



# How to Calculate the Value of Senior Living Options

VENTANA<sup>™</sup>  
BY  BUCKNER<sup>®</sup>  
Inspiring happiness.<sup>™</sup>





# Incredible benefits. Immeasurable value.

Value. It's not just a way to think about what your money buys, it's also the sum total of things that matter to you—the things you count on in life. Alongside the items whose value is easily measured—property, possessions, assets, etc.—there are others whose value is incalculable: the people you love, the places and experiences you cherish and the good health that enables you to enjoy and appreciate all of the above.



TO MOVE, OR NOT TO MOVE?

and all your other questions  
about senior living.

There is, of course, no single answer to the question of when it's time to make the move. Depending on your lifestyle, your interests, your current living situation, your family, your finances, your health and your goals for the years ahead—your answer could be very different from those of your friends and neighbors. The purpose of this booklet is to help you weigh the options, understand the benefits and make a decision that will lead to a satisfying, productive future for you and your loved ones.

In the pages ahead, we'll help you understand your senior living options and calculate the relative value of those options. We'll address many of the most common questions and concerns, with the goal of helping you make the best possible decision.

If you still have questions after reading this guide, or if you want more information on the value of Ventana by Buckner, don't hesitate to contact our team: **214.234.1035**.





## Q: WHAT ARE MY SENIOR LIVING OPTIONS?

**A:** Once you start comparing various senior living options, it can seem overwhelming. But actually, most senior living options fall into one of four general categories:

- **Stay put.** Depending on your current living situation, staying in your familiar surroundings may sound attractive. In considering this option, you'll want to weigh the risks and rewards. You'll want to assess things like taxes, home insurance and maintenance costs, and what your plan will be if your health unexpectedly changes. In almost every home where an individual has chosen to age in place, someone else (often an unpaid family member) works full-time to enable that choice. According to surveys, more than 20 percent of U.S. adults are employed as caregivers. Even long-term care insurance plans, which are designed to help offset medical costs, often leave significant gaps in coverage or limit the term of care. When calculating the costs and benefits of aging in place, it's always wise to plan for who will assist with your care if and when you need it.
- **Move to a rental community.** Rental communities vary greatly in terms of what they offer and how much they charge. Some include no additional services, meaning that you will need to move again if and when your health situation changes. Others offer limited on-site services such as dining and transportation and include the cost of utilities. Still others may provide some combination of healthcare, including such services as Assisted Living, Memory Care and/or Skilled Nursing. However, access to these services will require a substantial increase in monthly fees with no certainty of continued care should you no longer be able to afford it.
- **Move to a Continuing Care Retirement Community (CCRC).** CCRCs combine living accommodations with services, amenities, programming and a full spectrum of healthcare options, often in one location. Choosing a CCRC allows you to move into higher levels of care should you need them in the future—offering services like Assisted Living, Memory Care and 24-hour Skilled Nursing when needed at a significant increase to your monthly fee.
- **Move to a Life Care community.** A Life Care community offers similar services, amenities, programming and care options as a CCRC, but they take care one step further. As a Life Care community resident, you have priority access to on-site Assisted Living, Memory Care and Skilled Nursing at predictable future costs that are well below market rates. Life Care is the only senior living option where you are guaranteed never to be asked to leave—even if you outlive your assets.

Unlike the other options, Life Care communities such as Ventana operate on a model that covers the cost of Assisted Living, Memory Care and Skilled Nursing, assuring that unanticipated events will not bring unanticipated costs.

