

# AHI Member Agency Placement Methodology

You charge \$2000 total for unlimited use of our time identifying, touring, and moving into residential care. Since you do not accept referral fees, you are able to place people in all types of communities, even those who normal referral agents don't work with since they do not pay referral fees (like CCRC's). You put an "expiration date" on the unlimited use of our time at 6 months... meaning they have 6 months to actually move. You also guarantee your placement, so if the person needs to move again within those 6 months, you help again for free.

You collect \$1000 up front, and the second \$1000 after the move takes place. (If the placement doesn't happen after collecting the first installment, you bill the second installment when you are notified they aren't moving, or at 6 months). Your fee is non-refundable, so if they choose not to move at all, they have still paid us for your time and expertise.

We have never had an issue with communities not giving the discount (it's a much better deal for them since \$2000 is A LOT cheaper than a referral fee). That said, we do not recommend you refer to places you have not seen in person and don't have a good relationship with. We also always make sure we tell the client that the discount is not guaranteed, but that they will know if the community offers the discount or not before you even tour and if that factors into their decision they can see it or not.