



Have you considered joining *LeadingAge Washington*!

LeadingAge Washington is a state trade association serving not-for-profit and mission-driven organizations dedicated to providing quality housing and skilled long term services. We support 35,000 of our state's seniors and disabled individuals each day. About 12,000 employees work for, and more than 5,000 people volunteer, at our member communities. **LeadingAge Washington** represents and promotes the common interests of its members through leadership, advocacy, education, and member services to enhance their ability to provide quality care and service to their residents and clients.

Value ~ Growth ~ Success



As a **Business Partner**, there has never been a better time to be a member of **LeadingAge Washington**. Our member organizations have grown and today spend approximately \$600 million annually to provide needed housing, care and services to older adults in Washington State. As a **Business Partner**, your firm has access to **LeadingAge Washington** members, and a multitude of target-marketing opportunities to promote your business. Being a **LeadingAge Washington Business Partner** clearly provides value, growth and success opportunities to your company and to our senior care and housing members. You will receive:

- Our 2017 **LeadingAge Washington** "NEW" Electronic Membership Directory – includes names of community chief executive officers, licensed administrators, and key management staff and MORE!
- **advantAGE**, our bi-monthly member story newsletter;
- **In-Depth**, our bi-weekly broadcast of fiscal, policy and regulatory news & analysis;
- A business listing in the 2017 **LeadingAge Washington** "NEW" Electronic Membership Directory;
- A business listing and link on our **LeadingAge Washington** web page – www.LeadinAgeWA.org
- Increased visibility in Washington state as our membership grows;
- Educational seminars and meetings sponsored by **LeadingAge Washington** at member rates; and
- Targeted marketing, special events and promotional sponsorship advantages.

Don't delay! Budget 'Now' for 2017 - 2018 ~ fax or email the attached membership application for your company to be listed in our 2017 LeadingAge Washington Online Membership Directory & Professional Resource Guide TODAY! Updated monthly

It is through our collective power that we bring increasing value, growth and success opportunities to the senior housing and services market. Thank you, on behalf of all our members, for your future partnership with LeadingAge Washington!

Handwritten signature of Deb Murphy in black ink.

Deb Murphy, CEO

Handwritten signature of Pat Sylvia in blue ink.

Pat Sylvia, Dir. Education & Member Development

***LeadingAge Washington** serves not-for-profit and mission-driven organizations dedicated to providing quality housing, health care, adult day and other related services to our state's elderly and disabled individuals.*

Expanding the World of Possibilities for Aging

LeadingAge Washington is the largest state association representing the continuum of care for our aging population. With over 180 not-for-profit and mission driven member providers we support meaningful choices in long term services and supports for over 50,000 older Washingtonians. Our "Return on Investment" is the health, safety and wellbeing of our residents, our staff, and the communities in which we live.



ADVOCATE

Work with policymakers at local, state and federal levels to provide seniors with the access to services and care they need and deserve.



EDUCATE

Partner with our members and industry leaders to develop continued learning opportunities to ensure seniors are receiving the most up to date care and services.



INNOVATE

Collaborate with state departments, agencies, foundations and communities to create more effective and relevant ways to serve our aging population.

We Serve You Where You Live

Our members serve seniors wherever they call home: Independent Living, Affordable Housing, Adult Day Health, In-Home Care, Assisted Living, Skilled Nursing, and Continuing Care Retirement Communities (CCRCs).

