



**BaptistCare**

# Flexible options

For a better retirement

Our agreement

Payment options

Receiving Home Care

Moving to Residential Aged Care

*Because  
we care*

# Options to suit you

It is important that you have the information you need to weigh up the benefits and expenses of moving into a retirement living community, so you can be sure that you are making the right choices.

At BaptistCare we offer a range of easy to understand flexible financial options to suit your individual circumstances. Should your needs ever change, our unique **adaptive living approach** helps to facilitate easy access to our Home Care and Residential Aged Care Services, giving you peace of mind that this move can be your smart move both now and into the future.

**Our passionate and supportive team members are here to answer any questions to ensure you feel comfortable with any decision you make. Our commitment is to provide peace of mind and certainty.**

## Our agreement

Under the NSW Retirement Villages Act (1999 No 81), there are three different types of ownership agreements:

- Lease hold
- Strata or community title
- **Loan licence agreement**

We offer a **Loan licence agreement**, where the price of your home is paid as an interest free loan to BaptistCare, giving you a guaranteed licence to live in your home for as long as you wish. A loan licence agreement provides greater flexibility than traditional home ownership and offers the following benefits:

- No stamp duty payable
- No capital replacements unlike strata titled arrangements
- No refurbishment costs when you leave
- Guaranteed fixed return (there is no capital loss or gain)
- You can free up your cash for lifestyle choices

## Costs

There are just two costs associated with a loan licence agreement:

- Entry payment, also known as an **ongoing contribution**, which guarantees you the right to live in your home.
- A fortnightly fee, also known as a 'recurrent fee', that generally covers council and water rates, building insurance, maintenance both inside and outside your home, gardening, upkeep of any shared facilities and the cost of any village staff.

## Peace of mind

We are confident you will be very happy with your decision to move into one of our retirement living communities. However, should you change your mind up to 90 days after moving in, you will receive a full refund of your entry payment and any fortnightly fees. You will only be required to pay market rent for the time you stayed. This peace of mind is guaranteed by legislation.

**\*If the standard or pay less flexible entry payment option is chosen you will have to pay a departure fee when you leave this village.**

# Flexible entry payment options

BaptistCare has introduced **flexible entry payment** options to suit you and your financial situation, depending on your individual needs and budget.

**Whatever choice you make, you will have absolute certainty over what you are paying and what you will get back if you leave.**

## Standard option. 70% return

If you choose the standard option you will receive a guaranteed 70% return of your entry payment if you stay 6 years or more. The remaining 30% will be deducted as a \*deferred management fee including:

- 5% non-refundable for the first year (if you stay 90 days or more)
- 25% for years 2 to 6 calculated daily.

## Pay more. Full return

If you choose to pay a higher entry payment, you can receive back the full amount you paid should you leave at any time.

## Pay less? Talk to us

We want retirement living to be as affordable as possible. To accommodate your individual circumstances, if you would rather pay a lower entry payment and receive a lower return when you leave, we can talk you through a range of options for you to free up the equity you need to live the retirement lifestyle you deserve.



# Adaptive living

It's important when downsizing to choose a place that can meet your needs both now and into the future. Our adaptive living approach provides ease of access to our Home Care and Residential Aged Care services, meaning you can live independently as you wish, while receiving the exact amount of support that's right for you. So you'll have peace of mind that you'll never have to lose the friendships and support that our community provides.

## Receiving a Home Care package

We are well aware that wait times for a government subsidised Home Care package (HCP) to become available can be long. When you're on a fixed income it may be difficult to fund much-needed care services yourself while you wait for the package to come through. In recognition of this challenge, BaptistCare has introduced an innovative way to ensure you can access and afford the services you need.

With this approach we offer:

- Priority access to our BaptistCare at home, Home Care services
- The choice to draw down from the entry payment of your retirement living unit to pay for BaptistCare at home services while you wait for a level 2 and above government subsidised level 2, 3, or 4 Home Care package to be approved
- Or choose to pay for these on a fee-for-service basis

In the interest of our residents, this draw down is capped at an amount of up to \$30,000 for a maximum of 2 years, based on BaptistCare at home service rates. Once your government funded Home Care package or upgrade is approved the draw down arrangement will immediately cease.

**This ensures you can access the home care services you need when you need them.**

## Moving to Residential Aged Care

It's important that you have peace of mind regarding more permanent care options in the event it is needed. We want to help you to access and afford this service more easily. We offer:

- To help facilitate easy access to our Residential Aged Care centres; subject to ACAT approval and availability
- If you are a couple and one of you needs to move into residential aged care, it is beneficial to know the purchase price paid for the retirement living unit is not taken into account as part of your assets when calculating your daily fee (RAD/DAP)
- When you move into a BaptistCare Residential Aged Care centre and an accommodation payment is required, we'll guarantee to fast track your refund from the retirement living community. When you vacate the unit and hand back your keys, you'll have the funds available within 7 days to ensure a seamless move
- Most importantly, your financial status will not impact your ease of access.

**As a BaptistCare Retirement Living resident, our goal is to support you through a more seamless transition to residential aged care should the need arise. Pricing and payment options will be discussed with you with the aim of making Residential Aged Care affordable and seamless for all.**

\*Deferred management fee can also be referred to as exit fee or departure fee.

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