communities are caring for residents the way they should. The inspection findings are publicly available.

# Life Plan Community Residents Say They Made the Right Move



Life Plan Community residents are overwhelmingly positive about their communities and their lives. Aramark Senior Living Services surveyed a cross-section of Life Plan Community residents across the country. Here are highlights of what they said:

- **If you could do it all over again, would you choose to move to a Life Plan Community? Yes, I would >**

96%

- **Given the option, how likely would you be to choose this community again? Very likely >**

88%

- **How likely would you be to recommend this community to a friend? Very likely >**

88%

# Financial Features of a Life Plan Community

If THE IDEA of making your home in a Life Plan Community appeals to you—and with all the benefits you get, why wouldn't it?—you may wonder about the cost and whether you can afford it. The good news is that Life Plan Communities tend to offer a variety of contract options and apartment sizes, making them affordable for many budgets.

Experienced sales counselors work closely with incoming residents to be sure that they will be financially comfortable now and in the years to come.

## Entrance Fees

The following is a summary of typical Life Plan Community fees. You must review carefully each Life Plan Community contract to understand the fees, terms, and conditions for the contract type that you are considering.

The Life Plan Community entrance fee is a one-time payment that is based on the size of the residence and single or double occupancy. You may choose one of two entrance fee options (traditional or refundable) to give you the freedom to develop a plan that is financially beneficial to you and your family.

The entrance fee provides the guarantee of access to the Life Plan Community's healthcare services. It also allows a Life Plan Community to support future healthcare needs.

## Monthly Service Fees

Along with the entrance fee, there is a monthly service fee based on the size of your residence and whether there are one or two occupants. The monthly fee covers a multitude of unique conveniences and services that would cost much more if you were to purchase them separately. These include meals, housekeeping, interior

and exterior maintenance, fitness and aquatic club membership, programs and entertainment, utilities, 24-hour security, and more.

Because the service fee covers almost all living expenses in a single check, it makes monthly expenses more predictable and financial planning easier. Most Life Plan Communities post a fee increase each year to offset higher operating expenses such as salaries and utilities. Increases in the monthly service fee are typically held at or below the annual cost of living and average three to six percent throughout the senior living industry.

## Potential tax savings

A portion of fees paid to a Life Plan Community is considered medical in nature and may qualify for inclusion on your income tax return as pre-paid medical expenses. Consult with your financial advisor or accountant for more information.

# Life Plan Community Contract Choices

Because one size does not fit all when it comes to retirement, most Life Plan Communities offer a variety of healthcare choices. In this way, Life Plan Communities can provide value for the things that are most important while helping you stay comfortably in charge of your financial future. While the choices may seem confusing, you should be assured that trained, knowledgeable sales counselors will work with you and your advisors to review all contract options. They will help you and your family determine which contract best fits your current and future financial plan.

## Type A: Lifecare

Lifecare is typically the most comprehensive plan that a Life Plan Community can offer. It provides access to all

services and amenities as well as complete support and care through the healthcare continuum.

Lifecare not only offers peace of mind, it is a safeguard against unexpected healthcare costs. As an example, if a resident or spouse ever needs assisted living, skilled nursing, or memory care, most Lifecare plans provide that the monthly cost will essentially remain at an independent living rate. The unique benefit of Lifecare is that it allows people to ensure predictable healthcare costs in the future.

## Type B: Modified plan

For those who don't feel the need to ensure predictable healthcare costs in the future, a modified plan offers the same access to all

services and amenities as well as complete support and care through the healthcare continuum at discounted rates. It is an ideal way to enjoy a comfortable, secure retirement while paying only for the services you need.

## Type C: Fee-for-service plan

This plan also gives residents the same access to a full spectrum of life-enhancing services, amenities, and health services if and when needed. However, the resident will have to pay the prevailing market rate for health services. This plan is best for those who are comfortable assuming responsibility for the full cost of their future healthcare needs.

## Rental Agreement

Some communities offer a rental option that allows residents the opportunity to rent their housing. This option provides, but does not guarantee, access to healthcare services which are paid on a fee-for-service basis.

# The Truth About Staying in Your Home

**W**HY DO so many seniors miss out on great retirement living, deciding instead to remain in their homes? Age Wave, the nation's foremost research company on the issues of aging, set out to answer that question in a landmark national study. The study's key findings uncovered five common myths.

**1 MYTH:** "My current home will be the best possible place to live in my post-retirement years."  
**REALITY:** The ideal home evolves throughout our lifetime, so the best home for your next stage of life should be one that provides more freedom, more convenience, better care, and less worry.

**2 MYTH:** "My current home is the best option to continue an active social life and to stay connected with friends in the years ahead."

**REALITY:** Remaining in your home can result in growing isolation and loneliness in later life. Identifying and building new relationships with like-minded people and maintaining social connections becomes more challenging as you age.

**3 MYTH:** "It's less expensive and more financially secure for me to stay in my current home."

**REALITY:** Even though your mortgage may be paid off, monthly expenses to maintain your home and your lifestyle are higher than you realize and less predictable as

your home ages or you are less able to physically manage the home. When combined with potential care costs, living in your current home may end up being the most expensive option.

