

Written testimony for Finance Committee, Senate bill 952

Support: Favorable

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My name is Paula Sotir. I have been the owner of CarePatrol Baltimore for the last 10 years. I wanted to describe the placement industry. This industry is “Like real estate” There are local agents and internet agents who get paid when they sell the house. So, when a placement company assists with placing a senior they get paid by the assisted living. The placement company has a contract with the assisted living on specific payment again very similar to a real estate agent.

The difference is that placing a senior in assisted living is more complicated than selling a house since our clients have different levels of health problems or what we call levels of care. Our goal is to find safe living options.

We need to only refer to licensed communities which is why the office of health care quality supplies a monthly list. We need to know the care capabilities of each assisted living so that those Als we refer can meet the clients’ medical needs today and in the future. Placement and referral services are needed more than ever for our expanding senior population.

The real goal of this bill is to raise the level of professionalism and transparency for this industry to protect seniors seeking placement. At present we have 114 placement and referral agencies in MD, which I believe has more than doubled in the past 2 years. We are asking you to support this bill. All placement companies should maintain general liability and all employees of placement and referring companies should have a criminal background check. We need to protect our Maryland seniors.