- Alderwood Court, **Lynnwood**
 Arrowhead Gardens, **Seattle**
 Ashley Pointe, **Lake Stevens**
 Auburn Court, **Auburn**
 Bailey Boushay House, **Seattle**
 Ballard Landmark Inn, **Seattle**
 Ballinger Court, **Edmonds**
 Bayview, **Seattle**
 Boardwalk, **Olympia**
 Campus Towers Retirement, **Longview**
 (The) Cannon House, **Seattle**
 Canterbury Manor, **Bremerton**
 Cascade Park Active Day, **Tacoma**
 Cascade Park Gardens, **Tacoma**
 Cascade Park Vista, **Tacoma**
 CDM Caregiving Services, **Vancouver**
 Cedar Park, **Seattle**
 Cedar River Court, **Renton**
 Celebration Senior Living, **Federal Way**
 Centennial Manor, **Boise, ID**
 Chateau at Bothell Landing, **Bothell**
 Chateau at Valley Center, **Renton**
 Chateau Pacific Retirement Comm., **Lynnwood**
 Cheney Care Community, **Cheney**
 Christian Health Care Center, **Lynden**
 Columbia Lutheran Home, **Seattle**
 Conservatory Place, **Tacoma**
 Council House, **Seattle**
 Courtland Place at Rainier Court, **Seattle**
 (The) Courtyard at Cristwood, **Shoreline**
 Covenant Shores, **Mercer Island**
 CRISTA Rehab & Skilled Care, **Shoreline**
 CRISTA Shores, **Silverdale**
 Cristwood Garden, **Shoreline**
 Cristwood Park, **Shoreline**
 Deer Park Crossing, **Deer Park**
 East Valley Crossing, **Spokane Valley**
 Emerald Heights, **Redmond**
 Esperanza Apartments, **Seattle**
 Everett Heritage Court, **Everett**
 Foss Home and Village, **Seattle**
 Franke Tobey Jones, **Tacoma**
 Fred Lind Manor, **Seattle**
 Full Life Care -
 N. Seattle Adult Day Health Center, **Seattle**
 S. King Co. Adult Day Health Center, **Kent**
 S. Seattle Adult Day Health Center, **Seattle**
 Snohomish Co. Adult Day Health Center, **Everett**
 Garden Terrace, **Wenatchee**
 Garden Village, **Yakima**
 (The) Gardens at Juanita Bay, **Kirkland**
 Granite Falls Ret. Plaza, **Granite Falls**
 Green River Court Apartments, **Kent**
 Harbor View Manor, **Tacoma**
 (The) Hearthstone, **Seattle**
 Heron's Key at Gig Harbor, **Gig Harbor**
 Hilltop House, **Seattle**
 Holman Gardens, **Spokane Valley**
 Horizon House, **Seattle**
 Interurban Senior Living, **Seattle**
 Josephine Caring Community, **Stanwood**
 Judson Park, **Des Moines**
 Kawabe Memorial House, **Seattle**
 Keiro Northwest - Kokoro Kai, **Seattle**
 Keiro Northwest - Kokoro Kai East, **Bellevue**
 Keiro Northwest - Nikkei Manor, **Seattle**
 Keiro Northwest Rehab and Care Center, **Seattle**
 (The) Kenney, **Seattle**
 Kin On Health Care Center, **Seattle**
 King County Housing Authority, **Tukwila**
 Kline Galland - Polack Adult Day Center, **Seattle**
 Kline Galland Home, **Seattle**
 Kline Galland Hospice Services, **Seattle**
 La Conner Retirement Inn, **La Conner**
 Lakewood Meadows, **Lakewood**
 Legacy House, **Seattle**
 Legacy House, Adult Day Care, **Seattle**
 Life Manor Assisted Living, **Tacoma**
 Life Manor Retirement Community, **Tacoma**
 Lilac Plaza, **Spokane**
 Living Care Retirement Community, **Yakima**
 Lodge at Eagle Ridge, **Renton**
 Lynnwood City Center Senior Living, **Lynnwood**
 Martha & Mary Health Services, **Poulsbo**
 Marymount Manor, **Tacoma**
 McKay Healthcare & Rehab Center, **Soap Lake**
 Meadow Greens Retirement Comm., **Lynden**
 Meeker Court Apartments, **Kent**
 Memory Haven Sumner, **Sumner**
 Meridian Court Apartments, **Federal Way**
 Mirabella Seattle, **Seattle**
 Mountlake Sr Living, **Mountlake Terrace**
 Mt. Si Senior Center, **North Bend**
 MultiCare Adult Day Health, **Tacoma**
 New Haven at Bitter Lake, **Seattle**
 Norse Home, **Seattle**
 Northaven Assisted Living, **Seattle**
 Northaven Senior Living, **Seattle**
 Northshore Adult Day Health, **Bothell**
 Northwest Adult Day Health and Wellness Center,
Lynden
 Odessa Memorial Healthcare Center, **Odessa**
 Pacific Regent & Springs at Pacific Regent, **Bellevue**
 Panorama, **Lacey**
 Park Court, **Kent**
 Park Place Retirement and AL, **Seattle**
 Parkshore, **Seattle**
 (The) Pearl on Oyster Bay, **Bremerton**
 Pinewood Manor, **Bremerton**
 Providence Adult Day Health, **Spokane**
 Providence St. Joseph's Hospital, **Chewelah**
 Puyallup Tribe of Indians - Elder Service & Wellness
 Center, **Tacoma**
 Quail Park Memory Care Residences of West Seattle,
Seattle
 Quail Park of Lynnwood, **Lynnwood**
 Riverview Care Center, **Spokane**
 Riverview Terrace, **Spokane**
 Riverview Village, **Spokane**
 Rockwood Hawthorne, **Spokane**
 Rockwood South Hill, **Spokane**
 Rose Villa Senior Living, **Portland, OR**
 Salishan Gardens, **Tacoma**
 Scriber Gardens, **Lynnwood**
 Sea Mar Community Care Center, **Seattle**
 Seattle Union Gospel Mission, **Seattle**
 Shepherd's Garden, **Lynnwood**
 Sisters of St. Joseph of Peace, **Bellevue**
 Skyline, **Seattle**
 SNJM Washington Health & Well-Being, **Spokane**
 South Pointe, **Everett**
 Sprague Crossing, **Spokane Valley**
 St. Andrew's Place, **Port Angeles**
 Stafford Healthcare at Belmont, **Bremerton**
 Stafford Healthcare at Ridgemont, **Port Orchard**
 Stafford Healthcare in SeaTac, **Des Moines**
 Stafford Suites in Kent, **Kent**
 Stafford Suites in Port Orchard, **Port Orchard**
 Stafford Suites in Sumner, **Sumner**
 (The) Summit At First Hill, **Seattle**
 Sun Tower, **Yakima**
 Sunset Garden Apartments, **Puyallup**
 Tacoma Lutheran Retirement Community, **Tacoma**
 Three Rivers, **Richland**
 Timber Ridge at Talus, **Issaquah**
 Titus Village, **Kent**
 Trios Adult Day Services, **Kennewick**
 Tschirley Crossing, **Spokane Valley**
 Tukwila Village Senior Center, **Tukwila**
 Vashon Community Care, **Vashon**
 Victoria Park, **Seattle**
 Village Cove, **Seattle**
 Volunteers of America, W. Washington, **Everett**
 Warm Beach Senior Community, **Stanwood**
 Washington Masonic Charities, Community Outreach,
University Place
 Washington Odd Fellows Home, **Walla Walla**
 Washington Terrace, **Seattle**
 Wesley Homes Bradley Park, **Puyallup**
 Wesley Homes Des Moines, **Des Moines**
 Wesley Homes Lea Hill, **Auburn**
 Willamette - Federal Way, **Federal Way**
 Woodlands at Forbes Lake, **Kirkland**
 Woodrose Apartments, **Bellingham**