## Q: WHY DO PEOPLE CHOOSE LIFE CARE?

**A:** People choose Life Care communities for a number of emotional, practical and financial reasons.

- **Community.** Communities like Ventana offer residents the chance to establish a home within a new neighborhood, bringing beloved furnishings and memories along. They offer space to socialize, to branch out and travel, to entertain and dine out, to take classes and to attend concerts and theatrical performances—all free from the encumbrances of home ownership; no maintenance, no utility bills, no real estate taxes or homeowner's insurance premiums.
- **Care.** Of course, one of the best reasons to move to a Life Care community is usually the one farthest from our minds when we first arrive. The healthcare continuum enables a seamless transition to higher levels of care when needed within the same community, and provides the greatest benefit at the most challenging times of life. As explained on page 4, the Life Care model allows you to take advantage of the community's advanced care options—like Assisted Living, Memory Care and Skilled Nursing—at significant savings. At a Life Care community, your place is guaranteed for life.
- **Family.** For couples, the ability for one partner to remain in their Ventana Independent Living apartment while the other is cared for just steps away provides an incalculable degree of assurance. And for adult children, who might otherwise have to shoulder the physical and financial burdens of caregiving for a parent in need, this option can be a lifesaver.
- **Financial Security.** Protecting a financial legacy is yet another key reason financially savvy people choose Life Care. Thanks to the cost containment assured under the Life Care contract and the 90% refundable entrance deposit, the cost of your healthcare need not come at the expense of your estate.
- **Lifestyle.** In addition to healthcare services, most Life Care communities offer extensive amenities and services such as fitness centers, pools, theaters, fine dining and a rich array of programming options. To qualify for residence in a Life Care community, there are health and financial admission standards. Applicants must be capable of living independently at the time of applications and financial qualifiers vary according to the apartment selected. So, for most individuals, the best time to consider this move is when they are still physically able to qualify for admission and take advantage of the multitude of lifestyle choices the Life Care community presents.



# 83%

of HELP FOR OLDER ADULTS IS PROVIDED  
BY FRIENDS OR FAMILY MEMBERS.\*

\* 2017 Alzheimer's Disease Facts and Figures.

## Q: WHAT SHOULD I LOOK FOR IN CHOOSING ONE SENIOR LIVING COMMUNITY OVER ANOTHER?

**A:** For both residents and their close family members, the process of selecting a senior living community should be the product of a thorough and informative process. In many cases, families find that they are drawn closer through the experience, sharing information and opinions they might not have felt comfortable discussing with one another in years prior. So, what should you look for? Here are a few helpful steps:

- **Visit the community's Information Center.** Take the tour. Learn about the organization and the management. Do they have a track record of success? Ask about their menus and programming schedules. Study floor plans and models. Ask to meet and talk to current residents. Can you see yourself living here? Attend an open house or community event to meet others who are making the same search; share your impressions and ask for theirs.
- **Ask to see all the available residences or floor plans that meet your goals.** Be sure to check out the common areas, including the healthcare spaces. Observe staff members' behavior and interaction with residents.
- **Ask the tough questions.** Ask about the financial strength of the organization and its current occupancy. If occupancy is low, ask why. Ask to see financial reports, licensing and inspection reports and any complaint investigations in the recent past.
- **Run an Internet search.** Find out if there have been negative news reports, and see if there are relevant resident reviews online.
- **Find out if the community is for-profit or not-for-profit.** The two different types of communities can have different goals. Not-for-profit communities like Ventana by Buckner tend to have more conservative annual fee increases, lower staff turnover and reinvest revenue back into the community.
- **Take a close look at the contract.** Make sure you understand exactly what it does and does not cover. Ask "what if" questions to be sure you have a clear picture of how the community might address changes to your health or circumstances over time.

In the end, the right community for you should make you feel at home. You should feel welcomed by the staff, interested in connecting with the other residents, excited about the lifestyle amenities and feel like this space could be your home for years to come.

**49%**  
of **SENIORS**

**SAY RUNNING OUT OF MONEY IS  
THEIR BIGGEST RETIREMENT  
CONCERN.\***

\*AARP, May 2019, Report from Aegon Center for Longevity, Transamerica Center for Retirement Studies and Instituto de Longevidade Mongeral Aegon





## Q: HOW MUCH WILL IT COST?

**A:** Because Life Care community entrance deposits are often refundable, and because monthly fees cover services, amenities and programming as well as mitigating the cost of future care, it can be difficult, though not impossible, to make a direct cost comparison between Life Care and other living options.

To calculate the difference at Ventana, first note the entrance deposit amount associated with the apartment of your choice. Then subtract the percentage of the entrance deposit that will be refunded to you or your estate when your contract concludes (a 90% refundable plan is offered at Ventana). Then request an accounting of the monthly fee associated with that apartment and all that it covers: rent, taxes, utilities, homeowner's insurance, housekeeping, grounds keeping, all maintenance and appliance repair, some entertainment and recreational expenses and meals. Finally, you can obtain the average cost of assisted living, memory care and skilled nursing in the area by researching communities that offer those services on a monthly basis.

