

“There’s no place like home...”

So let’s keep your home safe!

Information shared by: Lyndsey Burmeister



No matter what type of home...



Solutions Exist !!!



lifewaymobility

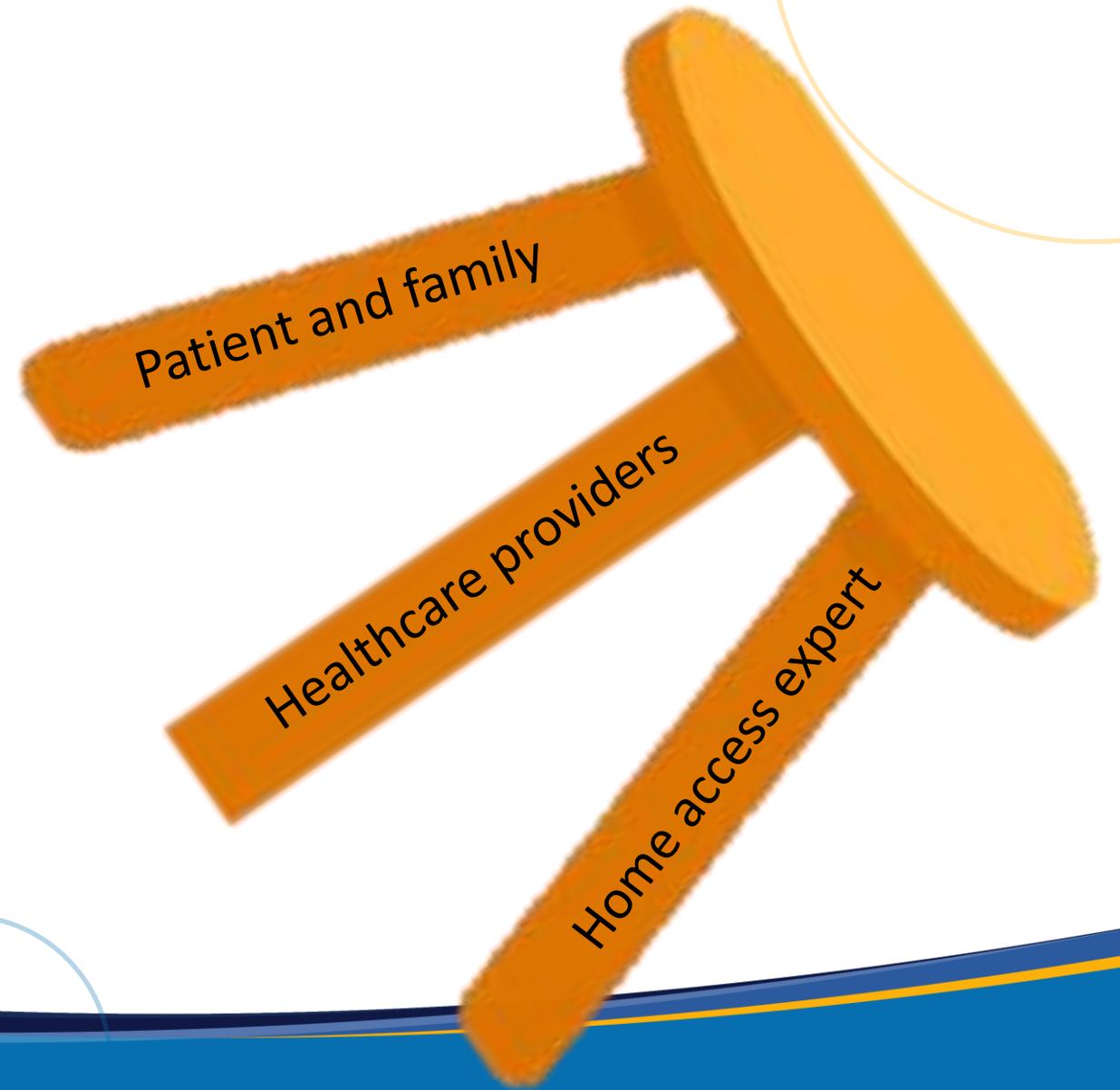
Individualized and custom solutions

Increase home function, safety and accessibility

Help clients stay at home as long as possible

Performing consultations together yields the best results

Like a 3-legged stool, the plan will fail without everyone's input



Complimentary Consultation

What our team is focusing on...

**Entrances &
Exits**

Levels & Stairs

Bathroom Safety

**Anywhere
Transfers Take
Place**

Simple Solutions

- ✓ **Grab bars**
- ✓ **Support poles**
- ✓ **Portable ramps**
- ✓ **Threshold ramps**

More Complex Solutions

- ✓ **Modular Ramps**
- ✓ **Straight & curved stair lifts**
- ✓ **Wheelchair lifts (VPLs)**

Bathroom Safety Solutions

- ✓ **Bathroom Safety Equipment**
 - ✓ Toilet risers
 - ✓ Toilet lifts
 - ✓ Bathtub lifts
- ✓ **Grab bars and support poles**
- ✓ **PT rails**
- ✓ **Wide range of transfer equipment**
- ✓ **Tub to shower conversion**

Lift & Transfer Systems

- ✓ **Sit-to-stand**
- ✓ **Hoyer**
- ✓ **Ceiling-mounted track systems**
- ✓ **Pool lifts**

Most Common Questions

How soon can you see my house?

How much will equipment cost?

How do I pay for this? Will Medicare help?

Where do I begin?

Most Common Questions

How soon can you see my house?

Usually within 2-3 days

How much will equipment cost?

It varies depending on recommendations

How do I pay for this? Will Medicare help?

Medicare covers a very small amount of DME (durable medical equipment). There are grant programs through the VA, Medicaid, and non-profits that may help. 70% of our clients pay out of pocket for equipment and modifications.

Funding Resources

- Assistive Technology Partners
- Medicaid & VA
- City & National Grant Programs
- Non-Profits and Foundations
- Long Term Care Insurance
- Vocational Rehab
- Worker's Compensation
- Home Builders Foundation (major Metro areas)

- *Sales tax waived with receipt of RX*
- *Financing programs now available through* **affirm**

www.LifewayMobility.com

TAX EXEMPTION FORM

DME/Mobility Enhancing Equipment*

Patient Name _____

Address _____ City _____

Phone Number _____ Email _____

Equipment Needed - Check All Recommended

- | | |
|---|--|
| <input type="checkbox"/> Grab Bars | <input type="checkbox"/> Stairlift |
| <input type="checkbox"/> Lift Chair/Recliner | <input type="checkbox"/> Support Pole |
| <input type="checkbox"/> Lift - Ceiling | <input type="checkbox"/> Toilet Riser |
| <input type="checkbox"/> Lift - Floor (Hoyer) | <input type="checkbox"/> Walker |
| <input type="checkbox"/> Ramp - Modular | <input type="checkbox"/> Wheelchair Lift |
| <input type="checkbox"/> Ramp - Portable | <input type="checkbox"/> Other |
| <input type="checkbox"/> Scooter | |