About LeadingAge Washington

LeadingAge Washington is the state association serving not-for-profit organizations and mission-driven members, dedicated to providing quality housing, health, adult day, community and related services to elder and disabled persons. LeadingAge Washington is affiliated with LeadingAge, a national association whose members serve two million people every day and are dedicated to providing the services people need, when they need them, in the place they call home.

LeadingAge Washington members endeavor to address the total needs of the individual – physical, emotional, social and spiritual. Members have distinct and charitable roots and strive to exemplify social responsibility, ethical actions, leadership, mutual support. All share a commitment to providing the highest quality of care to more than 35,000 elder and disabled persons throughout Washington State.

Our Mission

“LeadingAge Washington advocates for its members in the advancement of innovation, quality and social responsibility in aging services.”

Advocacy

With Regulatory Agencies: LeadingAge Washington is in regular contact with CMS, HUD, and the Washington State Departments of Social and Health Services, Health, Revenue, Labor and Industries, and Commerce, as well as the Governor’s Office, Legislators and staff, Office of Financial Management, State Building Code Council and State Fire Marshal. Our staff and members are strong participants on committees, task forces and work groups established by these state and federal agencies to develop rules, regulations and policies that affect the provision of aging services and housing in Washington state.

Advocacy Materials: LeadingAge Washington develops an extensive **Legislative Handbook** for members to effectively advocate before Washington’s legislature. The association’s **Public Policy White Papers** provide talking points when working with Legislators and other state policy makers.

Communication

LeadingAge Washington communicates with members via email when time is of the essence: **In-Depth**, a biweekly broadcast of fiscal, policy and regulatory news & analysis as it affects providers of senior housing, care and services; **advantAGE**, a bimonthly newsletter highlighting member news and association updates; **This Week In Olympia**, our weekly legislative briefing on key issues of importance to members during Legislative Session; Action Alerts, when your communication with your House and Senate representatives in the State Legislature and Congress is especially critical, as well as breaking regulatory news and member surveys. Our website, www.LeadinAgeWA.org, is information central for members and provides access to regulatory news, legislative alerts, direct communication with legislators, our professional development opportunities, online member and business affiliate directory as well as links to government agencies.

