
Table of Contents

Table of Contents	1
Section 1: Identifying the Aging in Place Market and Its Needs ...	1
Learning Objectives	1
Introduction	1
Demographic Trends in the AIP Market	2
Key Takeaways	9
Section 2: AIP Market Segments	11
Learning Objectives	11
Introduction	11
AIP segment with Traumatic Change Needs	13
AIP Segment with Progressive Condition Needs.....	18
AIP Segment without Urgent Needs.....	30
Key Takeaways	37
Section 3: Communicating with Aging in Place Clients from A to Z	39
Learning Objectives	39
Introduction	40
Communication Skills	41
How to Analyze and Evaluate Various Impairments.....	44
Communication Scenarios for AIP Segments.....	52
Activity 3-1: Riley Family Interview	53
Activity 3-2: Client Email for Riley.....	54
Activity 3-3: Communication with Marge and Henry	56
Activity 3-4: Richard and Ruth Interview.....	58
Activity 3-5: Optimizing Communication Skills.....	59
Assessments.....	60
Key Takeaways	62

Section 4: AIP Contractual Considerations	65
Learning Objectives	65
Introduction	65
Authorizations for AIP Projects	66
CAPS Professional Contractual Considerations	68
Activity 4 – 1: Death and Nondisclosure With the AIP Client.....	71
Project Proposal	78
Activity 4 – 2: Presenting the Project	80
Key Takeaways	85
Section 5: Leveraging Partner Relationships.....	87
Learning Objectives	87
Introduction	87
Partnering with an HCP	88
Activity 5 – 1: Unfamiliar Terms and Phrases	102
Partnering With Other Specialists	103
Key Takeaways	106
Appendix A	107