Medical Necessity - Check All That Apply

- | | |
|--|---|
| <input type="checkbox"/> ADLs and Quality of Life | <input type="checkbox"/> Stroke |
| <input type="checkbox"/> Safety Concerns | <input type="checkbox"/> Parkinson's |
| <input type="checkbox"/> Severe Chronic Back Problems | <input type="checkbox"/> MS - Multiple Sclerosis |
| <input type="checkbox"/> Bi-Lateral Knee Arthritis | <input type="checkbox"/> ALS -Amyotrophic Lateral Sclerosis |
| <input type="checkbox"/> Peripheral Neuropathy | <input type="checkbox"/> Lumbar Spinal Stenosis |
| <input type="checkbox"/> Osteopenia with High fx Risk, Frailty | <input type="checkbox"/> Inclusion Body Myositis |
| <input type="checkbox"/> BI - Brain Injury | <input type="checkbox"/> SCI - Spinal Cord Injury |

Ordering Physician: _____

Alternatives to home modification/equipment installation

Average Cost of Stair Lift

\$ 3,900

Average Cost of Ramp

\$ 4,200

Average Cost of Home Care/Month

\$ 2,400

Average Cost of Independent Living/Month

\$ 3,000

Average Cost of Assisted Living/Month

\$ 5,000

Average Cost of Skilled Nursing/Month

\$ 10,000

\$0 \$1500 \$3000 \$4500 \$6000 \$7500 \$9000 \$10500

Average Cost Over 3 Years

Average Cost of Stair Lift

\$ 3900

Average Cost of Ramp

\$ 4200

Average Cost of Home Care

\$ 86,000

Average Cost of Independent Living

\$ 108,000

Average Cost of Assisted Living

\$ 180,000

Average Cost of Skilled Nursing

\$ 360,000

\$0 \$50,000 \$100,000 \$150,000 \$200,000 \$250,000 \$300,000 \$350,000

Average Cost Over 5 Years

Average Cost of Stair Lift

\$ 3900

Average Cost of Ramp

\$ 4200

Average Cost of Home Care

\$ 144,000

Average Cost of Independent Living

\$ 180,000

Average Cost of Assisted Living

\$ 300,000

Average Cost of Skilled Nursing

\$ 600,000

\$0 \$100,000 \$200,000 \$300,000 \$400,000 \$500,000 \$600,000

Every client's path will look different.
Some start with and make do with
grab bars and handrails.

Others outfit their home with ramps,
lifts, and modified bathrooms.

“Ideal”

A conceptual illustration of a mountain with a winding path leading to an 'Ideal' peak. The mountain is a grey, conical shape with a dark grey winding path that starts at the bottom left and spirals upwards to the top right. The path is marked with a dashed white line. The background is a blue sky with several white, fluffy clouds. The word 'Ideal' is written in yellow text at the top right, near the peak of the mountain. The word 'Make do' is written in yellow text at the bottom left, near the start of the path.

“Make do”

Complimentary Consultations

What our team is focused on...