**4 MYTH:** "It would be easy to get any care I might need at home."

**REALITY:** Care at home can be difficult, costly, and unreliable, while Life Plan Communities offer a seamless solution for most care needs that may arise in later life.

**5 MYTH:** "Life Plan Communities are filled with old people who are sick."

**REALITY:** Many people choose Life Plan Communities to pursue opportunities for new learning, new activities, and a "new chapter in life."

Source: Age Wave, Emeryville, CA



---

What is the most common statement we hear from new residents?

---

“I wish I had moved sooner.”

---



---

More Choices.  
Fewer Worries.  
New Friends.

“Keeping up a house is more expensive than people realize. It not only takes money, it takes time and energy, too.”

—*Margit Novack,  
President,  
Moving Solutions*

---

# Cost Calculator

## The cost of living in a Life Plan Community vs. living at home

**W**ITH BEAUTIFUL surroundings, services like dining and housekeeping, trips, activities, and more, a move to a Life Plan Community might seem to be financially out of reach. The truth is, with a variety of residence sizes and contract types to choose from, a great retirement life is surprisingly affordable for many people.

Still not convinced? We've created a financial worksheet to help you compare and decide. Add up the cost of the many bills you pay for mortgage or rent, homeowners insurance, condo or homeowners association fees, property taxes, utilities and related services, home and property maintenance, telephone and basic cable, housekeeping, health club membership, local transportation, and more. Then take a look at what you get in a Life Plan Community for just one monthly payment. You might just be surprised at how affordable a Life Plan Community really is.



## HOME OWNERSHIP

	Current Monthly Expense	Monthly Fee in Life Plan Community
Mortgage or rent	\$	Included
Homeowners insurance	\$	Included
Homeowners or condo association fees	\$	Included
Property taxes (divide your annual payment by 12)	\$	Included
Utilities and related services (include electric, gas, water, sewer, and trash removal)	\$	Included
Telephone and basic cable services	\$	Included
Home maintenance/upkeep	\$	Included
Property maintenance (include lawn care, snow removal, gutter cleaning, tree pruning, leaf removal, power washing, etc.)	\$	Included
Housekeeping services	\$	Included



## LIFESTYLE

Groceries and dining out	\$	One meal per day included
Transportation (include cost of gas, auto insurance, auto maintenance, and other transportation services such as private taxi, car service, or public transit)	\$	Local scheduled transportation included
Cultural activities, lectures, classes, and entertainment (include movies, shows, outings)	\$	Included



## WELLNESS

24-hour security and/or emergency services	\$	Included
Health club membership	\$	Included
<b>Total</b>	<b>\$</b>	<b>\$</b>

# What Should I Look for When Selecting a Community?



**W**HEN YOU make your home at a Life Plan Community, you will move into an exciting new life with more friends, more fun, and less worry. But with so many choices in location, lifestyle, services, and more, how will you know which Life Plan Community to choose? When deciding, here are a few important points to keep in mind.

## Type of living accommodation

Life Plan Communities most commonly offer apartment-style living, with sizes ranging from studios to large two-bedrooms, all in a variety of floor plans. Many

communities now offer free-standing homes as well, with more space and privacy and full access to all the activities and amenities that the community offers.

## Services and amenities offered

When choosing your future home, you want to be sure it is a good match for how you like to live and what you like to do. Most Life Plan Communities offer a full range of social, educational, and cultural activities. These can include art classes, lectures and learning, musical performances, and more. A range of fitness activities is generally available and may include amenities such as an indoor pool and fitness complex.



In most Life Plan Communities, dining is a social highlight of the day. You may want to check if the hours are convenient, what types of foods they offer, and if they can accommodate special dietary needs such as low-sodium or kosher meals.

### Lifestyle

When visiting a Life Plan Community, it is important to consider compatibility with the residents and staff members you meet. Are there enough common interests for you to develop relationships and feel at home in this community? Is the

community a good fit for your personality and lifestyle? Some Life Plan Communities are large complexes with several thousand residents, while others are small and intimate with just a few dozen. Is the size of the community the right fit for you? Do staff members demonstrate professionalism and convey a sense of warmth in their interactions with residents and each other? If residents are happily interacting with one another and the staff, this is a very good sign.

### Reputation and financial stability

A move to a Life Plan Community is an investment in your future. That's why it is important to be sure the community you choose is on strong financial footing. For example, is the community well established, with a long history of success? Is it backed by a large organization with stability and strength? Does it earn high ratings for quality from residents, employees, and independent authorities? These are important factors to consider.



# What Should I Do Next?

Congratulations on your decision to learn more about the benefits of living in a Life Plan Community. You may be wondering what to do next. Here are some ideas.

- Learn as much as you can. If you know anyone who lives in a Life Plan Community, that person is a great source of information. Your professional providers, such as doctors, attorneys, or financial advisors may also have helpful insights. You can also find a wealth of information about Life Plan Communities online.
- Decide who will be involved in the process with you, if anyone. Will it be a spouse? A friend? An adult child? It is often helpful to share information, impressions, and opinions with another person.
- Research your options. If you have decided on a Life Plan Community, which ones appeal to you? Are they well-located and do they have the amenities that are important to you?
- Visit the Life Plan Communities you are interested in. There's no substitute for seeing a community firsthand and meeting with staff and residents. You should be able to sample a meal in the dining room, attend events, or plan an overnight stay. Try to visit several times—this will help you get a true feeling for the community's lifestyle.

