



September 2010

## *Penny Wise and Pound Foolish in Eldercare Choices*

There is an old adage that rings true for many of us. Those of us who took the "Penny Wise/Pound Foolish" route have usually learned by experiencing disappointment. During this tough economy, many search for the lowest price, the discount or "deal" in securing everything from a kitchen appliance to the hiring of a professional.

We feel euphoric when we get that special item at a discount. I love a good sale, but did I really save by buying yet another sweater even if it was 10% less than the price I paid for the other 10? We get seduced by what we save when, in actuality, we have still spent money.

You may also choose a professional or service with the lowest price without realizing you are unable to measure value in dollars. For example, if you choose to employ an estate-planning attorney, you will be more certain to direct your wishes and protect your assets. This will in the end cost less than the low cost service.

Eldercare Services, a professional geriatric care management and caregiving company, has spoken with some who have declined to pay \$200 for a consultation about entitlements, community and skilled nursing care which might have benefitted them. We know of one family that was unwittingly misdirected to the wrong level of



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care where they had to use their own funds and where they later reported that their parents were not doing well.

The lessons to be learned are: 1) You will want to know the qualifications and experience of your advisors. When you find that capable expert you want to tell him or her what is important to you; 2) You want to ask them what all the choices are 3) You want to know the cost and funding options for each available choice; and 4) You should ask if they are compensated for referrals they make on your behalf.

If overall planning is needed, we recommend that you consult a Professional Geriatric Care Manager and an Elder Law Attorney. If you have already made your plans and are ready to move to a facility, we recommend that you use a service that does not receive any benefit from the facilities that it recommends and that the professional consulted has knowledge of all the alternatives and public benefits.

Many families that we have consulted with (costing them less than \$200) have saved hundreds to thousands of dollars with the identification of benefits based on entitlements, military services or local services.

Don't be "Penny Wise" when it comes to serious decisions that affect the quality of life of those you love. Get the direction and coaching you need from the experts. You pay the experts for their knowledge, educational qualifications and experience. You want a guide that has been certified to give the advice you are seeking. You want someone who follows a "code of ethics" and has professional standards for their practice.

Eldercare Services prides itself in having provided direction and coaching for families for the past 22 years and in having the majority of our Professional Care Managers with over 20 years experience in the field – all are certified as Care Managers.

**Eldercare Services provides Counseling, Support Groups, Home Care and Care Management to aid Family Caregivers. If you or someone you know could benefit from self-care, give us a call at (866) 760-1808.**

**ATTENTION!! Eldercare Answers is going green.**

To ensure you receive our newsletter, please send your email address to

[DanielleG@EldercareAnswers.com](mailto:DanielleG@EldercareAnswers.com).



1808 Tice Valley Boulevard  
Walnut Creek, CA 94595

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**ADDRESS SERVICE REQUESTED**

Eldercare Services has offices in Oakland, San Francisco and Walnut Creek, CA. Visit us on the web at <http://www.EldercareAnswers.com> for more information.

**Class Registration:** Please call at least 3 days ahead for more information regarding classes and support groups, visit us at [www.EldercareAnswers.com](http://www.EldercareAnswers.com) or call (925) 937-2018, (415) 469-8300 or email us at [info@EldercareAnswers.com](mailto:info@EldercareAnswers.com)

**Living Options for Seniors**  
Friday, September 17, 2010 from 10 AM to Noon

**Families Dealing with Dementia**  
Thursday, September 23, 2010 from 10 AM to Noon

Walnut Creek

**Community Classes**

When concerns for aging family members are part of every day life, or when they interfere with work, your health or other relationships, you need to join a support group.

**Caring for An Aging Family Member**  
2nd Thursday of every month from 7 to 8:30 PM  
1808 Tice Valley Blvd., Walnut Creek, CA 94595

1st Tuesday of every month from 6 to 7:30 PM  
605 A Cheney St., San Francisco, CA 94131

**Cost for Support Groups:** None  
**Support Group Registration:** Not required

**Support Groups**