**Entrances &
Exits**

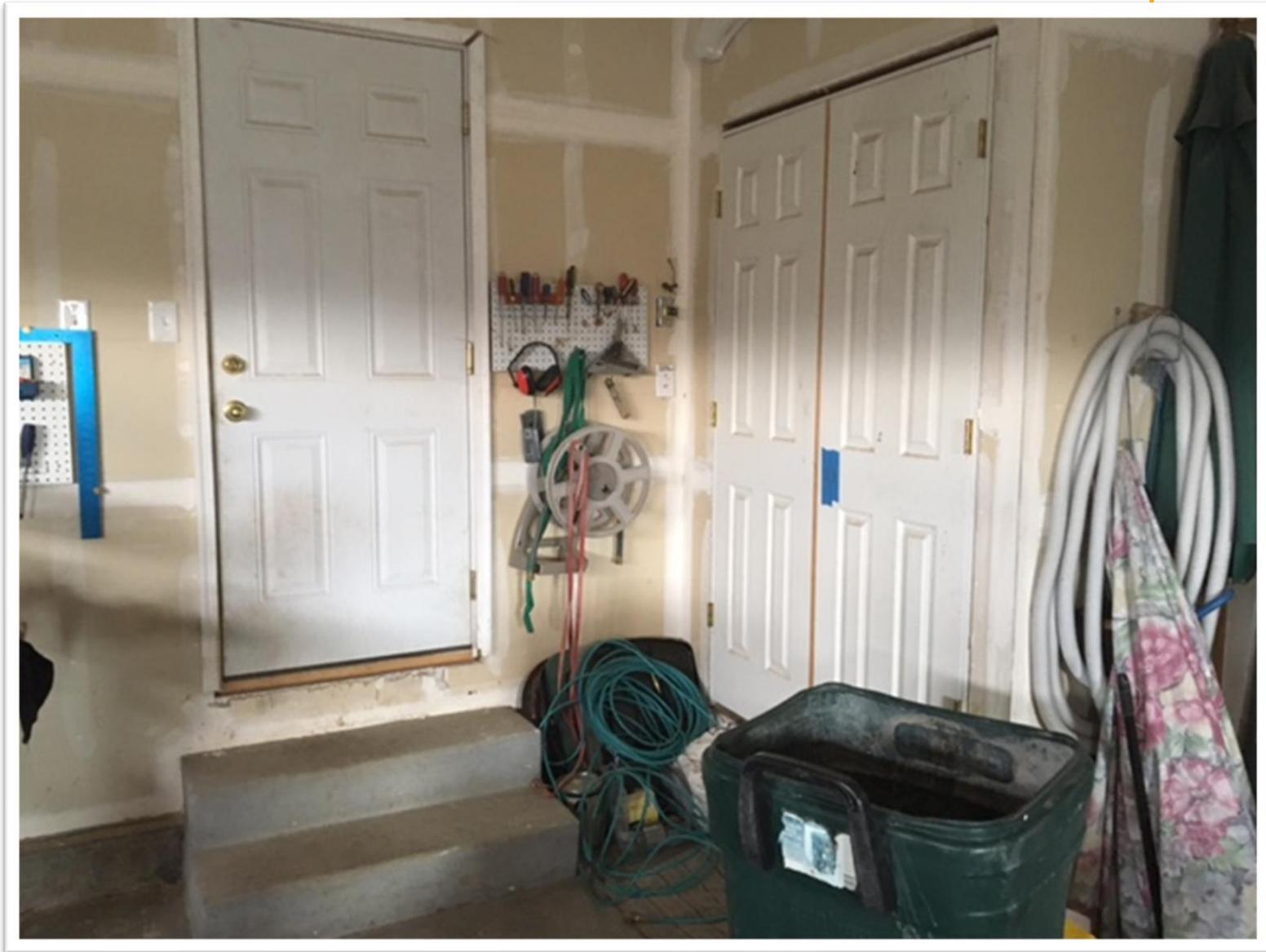
Levels & Stairs

Bathroom Safety

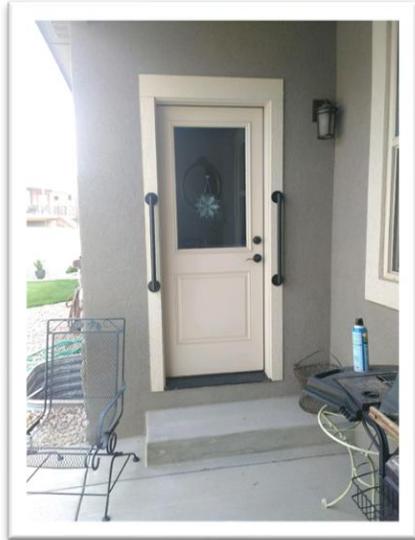
**Anywhere
Transfers Take
Place**

Entry Barrier:

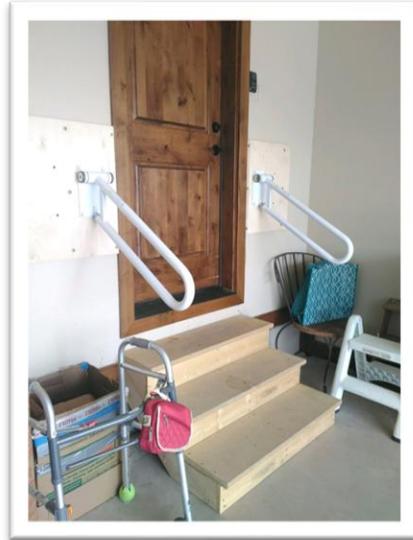
**Garage
steps, no
railings or
grab bars**



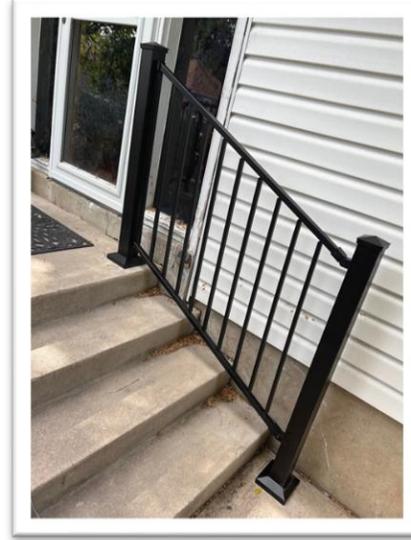
Entry Solutions:



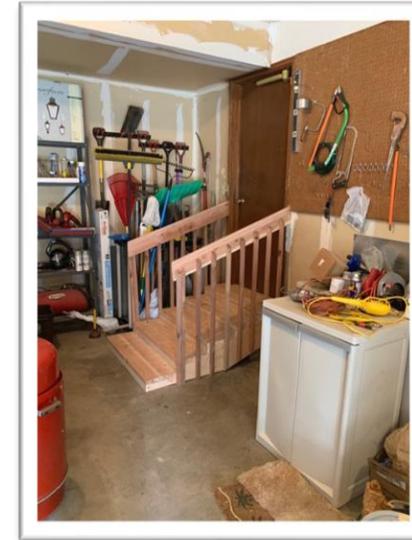
Grab Bars



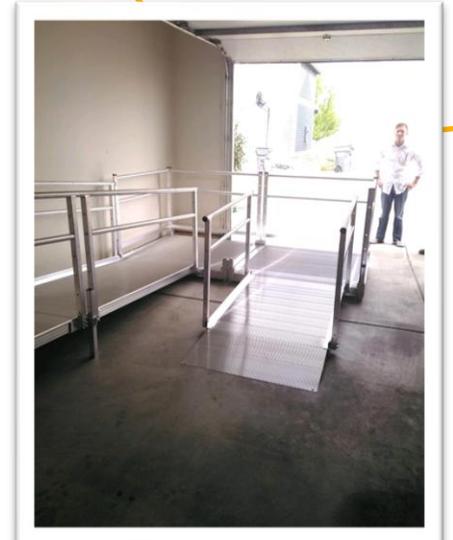
**Angled PT
Rails**



Steel Railings



**Build Easy
Steps**



**Modular
Ramp**

Front Entrance



Rear Entrance

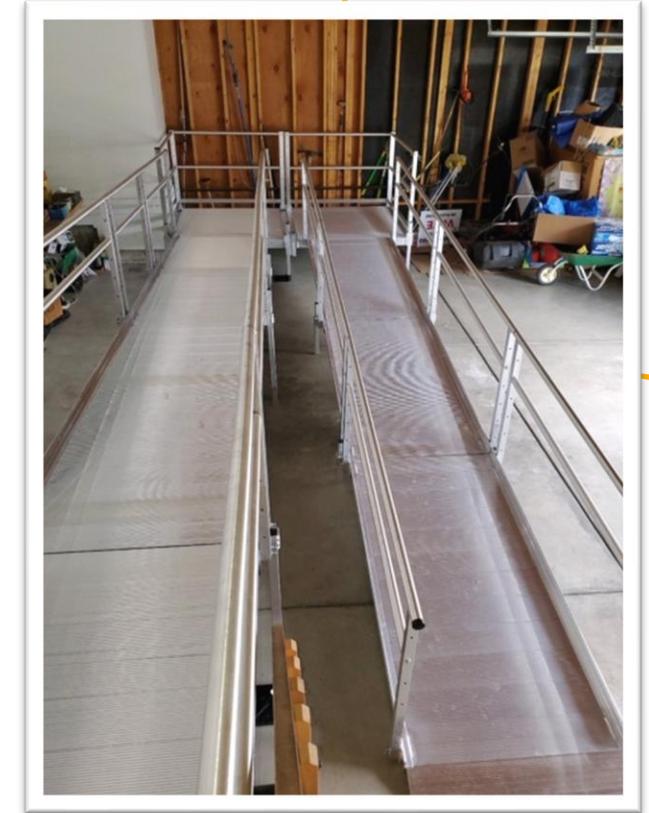


What about more than 4 steps...to avoid a large ramp system like this.