# Community Checklist

We've created this checklist to assist you in the process of evaluating a Life Plan Community. Take this with you when you visit the community so you can fully assess the options and see if the community is right for you.

## Community

- Is the community for-profit or nonprofit?
- Is the community a stand-alone organization or part of a larger family of communities?
- Is there an onsite executive director?
- What is the total number of residents?
- What is the current occupancy of the community?
- Is there a charitable foundation associated with the community or its parent organization?
- Is there a spiritual care or chaplaincy program associated with the community?
- Is security staff present?
- Are there emergency preparedness and disease outbreak plans in place?
- Are there back-up generators in case of power failure?

## Location

- Is the location convenient for family and friends to visit?
- Is it convenient to shopping, dining, houses of worship, etc.?
- Is the surrounding area safe?
- Is the location convenient to cultural activities (theaters, concerts, museums, etc.)?

17

## Campus

- Are the grounds, buildings, and residences clean and well-maintained?
- Is there convenient parking for residents and guests?
- Is the campus well-lit and easy to navigate?
- Is the community handicapped accessible?

## Lifestyle

- What types of programs, activities, and clubs are offered?
- Is there a regular schedule of events and trips?
- What opportunities are there for resident involvement and volunteerism?
- Is there a wellness program, fitness facility, or swimming pool?
- Are family members and friends welcome to visit?
- Does the community allow pets?
- Is the community committed to diversity, equity, and inclusion?

## Dining

- How many meals a day are offered?
- Is there a flexible meal plan option?
- Is there variety in the menu options?
- Does dining accommodate special dietary needs (vegetarian, low-fat, low-sodium, etc.)?
- Are snacks and beverages available throughout the day?
- Is there a fully equipped kitchen in the residents' apartments?

## **Services**

- How often are residences cleaned?
- Is personal laundry service available?
- Is all maintenance included in the fees?
- Are there any charges for transportation services?
- Are concierge services available?
- Is there an onsite hair salon?

## **Residents**

- Where are most of the residents from?
- Do residents recommend the community?
- Does the staff know residents by name?
- How many resident-led groups are active in the community?

## **Care**

- What levels of care does the community offer?
  - Assisted Living
  - Personal cares services
  - Memory care
  - Skilled nursing
  - Rehabilitation and respite care
- Wellness clinic
- How does the community decide when a resident moves to a higher level of care?
- Are residents permitted to hire personal caregivers?

## **Contract**

- What is the entrance fee?
- What is the monthly service fee?
- What has been the average annual increase in the monthly service fee?
- Is the entrance fee refundable? If so, how much and when will the refund be provided?
- Is there a money-back satisfaction guarantee?
- Are there costs to customize or update your residence?
- Does the community offer assistance with moving or downsizing expenses?
- What additional charges are there?

# Contact Us

Our Springpoint sales counselors are available to assist you and/or your family members in researching and evaluating senior living options and to guide you in how best to select a Life Plan Community that is right for you.

■ **The Atrium at Navesink Harbor**  
40 Riverside Avenue  
Red Bank, New Jersey 07701  
800-842-2480  
[atriumatnavesink.org](http://atriumatnavesink.org)

■ **The Moorings at Lewes**  
17028 Cadbury Circle  
Lewes, Delaware 19958  
302-644-6370  
[mooringsatlewes.org](http://mooringsatlewes.org)

■ **Crestwood Manor**  
50 Lacey Road  
Whiting, New Jersey 08759  
866-662-7359  
[crestwoodmanoronline.org](http://crestwoodmanoronline.org)

■ **The Oaks at Denville**  
19 Pocono Road  
Denville, New Jersey 07834  
800-237-3330  
[oaksatdenville.org](http://oaksatdenville.org)

■ **Meadow Lakes**  
300 Meadow Lakes  
East Windsor, New Jersey 08520  
800-564-5705  
[meadowlakesonline.org](http://meadowlakesonline.org)

■ **Stonebridge at Montgomery**  
100 Hollinshead Spring Road  
Skillman, New Jersey 08558  
800-218-3456  
[stonebridgeatmontgomery.org](http://stonebridgeatmontgomery.org)

■ **Monroe Village**  
One David Brainerd Drive  
Monroe Township, New Jersey 08831  
866-859-2276  
[monroevillageonline.org](http://monroevillageonline.org)

■ **Winchester Gardens**  
333 Elmwood Avenue  
Maplewood, New Jersey 07040  
888-415-0285  
[winchestergardens.com](http://winchestergardens.com)



4814 Outlook Drive, Suite 201  
Wall Township, NJ 07753  
800-222-0609  
[springpointsl.org](http://springpointsl.org)



4814 Outlook Drive, Suite 201, Wall Township, NJ 07753  
800-222-0609 • [springpointsl.org](http://springpointsl.org)