

Additional bullet points of the program:

- AZNHA pays in 6 months installments @ \$50,000. Can cancel after 1<sup>st</sup> year with 30-day notice. Credentials for caregivers remain active until they need to fulfill CEU requirements.
- Cost of program is based on 20 caregivers/agency. If AZNHA falls short of the 2,000 AZNHA will be credited the short. If AZNHA needs more than 2,000, AZNHA will be billed for additional.
- Increases the cost of membership dues based on total number of member agencies – estimated increase between \$1,000 and \$1,500 annually
- Agencies are allowed to add additional training independently/directly with Brian at AZNHA discounted rates
- CEU's for caregivers cost \$5/CEU - \$15/year/caregiver
- Brian's program has been approved for the GUIDE program – All referrals from this program from Brian will be directed toward AZNHA
- Brian's program aligns with and has been approved for new legislation HB 2764 to provide the minimum training standards for memory care communities.
- Initial program fee may become cheaper in years to come as more caregivers become trained and only need CEU's.
- Provides AZNHA members a more distinguishable differentiator from the private and contract markets and will appeal to more w2 models to become members of AZNHA to meet the basic training standards
- Healthcare industry will have a better foundation for what home care supports and where home care exists in the healthcare continuum