Average Step =
7 inches of rise

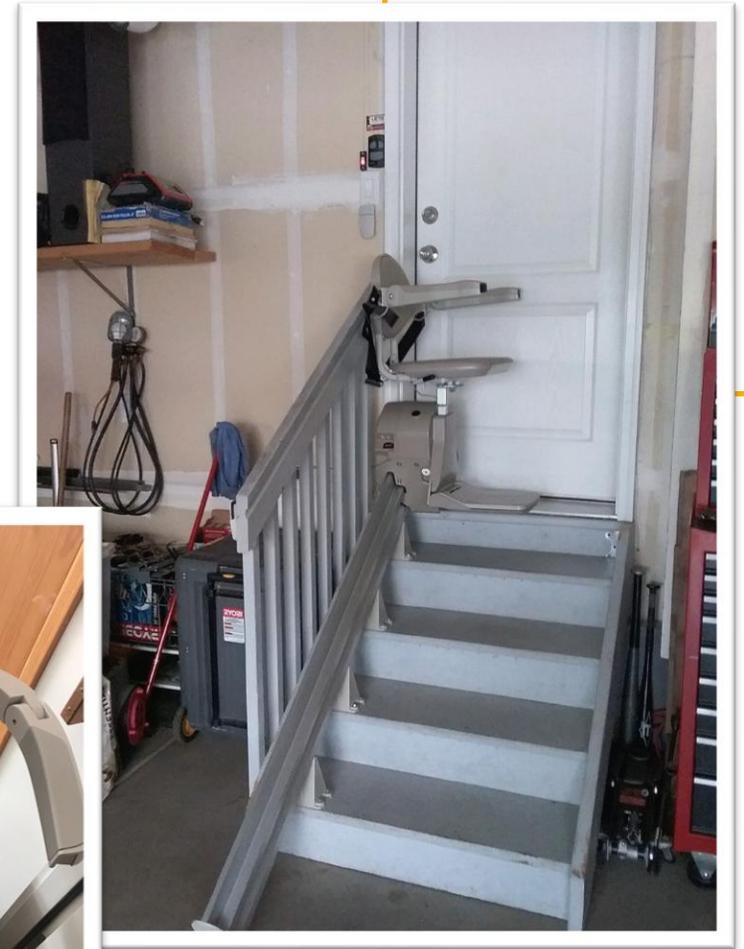
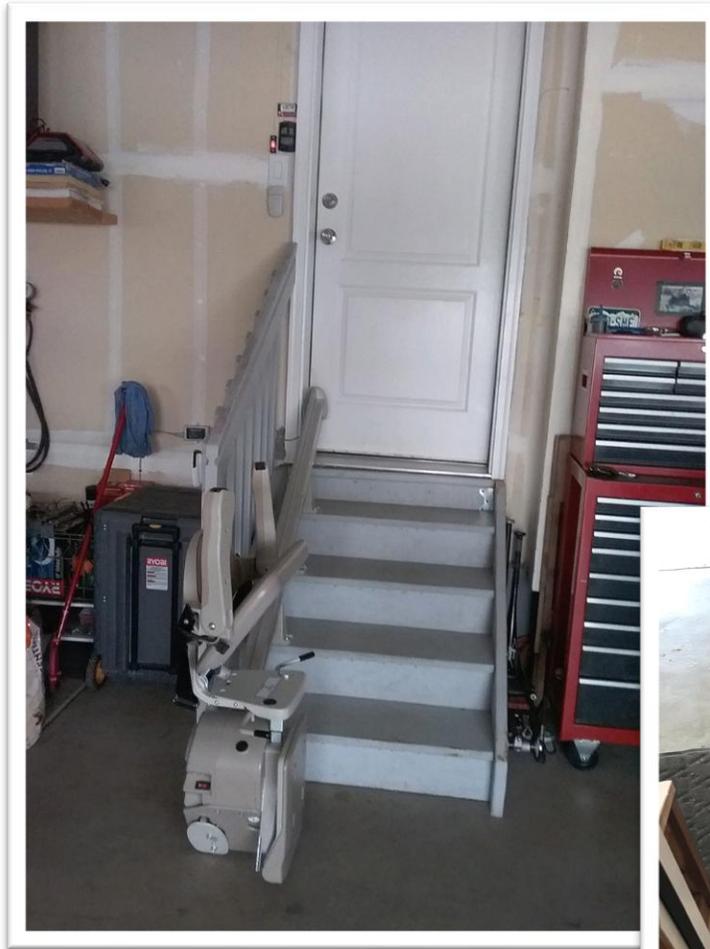
4 steps =
28 inches of rise

28 inches of rise =
28 feet of ramp
PLUS platforms
for turns



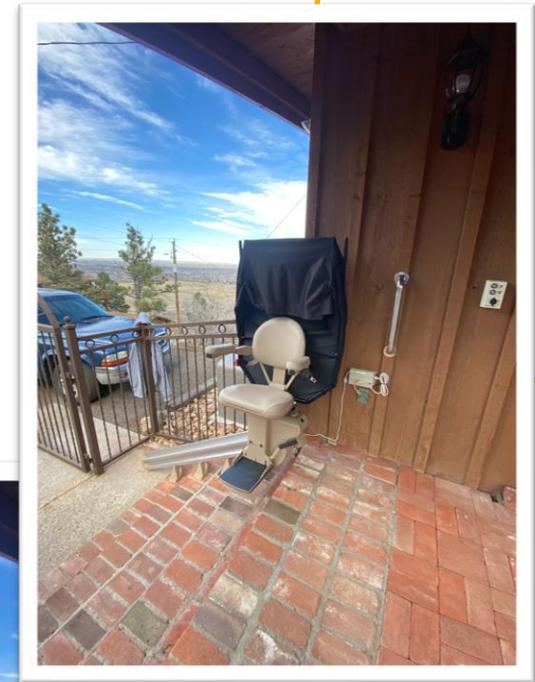
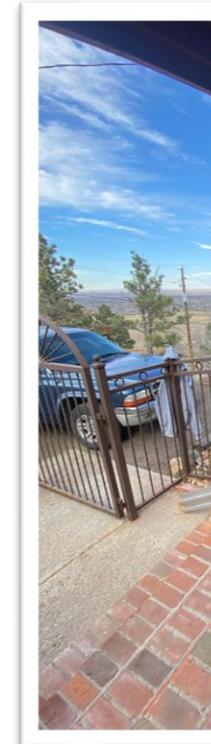
Entry Solution:

