

2 months. 2 communities. 7 move-outs prevented.

Vitality Living protects residents and revenue, preventing seven fall-related move-outs across two communities in two months and **saving over \$175,000 annually.**



“Every move-out we avoid means continued quality care for the resident, as well as an increase in our ability to reach and maintain our occupancy goals. SafelyYou proved its value both in the huge amount of dollars saved and in the improved quality of care we can provide. And that’s priceless to me.” — *Chris Guay, CEO, Vitality Living*

The problem

- Memory care residents with multiple falls were high risk—and were moving out at a high rate.
- Most falls were unwitnessed, making them difficult to accurately assess, and the community adhered to a strict “when in doubt, send them out” policy.
- Unseen falls meant root causes were unknown, preventing effective clinical interventions and leading to frequent EMS calls.

The solution

- SafelyYou is implemented, revealing the true fall rate, each fall’s severity, and intentional self-lowering.
- Clear fall video shows how an on-the-ground event happened—and provides critical details to help keep it from happening again.
- SafelyYou clinical experts partner with on-site staff, developing person-centered interventions to support residents and their families.

The outcomes

88% of unnecessary ER visits avoided

SafelyYou fall video empowers staff to accurately assess and categorize falls, avoiding unnecessary ER visits.

Greater trust and transparency

With SafelyYou, Vitality saw critical details of on-the-ground events and could have more informed conversations about how and why falls occurred, building stronger, more trusting relationships with families.

Over \$175,000 saved

Vitality avoided 7 fall-related move-outs across two communities in two months, with an annualized value of over **\$175,000**, including lost revenue from vacancy, room turn, resident acquisition costs, and sales commissions.