Bench-Marking Data

LeadingAge Washington conducts an annual **Salary Survey** which provides salary and wage information on over 50 different job descriptions in long-term care, assisted living and senior housing facilities throughout Washington. We also prepare periodic cost benchmarking data for members from statewide Medicaid cost reports.

Education and Networking

LeadingAge Washington sponsored conferences and seminars provide members with the tools needed to meet state and federal regulations, and provide the highest quality of care to the residents and clients they serve.

Annual Conference & EXPO: A wide variety of educational intensives and workshops are offered at LeadingAge Washington's Annual Conference each summer, as well as time for networking throughout the three-day meeting. In addition, over 50 vendors showcase their products and services at the EXPO.

Fall Leadership: Each Fall, LeadingAge Washington offers members an opportunity to learn from national experts methods to tackle major issues related to services for the elderly.

Seminars: LeadingAge Washington sponsors timely and relevant seminars and audio conferences/webinars throughout the year and is the co-sponsor of many seminars with state regulators and other associations to ensure providers receive timely and accurate information.

Cabinets, Councils, Advisory Groups: The association's policies and goals are determined by its members through active Cabinets, Councils and Advisory Groups. The committees study the important political, economic and legal concerns affecting members and make recommendations to the LeadingAge Washington Board.

Professional Networks: LeadingAge Washington offers a unique networking opportunity through its Professional Network structure. Disciplines, such as Marketing, Fund Development, Activity & Wellness, Human Resources, Marketing & Sales, Dietary, and Social Worker Professionals, meet together on a regular basis for education and sharing of information.

Group Programs

Group Purchasing: LeadingAge Washington's group purchasing program provides members savings through group purchasing power and volume discounts. The program also helps member organizations manage their purchasing costs by offering programs such as: Menu Planning Consultation, Standardization Program, Price Audits and Equipment Bidding Service.

Group Retrospective Rating Program: This program provides claims management and loss control services for workers' compensation services, and generates substantial refunds of workers' compensation premiums to qualifying, participating members. Through LeadingAge Washington's Safety Fund, participants can apply for rebates to help offset the cost of a variety of safety related purchases.

Group Property and Casualty Insurance: The group property and casualty insurance is designed to provide specialized coverage's at competitive rates for LeadingAge Washington members.

Group Employee Benefits: Uniquely crafted for our members only, this program provides members with solutions for employee medical, dental, vision, and other benefits. The program also provides support in creating communication pieces, open enrollment, education assistance, wellness strategies and more.



2018 Business Partner Membership Application

Date of Application: _____

The information you provide will be used in preparing our 2018 Online Membership Directory & Professional Resource App and to help determine eligibility for membership. *Please complete all responses.*

Name of Firm: _____

Primary Contact/Representative: _____

Add'l Rep. Name & Email: _____

Add'l Rep. Name & Email: _____

Add'l Rep. Name & Email: _____

Address for Directory: _____ City/Zip: _____

Mailing Address: _____ City/Zip: _____

Telephone: (____) _____ Fax: (____) _____ www. _____

Please select (2-3) categories that most correspond to your services/products (LIMIT 3):

<input type="checkbox"/>	Accounting	<input type="checkbox"/>	Equipment	<input type="checkbox"/>	Insurance	<input type="checkbox"/>	Purchasing Programs	
<input type="checkbox"/>	Advertising/Public Relations	<input type="checkbox"/>	Financial Services	<input type="checkbox"/>	Interior Design	<input type="checkbox"/>	Reimbursement	
<input type="checkbox"/>	Architecture/Design	<input type="checkbox"/>	Flooring	<input type="checkbox"/>	Laboratory Services	<input type="checkbox"/>	Retirement Planning	
<input type="checkbox"/>	Clinical Care	<input type="checkbox"/>	Food Services	<input type="checkbox"/>	Legal Services	<input type="checkbox"/>	Risk Management	
<input type="checkbox"/>	Construction/Engineering	<input type="checkbox"/>	Furnishings	<input type="checkbox"/>	Life Safety Solutions	<input type="checkbox"/>	Staff/Recruiting	
<input type="checkbox"/>	Consulting	<input type="checkbox"/>	General Contracting/Building	<input type="checkbox"/>	Linen Services	<input type="checkbox"/>	Sustainability	
<input type="checkbox"/>	Diagnostics	<input type="checkbox"/>	Home Care	<input type="checkbox"/>	Marketing	<input type="checkbox"/>	Technology/Computer/Software	
<input type="checkbox"/>	Education	<input type="checkbox"/>	Housekeeping/Lines/Laundry	<input type="checkbox"/>	Medical Supplies	<input type="checkbox"/>	Telecommunications	
<input type="checkbox"/>	Employee Benefit Services	<input type="checkbox"/>	HV/AC	<input type="checkbox"/>	Pharmaceutical	<input type="checkbox"/>	Therapy/Rehabilitation	
<input type="checkbox"/>	Environmental Services	<input type="checkbox"/>	Institutional Pharmacy	<input type="checkbox"/>	Physician/Nurse Practitioners	<input type="checkbox"/>	Transportation	
<input type="checkbox"/>	Additional Category (suggested)?						<input type="checkbox"/>	X-Ray Services