Stair Lift
installed on
garage stairs



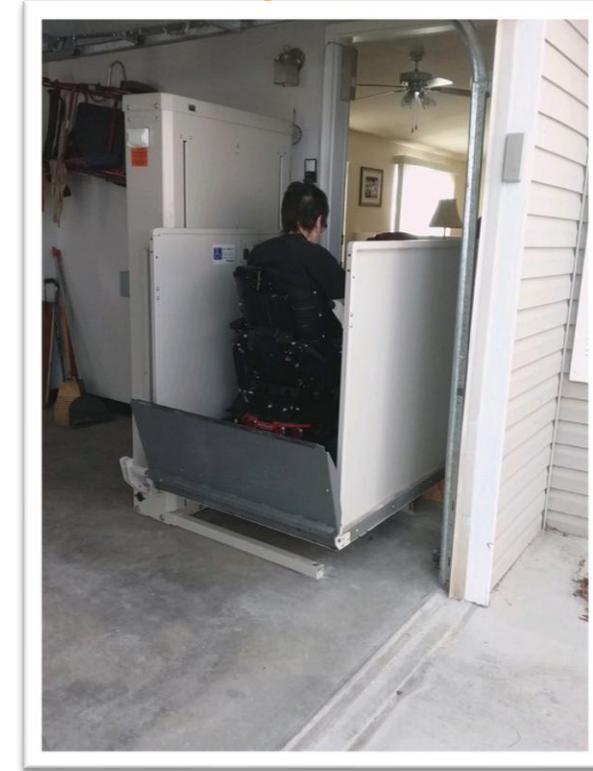
Entry Solution:

Stair lifts can also be installed outdoors (they come with a cover)



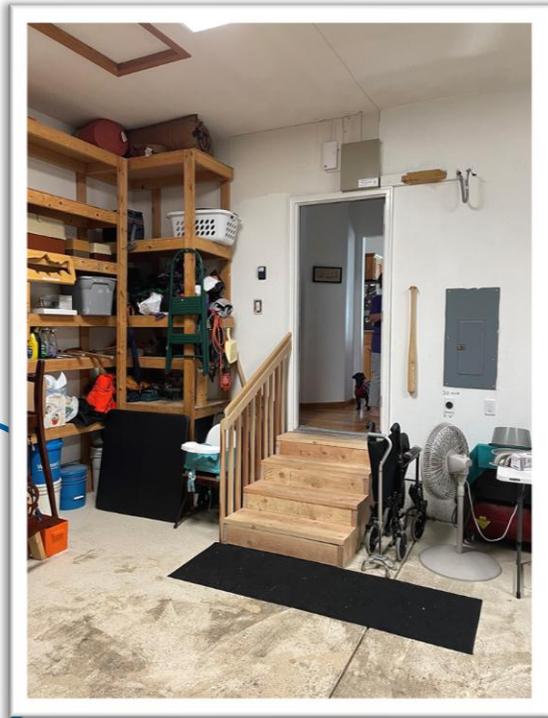
Entry Solution:

Wheelchair Lift (Vertical Platform Lift)

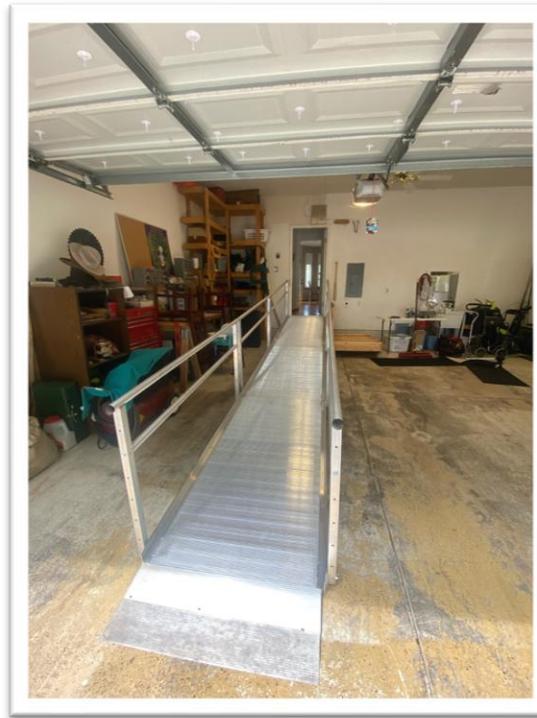


Entry Solution:

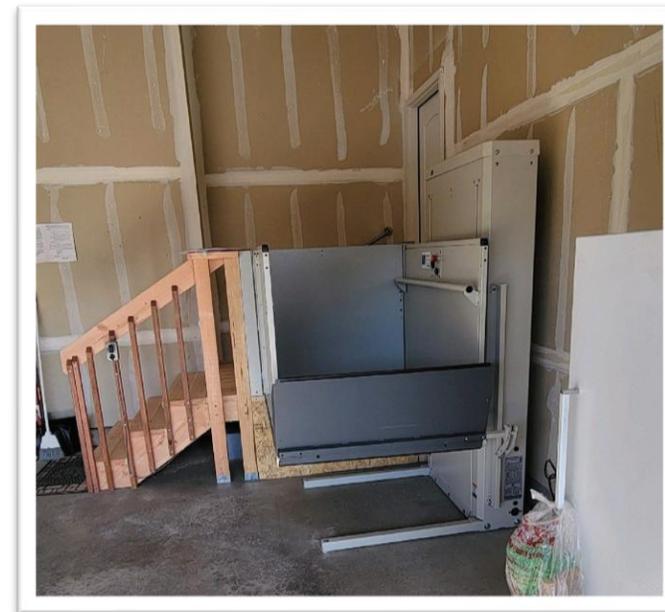
Install (temporary) ramp while permanent solution is on order

