



Senate Bill 966 – Health Facilities- Assisted Living Programs – Referral & Licensure

Senate Finance Committee, March 5, 2020

House Bill 1615 – Health Facilities- Assisted Living Programs – Referral & Licensure

POSITION: SUPPORT

United Seniors of Maryland, USM is pleased to submit this letter of support for Senate Bill 966, which **creates new safe guards for seniors from predator referral entities** that currently go unregulated and unsupervised. Seniors are at grave risk for their current practices.

Maryland seniors deserve the most protection and safeguards when seeking Long Term Care Assisted Living arrangements against knowing individuals and entities who take advantage of our vulnerable elderly under false practices, non-disclosures and failing transparency.

Maryland seniors represent 22% of the state’s population and growing every day.

- OHCQ has expertise in regulating and oversight of the new wave of referrals for assisted livings. OHCQ will provide program development and regulation to protect seniors.
- Currently, referral entities and individuals refer the assisted livings that they have a non-disclosed financial relationship.
- Effectively, the referral entities are **paid head hunters** who gain as much as \$10,000.00 per head for their compensated referral.
- Seniors have no idea what they are being traded for and why for this *FREE* service.
- Seniors are at grave risk that the referral entity “matches” for their best payor and NOT the best “match” for the seniors real needs and puts them in danger in unlicensed assisted livings and assisted livings that are not authorized to meet the senior’s needs.
- Seniors become homeless and left on the street when they are removed from the wrong assisted living referral after selling all of the property and belongings.
- Referral entities and individuals are designed into a pyramid scheme where they open and close with **NO ACCOUNTABILITY** to the senior and their families.

We urge your favorable report. If you have any questions, please contact Elizabeth Weglein, **United Seniors of Maryland** at 410.608.7966.