



Accommodation Revenue & Occupancy



At Pride Aged Living, we provide expert analysis of your accommodation revenue streams and occupancy to help you identify missed opportunities for income generation, ensuring your accommodation services are financially sustainable.

We facilitate business growth with expert direction, policy advice and procedural reviews driving increased profits from your accommodation revenue streams and occupancy.

Taking a consumer-responsive approach to marketing your facilities optimises income and EBITDA per resident.

Our three-factor approach addresses:

Accommodation pricing and policy.

Accommodation payment mix.

Occupancy.

Take pride in your success

George Suharev
Principal Consultant



We support aged care providers with:



Accommodation Pricing and Policy

We analyse and advise where to set your accommodation price (RAD/DAP) based on our proprietary three-factor model considering competition, affordability and sustainability.

Our review or creation of your accommodation pricing policies ensures alignment with industry best practices. We create and manage applications for higher RADs to IHACPA on your behalf.



Single Payment Plan

We provide a simple method for residents to pay all costs associated with residential aged care. This method allows them to set their monthly payments while minimising lump sum contributions. For providers, it eliminates bad debt risk, reduces collection activities, optimises liquidity and capital management, and enhances accommodation EBITDA.



Sales and Admissions Training

We thoroughly assess your customer experience, sales performance and referrer engagement. We develop admission policies and processes, as well as a refresh of your enquiry and marketing material.

Why partner with Pride Aged Living?

- We have developed market-leading methodologies for pricing and charging accommodation which provides flexibility for residents while optimising outcomes for providers.
- We reduce the administrative burden of managing price disclosure and applying for higher accommodation approval through IHACPA.
- We upskill your Sales and Admissions team to effectively sell the benefits of your facility, enabling you to obtain a premium price for accommodation and higher occupancy.
- With our guidance your consumer revenue streams are optimised, enhancing your EBITDA and financial sustainability.



For any aged care provider looking for assistance, support or external consultants, I can only recommend that you contact Pride Aged Living.

TODD YOURELL
CEO
ST ANDREWS

Get in touch

To find out more about how we can assist, please contact us at clientservice@prideagedliving.com.au or [02 9068 0777](tel:0290680777).

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PrideAgedLiving.com.au