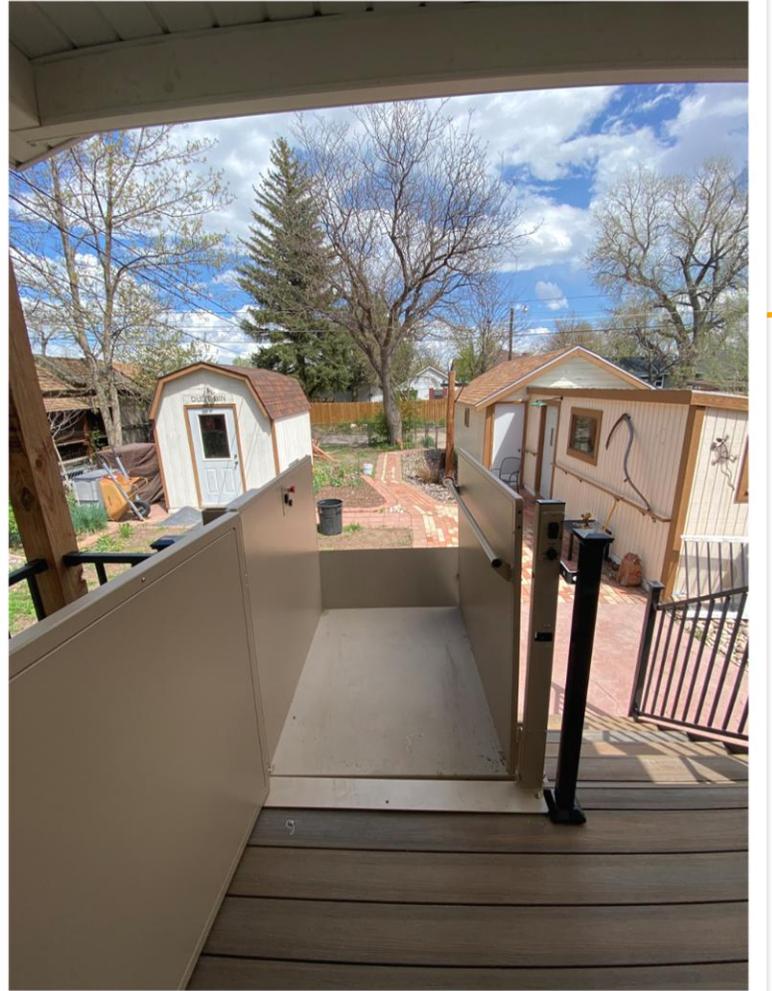


Before: 4-step entry



Safe, temporary solution

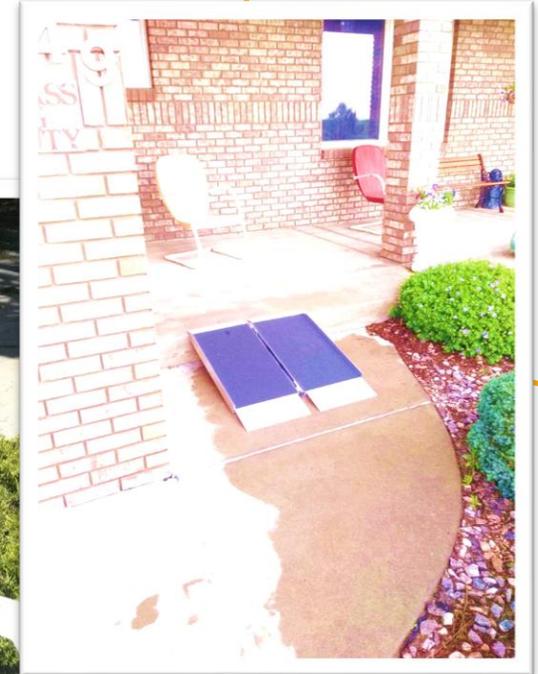




Exterior Solution:

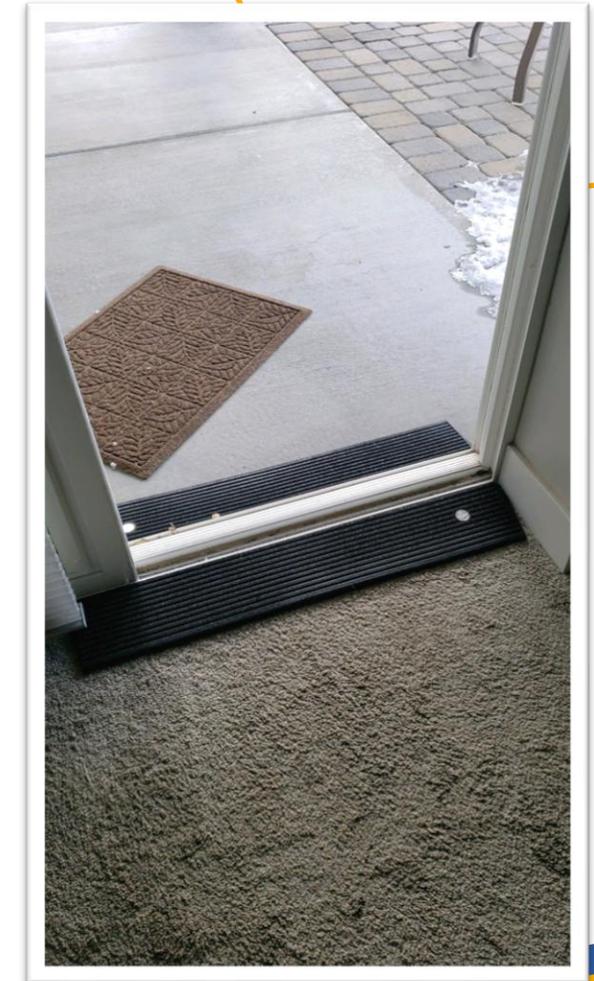
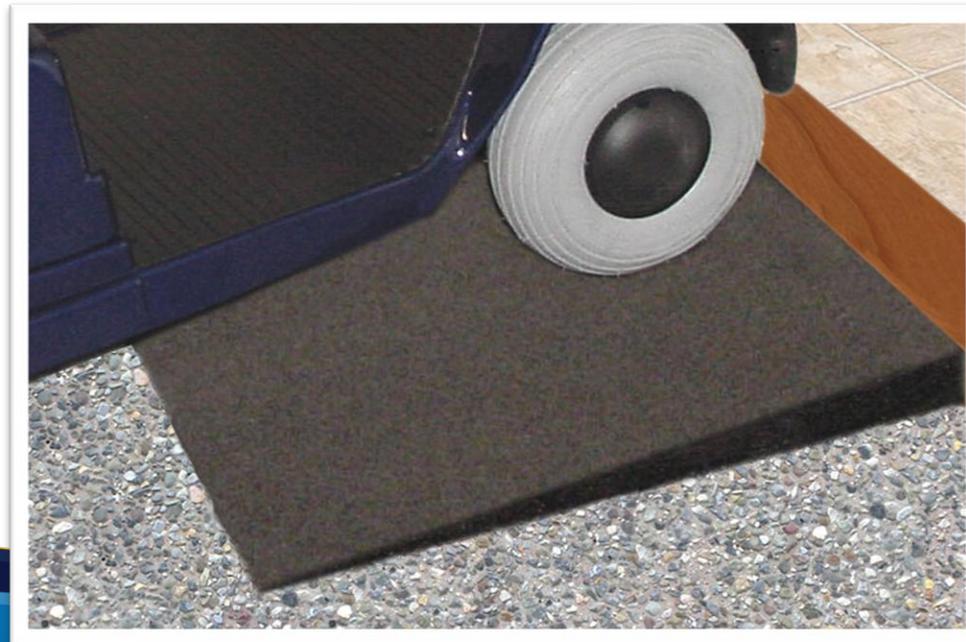
Portable Ramps

- Variety of lengths
- Keep ramps in stock for quick delivery
- Great solution for patients who travel; accessing other homes



Interior Solution:

Threshold
ramps to
overcome
small changes
in elevation



Entry Barrier:

**Narrow
walkway,
multiple steps,
threshold**



Entry Solution:

**Custom
concrete ramp
(widened,
directly up to
threshold,
curb appeal)**



Complimentary Consultations

What our team is focused on...

