

ECHO HOME CARE

Promoting Personal Health and Well-Being

Spring 2017 Vol. 1 (1)

Hello!

Please permit me to kindly request you to consider these **10** questions:

1. Do you need more time; more quality time?
2. Do you agree that time is money?
3. Do you agree that caregiving to a loved one can be time-consuming, overwhelming and stressful?
4. Do you know that caregiving to a family members may negatively impact career and business?
5. Do you know that about 30% of family caregivers die before the patient?
6. Do you agree that inadequate caregiving can make one feel personally guilty?
7. Do you know that accidents and not diseases is increasing the need for home care?
8. Do you know Researchers found that depression and life stress are linked with premature death, heart diseases, diabetes, disabilities, and chronic conditions?
9. Do you know that the odds that everyone will require a form of home care increases after 60 years?
10. Do you agree that caregiving can be expensive and yet affordable?

#1 PRIORITY FOR HIGH NETWORTH INDIVIDUAL (HNWI) LIKE YOU IS HEALTH, WELLNESS & LONGEVITY!

Starting this communication with questions is aimed to stimulate discussion on the important topic: **creating more time for health, wellness, family and business.**



Source: Genworth– Cost of Care Survey 2016

Indeed, we carefully researched your address because of the great success you have achieved in life. We salute your hard work. We appreciate your busy schedule. We are contacting you because you have the power to purchase quality services that may impact positively on your **HEALTH, WELLNESS, and LONGEVITY**

Healthy Relationship is the key!

Some argue everything is relationship. Actually, healthy relationship is the key– with family, money and people. **We at ECHO CARE is interested in establishing business relationship with you.** We have concluded that we can learn from you and do business with you. We can provide customized home care assistance service to you and your family.

HOME CARE ASSISTANCE AS INVESTMENT!

Research has shown that **HNWI** like you considered Health as the No.1 element to a **“a life well lived.”** Indeed, 98% of 640 HNWI with at least \$3 million in investable assets surveyed nationwide by U.S. Trust in 2015 agreed that their health, and investing in health, is as important as investing to build wealth. In the same survey, **nine out of 10 respondents are willing to spend more money on their health.**

“investing in health, is as important as investing to build wealth”

Agreed, health is wealth. Investment in personal health is the right thing to do; yet, some still argue against Home Care services.

Caregivers reporting:	
Negative Impact on health and well being	43%
Depression, mood swings, resentment	41%
Negative Impact on relationship with family, Spouse	35%
High Level of Stress	31%

Source: Genworth Beyond Dollars 2015

If your answers to these questions are YES; then consider Home Care Assistance. ECHO CARE is NJ licensed [HP 0247900], bonded and insured. ECHO is acronym for Excellent. Compassionate. Holistic and Outcome Care

PS: This Newsletter introduces ECHO CARE– a home care business. We would like to establish business relationship with you. We provide personalized quality home care to meet your NEEDS

SIX COMPLAINTS ABOUT AGENCY'S CAREGIVERS

1. Home Care Service is only for individuals that require post-hospitalization needs or physically disabled
2. Home Care agencies do not give proper oversight or supervision to the caregivers
3. Home caregivers have poor communication skills, not proficient and not punctual
4. Home Caregivers cannot provide services for longer hours and avoid live-in
5. Home Care Agencies charges are too high, inflexible and don't allow for monthly payments
6. Home Caregivers have limited scope of work they can do, and services cannot be changed.

Some explaining to do because these are no small issues:

Home care services are not limited to individuals that require post-hospitalization or who are physically incapable. Home care takes on the physical burden of care for those that need it. It saves time and reduces stress for the family. HNWI like you would have more time to attend to other things.

At ECHO CARE, home care is an organized and agreed assistance provided by trained personnel. It starts with a Nursing & Needs Assessment. For example, you may need good rest in the evenings of weekdays and on weekends. You may need someone who could be trusted and who had been background-checked to do some regular chores in the house and errands for you. You may need someone who will be able to assist, in case of any emergency.

Oversight of home care services is one of the core duties of the Agency.

At ECHO CARE, there is guaranteed and continued oversight, in-service training, supervisory visits and regular feedback from clients

Foreign-born caregivers constitute more than 95% of the employees. Foreign-born caregivers are not native English language speakers. Even in cases, where they speak English, the accents are often difficult for Americans. The good news is that Caregivers are quick learners, and within short time, s/he will measure up to your need.

