

The Always Best Care® Business Model Provides Franchisees with Multiple Revenue Streams

Written by Australian Business

(PRLEAP.COM) July 12, 2014 - Roseville, CA – With Always Best Care® Senior Services, one of the nation's fastest growing senior care systems, franchisees can drive revenue while building local credibility and visibility with their referral sources, thanks to an additional revenue stream from assisted living finder and referral services, according to founder and Chief Executive Officer Mike Newman.

Always Best Care is one of the nation's leading providers of non-medical in-home care, assisted living finder/referral services and skilled home health care. The company delivers its services through an international network of more than 200 independently owned and operated franchise territories and area representatives throughout the United States.

"The beauty of our three revenue streams," added Mr. Newman, "is that they all flow from the same referral sources. Once an Always Best Care franchisee has established his/her professionalism and business acumen with those referral sources, they have three distinct opportunities to generate revenue. This is exceptionally rare in the senior care business, where most providers generally only offer one of the three services."

The assisted living finder and referral services is a true bonus for many new franchisees, especially in states that require home care licensing. While obtaining a home care license may be a relatively quick endeavor in most cases, it also has the potential of delaying a new franchisee's ability to derive income from the provision of in-home care. Assisted living finder and referral services does not require any licensing, and since business emanates from the same referral sources as other services, it allows Always Best Care business owners to begin establishing their local credentials and positioning with those referral services while they are awaiting their home care license.

Plus – assisted living finder and referral services are free to clients – all fees are paid by assisted living communities. Importantly, many families who begin as home care referrals later decide to move into an assisted living community. A business built around only one or the other service can only capture a limited share of market.

These are some of the specific services offered in each of Always Best Care's three service areas:

Non-medical in-home care – Always Best Care's in-home care services include: Personal care, companionship, transportation; assistance with the activities of daily living, such as dressing, meal preparation, bathing, grooming, transportation, light housekeeping, assistance with walking, attending local events, visiting friends and neighbors, and others. Assisted living finder

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and referral services – Always Best Care franchisees match clients with three or four assisted living partners that offer the most appropriate living options based upon the client's needs, custom screening and available budgets. This service includes escorting clients and their families on personal tours of the matched communities, introducing them to residents and team members, often sharing a meal – all to help the family make an informed decision on which senior housing option is best for them. Skilled home health care – Where available, Always Best Care's home health team of professional skilled nurses and licensed therapists provide clients with an organized, thorough and completely individualized plan created with their specific needs in mind and often in conjunction with the primary care plan developed by the client's physician. Skilled care services may include: Medication management, wound care, diabetic care, pain management, disease management and therapy, injections and IV therapy, post surgery care, speech therapy, occupational and physical therapy, blood draws and others. Do you have what it takes to be an always Best Care business owner? Always Best Care wants to know!

For information on Always Best Care franchise opportunities, call toll-free 1-855-430-CARE (2273) or visit www.franchisewithalwaysbestcare.com .