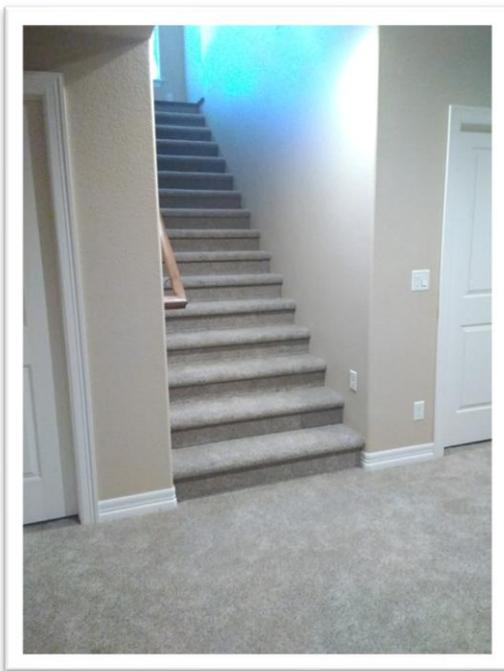
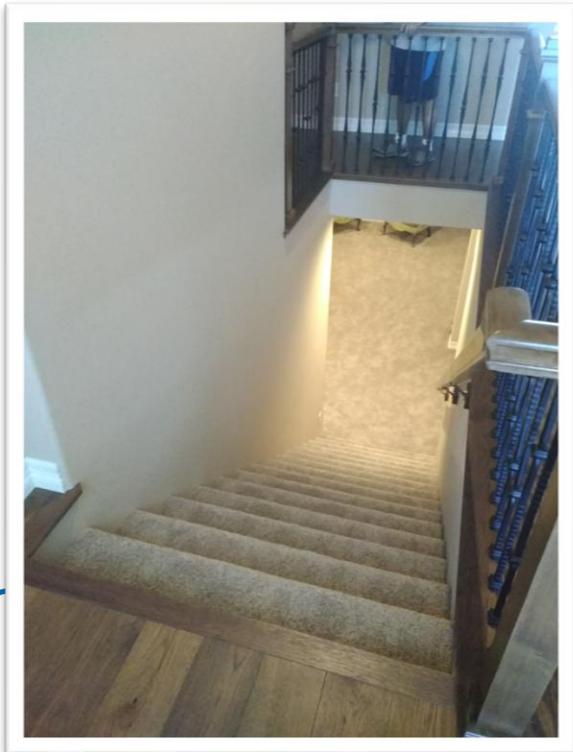
**Entrances &
Exits**

Levels & Stairs

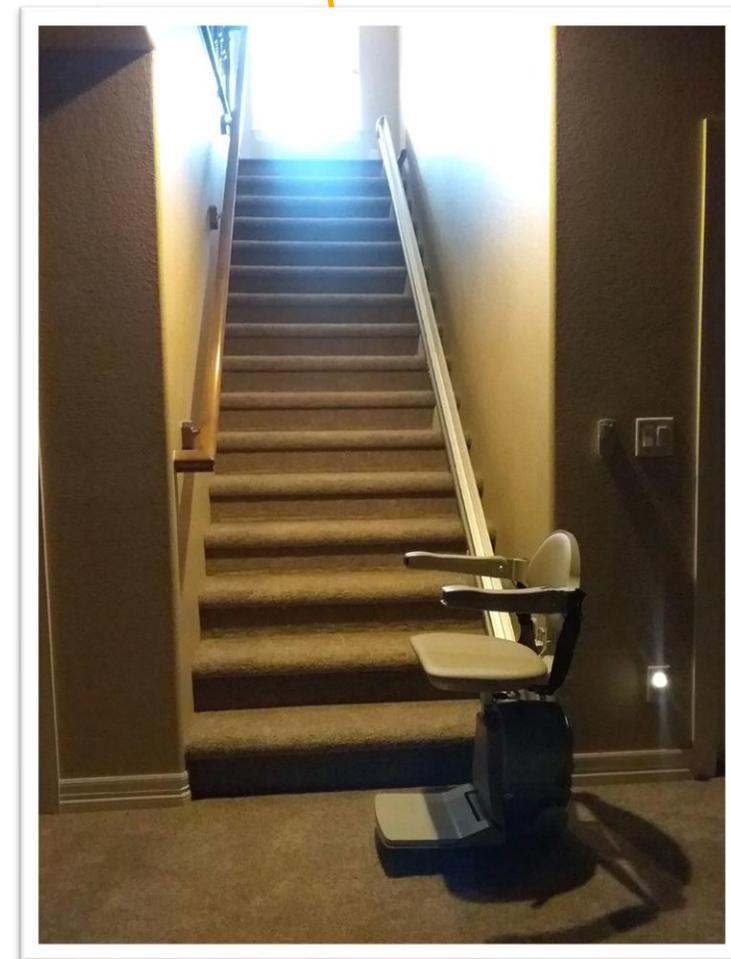
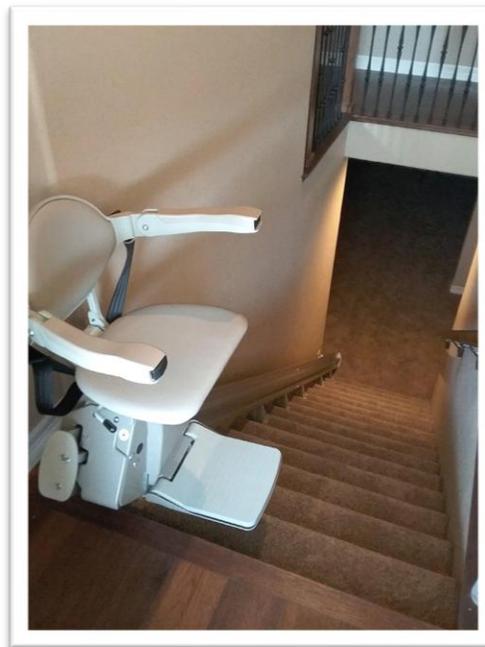
Bathroom Safety