## Q: WHAT IF I HAVE A LONG-TERM CARE INSURANCE POLICY?

**A:** In most cases, long-term care policies will work hand-in-hand with Life Care at Ventana and can help defray monthly service fees. However, individuals who plan to age in place in a single-family home and utilize their Long-Term Care insurance to cover the costs must consider that their Long-Term Care policy probably doesn't cover the cost of 24-hour assistance and usually has a limited benefit period. They should also consider that in addition to care, someone will need to manage their household and expenses in addition to the care they need.

A Life Care community like Ventana provides assurance of 24-hour care by a team of professionals for the future, for life, even if one should outlive their assets. That care is provided at significantly reduced fees over market rate. Residents who have done a direct comparison are often surprised to learn that this option is the most comprehensive plan available and provides the most cost-efficient option while leaving their legacy intact.

about  
**70%**

of people WHO REACH AGE 65 ARE EXPECTED  
TO NEED SOME FORM OF LONG-TERM CARE AT  
LEAST ONCE IN THEIR LIFETIME.\*

\*National Association of Insurance Commissioners, 2019

## YOUR PERSONAL WORKBOOK:

# a self-survey for planning ahead.

**What do you really want? What will you really need? What can you actually afford? And what combination of available options will work best for your circumstances? Now is a great time to ask yourself those questions and to start planning accordingly.**

Use this personal workbook to take notes, jot down questions and complete the exercises to begin your search for the ideal senior living solution.

## 1. PERSONALITY ASSESSMENT

*If you answer "yes" to two or more of the statements below, a Life Care community could provide excellent opportunities for your future.*

**YES NO**

- ☐ ☐ I don't want to have to move again if my needs change in the future.
- ☐ ☐ I'm concerned about the cost of future care depleting my assets and leaving me wondering where to live.
- ☐ ☐ I would be more active if opportunities were available to me.
- ☐ ☐ I want to maintain my independence and make my own choices about how I will spend my free time.
- ☐ ☐ I enjoy interacting with others who are active and energetic.
- ☐ ☐ I would like to live in a supportive, social environment.
- ☐ ☐ I'm ready for a more carefree lifestyle.
- ☐ ☐ I would gladly let someone else handle the hassles of home maintenance and upkeep.
- ☐ ☐ I want to make sure I'm spending my money wisely.
- ☐ ☐ I prefer to make decisions about my future now so I'm not caught in a crisis or become a burden to my family should something ever happen to me.

# 70%

*of people 65+ ARE OPTIMISTIC  
ABOUT THE FUTURE OF THEIR  
PERSONAL HEALTH.\**

\* Mintel, Seniors and Health, 2017.



## THE VALUE OF WELL-BEING:

# health and happiness are inextricably connected.

More than just a matter of your physical health, wellness is an all-encompassing approach to living well and being well. As you explore senior living options, consider the many aspects of wellness that contribute to a full life.

- **Physical.** Improve balance, strength and cardiovascular health through fitness classes and personal exercise goals. Plus, be motivated by neighbors and friends who share those goals.
- **Social.** Build close, supportive and stimulating relationships through community activities.
- **Intellectual.** Expand your knowledge by participating in cultural events, book clubs, lectures, discussion groups and classes.
- **Vocational.** Share your knowledge and experience through volunteering, gardening, craftsmanship and the arts.
- **Spiritual.** Pursue a connection with inner values through community opportunities such as discussion groups, volunteer opportunities and weekly services.
- **Environmental.** Find happiness in your surroundings, enjoying the cultural and recreational activities of the community around you and the city you live in.
- **Health.** Rest easy in the knowledge that comprehensive health services—ranging from wellness clinics to physical therapy to assisted living, memory support and skilled nursing care—are always present and available.



## 2. ACTIVITY ASSESSMENT

Place a check mark by the activities that interest you.