Live-in (24-hour) or provision of services for long hours is possible. Indeed, long hours of service is an opportunity to add value to clients. If its agreed in the plan of care as Live-in; this will be at no extra charge. **Because we can understand your need, we can stay longer for your care.**

Home care cost, is never too high when viewed against the potential short-term and long-term benefits Home care services gives you more quality time and relieves you physically. This quality time at your disposal is the REAL DEAL!. Maximizing the value of this "extra time" is the BIG DEAL. Claim it! Use it!

TIME IS MONEY! Consider, the time value of money. Yes, you can "purchase extra time!" With more quality time at your disposal, you will, have less stress, better health and may make more money. Overall, the outcome is "YOU-win". Indeed, more qualitative and quantitative outcomes of good life for our clients, is our goal. **We would be glad to partner with you to find sustainable solution to inadequate time for health, wellness, business and family!**

Its never too early to get Home Care Assistance for your family. You are safeguarding your future health! Consider it as investment for "health, longevity and a life well-spent"

FACT: 28% of HNWI say that their Wealth comes at the Expense of their Health

SOURCE: U.S. Trust 2015 nationwide study

ECHO HOME CARE SERVICES

Certified Homemaker-Home Health Aide Services (CHHAs). The CHHAs licensed by NJ Board of Nursing provide Personal Care Assistance (PCA) with Activities of Daily Living, Mobility assistance, Live-in Care, Alzheimer's & Dementia and much more based on written care plan developed and supervised by RN.

Homemaker services help with household tasks such as cooking, cleaning, running errands, laundry, companionship, etc.

In-Home Skilled Nursing (IHSN) services performed by a New Jersey RN or LPN. These are curative, restorative, preventive, and palliative care prescribed by Physician.

Health & Wellness Assessment This is our flagship service provided in the comfort of your home. We conduct Comprehensive Health Risk Assessment to determine the state of health of client. We recommend a periodic assessment to guide against false security of annual check-up. RNs and Advanced Practice Nurses will provide this service for clients. A Personalized Health Maintenance and Prevention Plan will be customized for client based on the assessment; the results can be shared with client's Physician

Other Home Services include minor Home Repairs and Maintenance, Interior Painting, Gardening, Woodwork, Outdoor Kitchen, Lawn Mowing, Deck-cleaning, Clean-out, Photography, Sitter Services, Medical Alert, CareCALL, Indoor Air Quality Assessment, Diabetic Education for qualified clients

HOME CARE - WIIFM?

As an experienced investor, you still want to know why you need Personal Care Assistance? You want to know "WIIFM"? or "What Is In It For Me"? This question is fundamental; we all ask before making decision!

There are at least 10 Reasons in the next page to answer WIIFM, when you do business with ECHO CARE

10

WAYS ECHO HOME CARE WILL PROMOTE YOUR HEALTH & WELL-BEING “Caring for You”

1. **MORE QUALITY TIME...** More quality time with family,

51%



of caregivers said providing care reduced the time they spent with their children and spouses/partners as well as time to take care of themselves

Source: Genworth Cost of Care 2016

loved ones and friends. More time for business. More time means more money. More time for exercise and recreation. More time for wellness. Less stress! Less struggle to make up for inadequate time. **More quality time may mean more happiness and longevity for YOU!**

2. **HEALTH & WELLNESS ASSESSMENT ...for your HNW family.** The In-Home Health Assessment conducted by our licensed Healthcare Professionals is focused on your holistic

health - body, mind and spirit. We shall work with you and your family to promote health and prevent disease. The goal is for your family to have optimal and high-level of wellness. Medical research have shown that many diseases can be prevented; if right actions are taken.

“A focus on promoting health and well-being in middle age can have a far-reaching impact”

PubMed ID:25580043

From the periodic Health Assessment you will know your **State of Health**. Textbook recommendations for health assessment of age groups are enclosed in this newsletter.

Basically, we shall review your: medical history, medication management, your entire body systems including some physicals, nutrition, home safety, and administer some standardized tests. The results of the assessment will be used to produce a **Personalized Health & Wellness Plan**, which you can share with your Physician.

3. **QUALITY CARE for your loved ones..**

Recognizing that that 54% caregivers experienced negative impact on their health and well-being- ECHO CARE respectfully submits: Let a professional personal care assistant help you. Quality care supports health and well-being



Source: Genworth- Cost of Care 2016

4. **HOME IS WHERE THE HEART IS! ...** We all love our homes. **People** heal and feel better at home. Thus, we offer Personalized Care in the comfort of your home and other home-focused services. **Home Sweet Home** - the reason why 80% of U.S. seniors prefer to age gracefully in their homes?