Please tell us about your company for our Directory (limit 75 words): _____

Is your firm part of a larger corporate structure? Yes ____ No ____

If so, what is the name of the parent organization? _____

What services/products does it provide, and to whom? _____

Does the parent corporation or any of its subsidiaries operate nursing homes, facilities, agencies or institutions for the aging?

Yes ____ No ____ If yes, in what states? _____

How did you learn about LeadingAge Washington? _____

Membership Options!

Diamond \$10,000 Ruby \$7,500 Sapphire \$5,000 Emerald \$2,500 Pearl \$1,000 Opal \$650

Membership is automatically renewed each year. Notification of changes regarding level or changes in options must be received in writing by 12/31.

Signature of Applicant: _____ Date: _____

Printed name of Applicant: _____

Please make checks payable to: LeadingAge Washington, 1102 Broadway, STE 201, Tacoma, WA 98402

If you have any questions, please contact Pat Sylvia, Dir. of Education and Member Development at psylvia@LeadingAgeWA.org

An Association of Not-For-Profit and Mission Focused Senior Living & Care Providers

1102 Broadway, STE 201 | Tacoma, WA 98402 | 253-964-8870 | F: 253-964-8876 | www.LeadinAgeWA.org



2018 LeadingAge Washington Business Partner 'Gem' Renewal Options

	Diamond \$10,000	Ruby \$7,500	Sapphire \$5,000	Emerald \$2,500	Pearl \$1,000	Opal \$650
LeadingAge Washington Online Mobile Membership Directory & Professional Resource App - Includes names of administrators & key staff	Online	Online	Online	Online	Online	Online
Business Listing in LeadingAge Washington Online Membership Directory & Yellow pages posted on website	✓	✓	✓	✓	✓	✓
Member rates on all educational seminars	✓	✓	✓	✓	✓	✓
Opportunity to participate in LeadingAge Washington committees, councils, advisory groups and professional networks	✓	✓	✓	✓	✓	✓
Direct Link from our LeadingAge Washington web page to your company website	✓	✓	✓	✓	✓	✓
Advertisement in the LeadingAge Washington Online Membership Directory	Full Page Color		1/4 Banner Color	1/4 Banner Color	1/4 Banner Color	AVAILABLE **
Workshop and Webinar Sponsorship throughout the year	✓	✓	✓	✓	✓	AVAILABLE **
Sponsorship at the LeadingAge Washington Annual Conference and EXPO, June (18) 19-21, 2018, The Davenport Grand, Spokane	✓	✓	✓	✓	AVAILABLE **	AVAILABLE **
Tradeshow booth at the LeadingAge Washington Annual Conference and EXPO (First Preference) June (18) 19-21, 2018, The Davenport Grand, Spokane	✓	✓	✓	AVAILABLE **	AVAILABLE **	AVAILABLE **
Sponsorship at the LeadingAge Washington Nursing Conference and 2018 Fall Conference (date & location TBD)(includes a booth at each)	✓	✓	✓	AVAILABLE **	AVAILABLE **	AVAILABLE **
LeadingAge Washington 's 2018 Awards & Recognition of Excellence ~ Silver Stars, Senior Star Video and Awards of Excellence recognizes those individuals and organizations who have made an outstanding contribution in the fields of aging!	✓	AVAILABLE **	AVAILABLE **	AVAILABLE **	AVAILABLE **	AVAILABLE **
Your company logo on the LeadingAge WA website	Homepage & Interior	1 Interior Webpage	1 Interior Webpage			

✓ Represents the benefits of each "Gem" Membership.

AVAILABLE Represents items that are not included at that specific level, but are available for an additional fee.



Growth ~ Value ~ Success! Depending on your goals, there is a 'Gem Level' to fit your needs.
Custom options are available— please feel free to contact Cassi Meritt at cmeritt@LeadingAgeWA.org