PHYSICAL	THINGS YOU CURRENTLY DO	THINGS YOU WOULD LIKE TO DO IF YOU HAD THE CHANCE
Exercise classes	<input type="checkbox"/>	<input type="checkbox"/>
Swimming/water aerobics	<input type="checkbox"/>	<input type="checkbox"/>
Tai Chi/yoga	<input type="checkbox"/>	<input type="checkbox"/>
Walking/hiking	<input type="checkbox"/>	<input type="checkbox"/>
Strength/balance exercise	<input type="checkbox"/>	<input type="checkbox"/>
Golf	<input type="checkbox"/>	<input type="checkbox"/>
Other	<input type="checkbox"/>	<input type="checkbox"/>
<b>SOCIAL</b>		
Cultural events	<input type="checkbox"/>	<input type="checkbox"/>
Card games	<input type="checkbox"/>	<input type="checkbox"/>
Dining out	<input type="checkbox"/>	<input type="checkbox"/>
Hobby/interest groups	<input type="checkbox"/>	<input type="checkbox"/>
Professional entertainment	<input type="checkbox"/>	<input type="checkbox"/>
<b>INTELLECTUAL/VOCATIONAL</b>		
Volunteering	<input type="checkbox"/>	<input type="checkbox"/>
Lifelong learning classes	<input type="checkbox"/>	<input type="checkbox"/>
Study groups	<input type="checkbox"/>	<input type="checkbox"/>
Lectures	<input type="checkbox"/>	<input type="checkbox"/>
Travel, cruises, etc.	<input type="checkbox"/>	<input type="checkbox"/>

COGNITIVE DECLINE IS DECREASED BY **70%** IN SENIORS WITH SOCIAL CONTACT COMPARED TO THOSE WITH LOW SOCIAL ACTIVITY.\*

\*Elder Care Alliance, May 2017

## MAINTENANCE-FREE LIVING:

when you own your home,  
your home owns you.

**We've all been there. One appliance is repaired and another one fails. Even when it's fully paid for, the more time you spend in a home, the more money you'll spend on it.**

### GO WITH CONVENIENCE.

With a move to a Life Care community, someone else does all the chores. No longer do you have to do it yourself or find a trustworthy contractor. You can now spend your time doing the things you enjoy. Most communities provide interior and exterior maintenance as part of the monthly fee.

### LITTLE EXPENSES CAN ADD UP.

In your current home, a repair as simple as a leaky faucet can cost you more than \$100. With bigger repairs, the costs can be high and unpredictable. Even simple things like weekly lawn care services can be extremely pricey. Add property taxes, homeowner's insurance and utilities on top of the ongoing costs of upkeep and repair, and expenses can add up. Moving to a Life Care community can potentially save you thousands each year, while providing peace of mind for you and your family.

## 3. UPCOMING MAINTENANCE ASSESSMENT

**It's commonly suggested that 1-3% of your home's current value be budgeted for repair and maintenance each year. This varies based on the age and condition of your home, as well as the climate and weather in your area.**

	NEED NOW	WITHIN A YEAR	WITHIN 2 YEARS
Roof (repair or replace)	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
HVAC system (repair or replace)	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Plumbing (repairs)	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Electric (repairs)	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Windows and doors (replacement)	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Gutter cleaning or replacement	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Paint (interior and/or exterior)	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Carpet/flooring (replacement)	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Remodeling	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Cement or foundation (repair)	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Storm damages (repairs)	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Other	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>



## THE REAL VALUE OF CARE:

# choose a life full of value, not just full of expenses.

When you do the math, choosing the right Life Care community can offer a remarkable value, not only reducing your current expenses, but offering significant savings for your lifestyle, your healthcare and even your taxes for years to come.

### REDUCE EXPENSES.

In measurable terms, giving up owning and maintaining a home offers significant savings. Moving to a Life Care community can reduce your monthly living expenses immediately, as you leave behind maintenance, real estate taxes, homeowner's insurance, utility bills and dozens of other expenses.

### REALIZE BENEFITS.

Members at Ventana may be eligible for a tax deduction associated with payment of the entrance fee and ongoing monthly fees. Please consult your tax advisor for additional information.



# 90%

OF FAMILY MEMBERS OF SENIORS AND  
SENIORS AGREE THAT COMMUNITIES OFFER  
MAINTENANCE-FREE LIFESTYLES.\*

\*myLife Site, January 2019

## 4. CALCULATE YOUR CURRENT EXPENSES

Please use the following guide to help summarize your current monthly expenses. Then, based on desired floor plans and occupancy (single or double), we can assist you in understanding how your current expenses compare to living at Ventana. You might be surprised to discover it's more affordable than you think!