5. **TRAINED & SUPERVISED CAREGIVER ...** You are a **client, Not a patient**. We consider it a privilege to serve you! Our staff in your home is “educated, trained and supervised”. Workplace research has shown better work output from an educated personnel than otherwise. Absolutely, our trained and educated caregiver is valuable to your family!

6. **HIGHER IDEAL: YOU’RE JOB CREATOR!..** By contracting out Home Care jobs to us, you are creating JOBS for others. You are helping other families to live. You are positively impacting the society. This is blessing! This is a higher ideal; higher purpose. **Be Happy!** There’s scriptural reference encouraging the rich to help the poor and low-income people. Professional Caregivers are among the lowest income earners.

7. **WE EXTEND YOUR PHILANTHROPY TO CHARITY...**

We pledge to donate a portion to charity of incomes from your qualified business with us. You can choose your charitable organizations. St. Jude’s Children Hospital and Wounded Warrior are favorite charities of our Founder– where he is an occasional small donor contributor. Researchers have shown **HNW families are fulfilled by their contributions to charity; and this fulfillment promotes WELL-BEING!**

8. **FREE NEWSLETTER WHEN YOU SIGN UP!** Information

is power. We intend to sort out relevant information from today’s information overload to provide to our clients, Quarterly or Special Newsletter on **Health, Wellness and Home issues**. Science is showing that benefits to have positive State of Happiness, State of Health and State of Well-being. One way we can take control is through “brain-healthy” information and activities. Just remember your “happiness” when you got the right information or answer; your first job; your first date These are evidences of happiness happening in our Brain. **Staying**

Happy promotes HEALTH & WELL-BEING. The Plan is to have community of Subscribers to share “positive information.” When you **sign up for our home care services, we shall send you free** Newsletter. **Paid subscription only** for the Newsletter is available from our website.

9. **PASTORAL CARE..** “We are praying for you” Holistic

care recognizes spiritual support, prayers, mediations in healthcare delivery. We commonly say “**Our thoughts and prayers are with you.**” At ECHO CARE “**We are praying for and with you**”. We stand ready to offer Pastoral Care for our clients. We would make arrangements for the service of a Chaplain.

10. **SPECIALITY CARE: HOSPICE CARE, RESPITE CARE, COMPANIONSHIP, ALZHEIMER’S & DEMENTIA Care**

We provide **Hospice Care** to clients nearing the end-of-life. This period requires empathy and sympathy being one of the most difficult times in a family. We provide **Respite Care** so that the family caregiver will have time to rest a little while. We provide **Companion Care**– once in a while, we all need someone to talk to, go shopping, attend cultural events or discuss with. We offer **Alzheimer’s & Dementia Care**. About 5.5 million Americans have Alzheimer’s dementia, and approximately 200,000 are under age 65 with younger-onset. One in 10 people age 65 and older (10%) has Alzheimer’s (Data from www.alz.org/facts).

PS: ECHO CARE - a Personal Care Assistance Firm anticipates and exceeds your Health & Wellness NEEDS

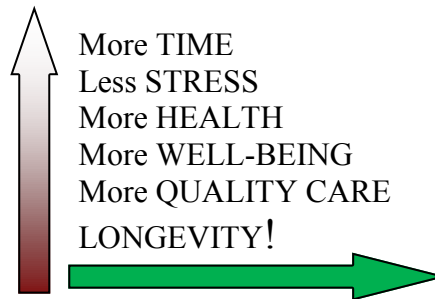
It's Time to Enjoy Great Personal Care
We are Professionals, Flexible & Willing to Grow your *Healthy* Lifestyle

We are contacting very few selected HNWI &
We are expecting, with thanks, your early response for our
Premium Services

IMAGINE!!!

HIGH Returns on Investment (ROI) on your Health & Well-Being with Personal Care Assistance

HIGH ROI =



Act NOW!!!

- *SCHEDULE YOUR HEALTH ASSESSMENT**
- *SCHEDULE YOUR PERSONAL CARE SERVICES**
- *SUBSCRIBE TO NEWSLETTER**

Complete the Contact Form on www.echocare.org

Email: echohomecare@gmail.com

Call for Care (973)-247-8988

Call or Text (862)-287-2688

Respectfully,

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