YOUR HOME	AMOUNT YOU PAY	VENTANA
<b>Home Expenses</b>		
Mortgage/Rent Payment	\$ _____	Included
Property Taxes	\$ _____	Included
Home Insurance	\$ _____	Included
<b>Ground Care</b>		
Lawn Service	\$ _____	Included
Lawn Equipment/Supplies	\$ _____	Included
Lawn, Shrub and Tree Replacement	\$ _____	Included
<b>Utilities</b>		
Water and Sewer	\$ _____	Included
Rubbish Removal	\$ _____	Included
Recycling Program	\$ _____	Included
Basic Cable Television	\$ _____	Included
Electric	\$ _____	Included
Gas	\$ _____	Included
Internet Service	\$ _____	Included
<b>Home Upkeep</b>		
General Maintenance and Repair	\$ _____	Included
Roof	\$ _____	Included
Heating and Air Conditioning	\$ _____	Included
Hot Water Heater	\$ _____	Included
Appliances (provided & maintained)	\$ _____	Included
Electrical	\$ _____	Included
Plumbing	\$ _____	Included
Painting	\$ _____	Included
Flooring/Carpet	\$ _____	Included
Outside Window Washing	\$ _____	Included
Housekeeping	\$ _____	Included
<b>Security and Monitoring</b>		
Home Security System	\$ _____	Included
Health Emergency Monitoring	\$ _____	Included
<b>Community Features</b>		
Flexible Meal Plan	\$ _____	Included
Wellness/Fitness Center	\$ _____	Included
Heated Swimming Pool & Whirlpool	\$ _____	Included
On-Site Programs & Events	\$ _____	Included
Local Transportation	\$ _____	Included
<b>TOTAL</b>	<b>\$ _____</b>	<b>\$ _____</b>

# WHEN YOU COMPARE COSTS, there is no comparison.

For all its fabulous features and amenities, one compelling reason to move to Ventana is not just the luxury of the lifestyle you'll enjoy, or the excellence of the health and wellness services you'll come to count on. It's the incredible value.

<b>MONTHLY FEE COMPARISON</b> <i>Second Person of Double Occupancy to Permanently Transfer to Healthcare</i>			
	<b>Other Communities*</b>	<b>Ventana</b>	
	Fees	Fees	Savings
<b>Assisted Living</b>	\$7,600	\$5,200**	\$2,400
<b>Memory Care</b>	\$7,800	\$5,200**	\$2,600
<b>Skilled Nursing</b>	\$11,260	\$5,200**	\$6,060

\* Private accommodations of similar quality in the Dallas area.

\*\* 2020 fees, subject to change.





## are you having fun yet?

Wherever you choose to spend the years ahead, only one thing really matters. Are you loving life? Happiness, it turns out, is the most important factor in determining both the quality and longevity of life. We could cite studies that show residents of Life Care communities tend to live longer than those who live elsewhere, but the real lesson of those surveys is that people who are living as they choose are happy with their choices. If your vision for the future is one where your future is secure, your home requires no maintenance, and luxury is yours to enjoy, consider the unparalleled Life Care community at Ventana by Buckner. It might be exactly the place where you belong.

**To secure your future at  
Ventana, contact us by phone:**

**214.234.1035**

**VENTANA**<sup>™</sup>  
BY  **BUCKNER**<sup>®</sup>  
Inspiring happiness.<sup>™</sup>

# the Buckner story:

## **Founded in Faith. Guided by Compassion. Tempered by Experience.**

Founded by Pastor Robert C. Buckner in 1879, Buckner International is dedicated to meeting the needs of vulnerable children and senior adults. Our hands-on ministry transforms lives and strengthens families locally and globally through Christ-centered values.

Buckner opened its first retirement community in 1954. Since then, the organization has continued to expand. Now, Buckner's retirement community division is one of the largest not-for-profit senior living organizations in Texas, operating five CCRC communities throughout the state. Once complete, Ventana will be the organization's impressive new flagship community.

# VENTANA™

BY  BUCKNER®

Inspiring happiness.™

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