**Anywhere
Transfers Take
Place**

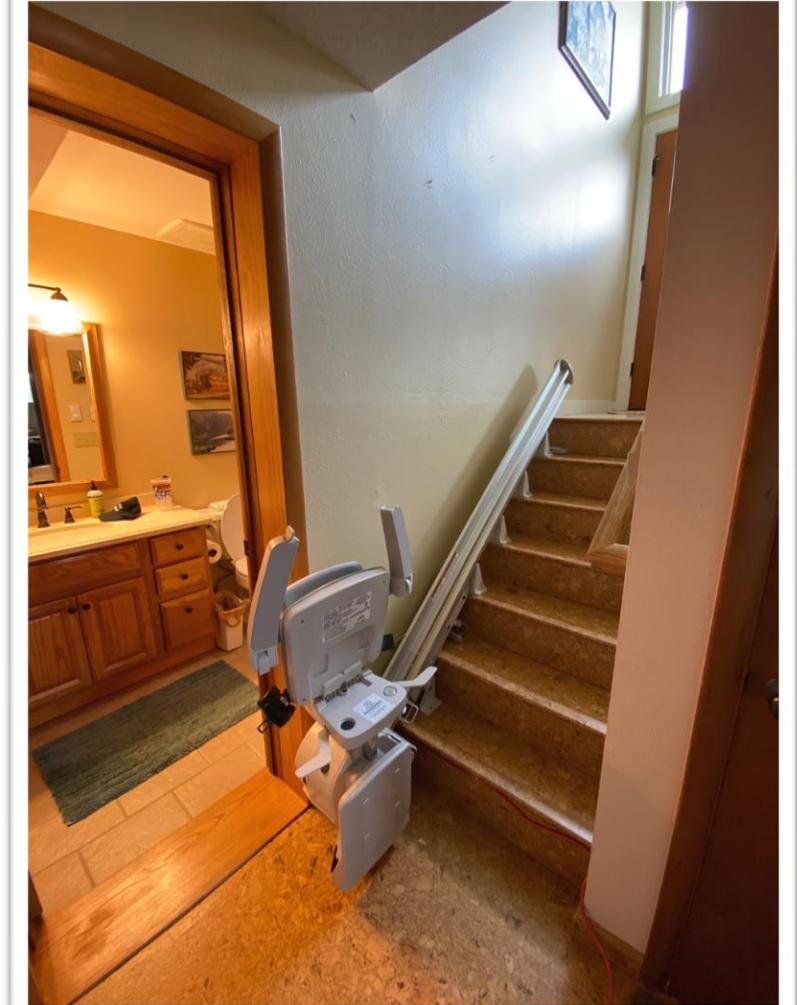
Barrier:



Solution:



**Footrest,
seat and
arm rests
fold up and
out of the way**

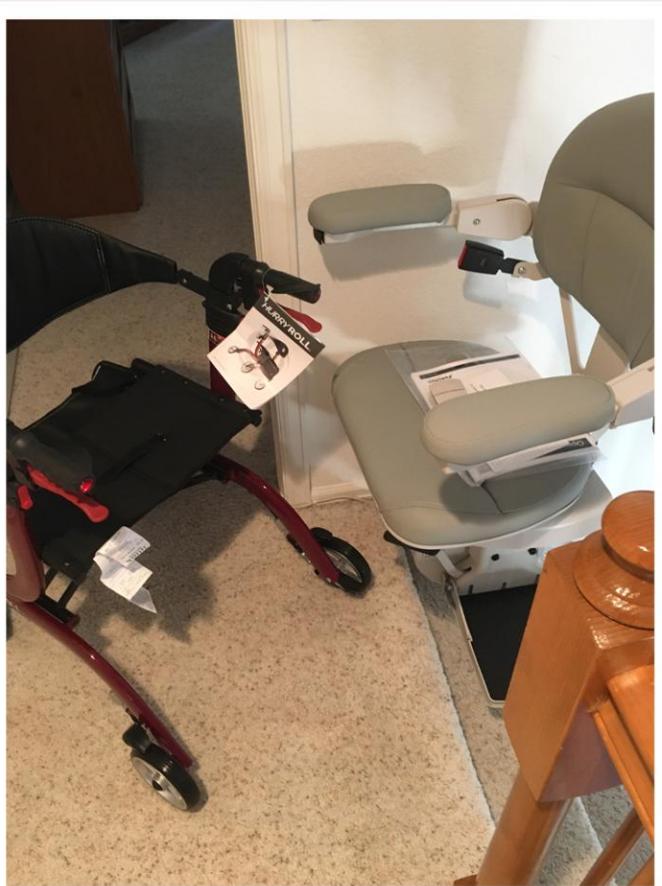
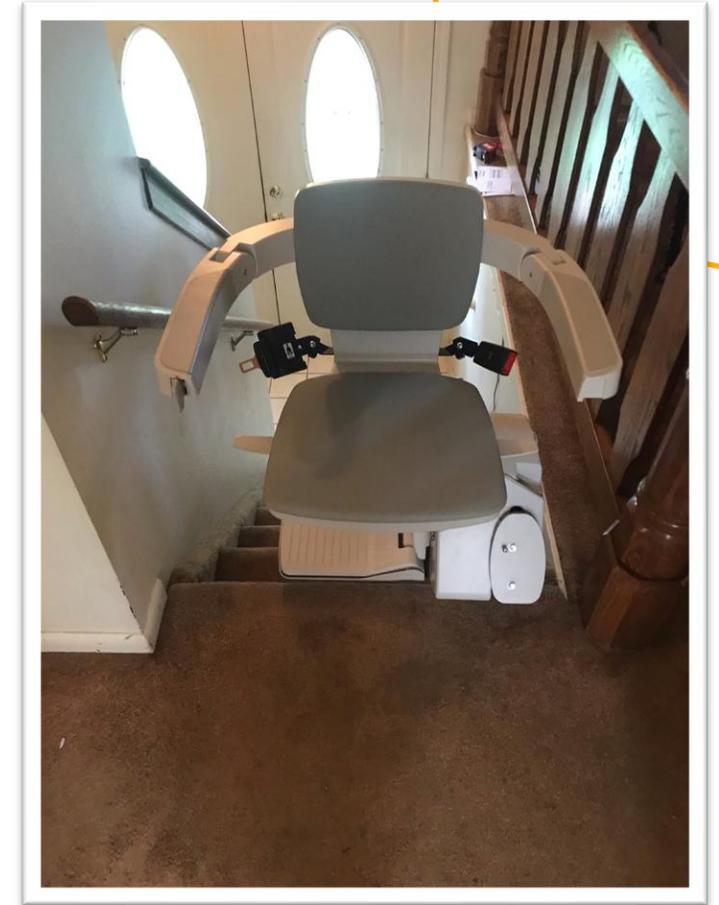


Easy & Safe Transfer:

Seat swivels
90 degrees at
top of stairs
for safe
transfers

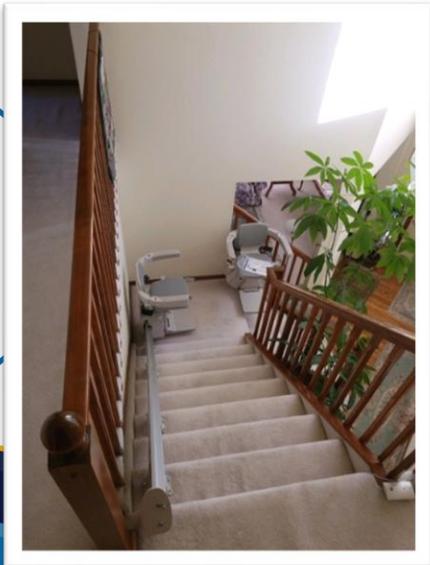
Locks in place to
stay steady

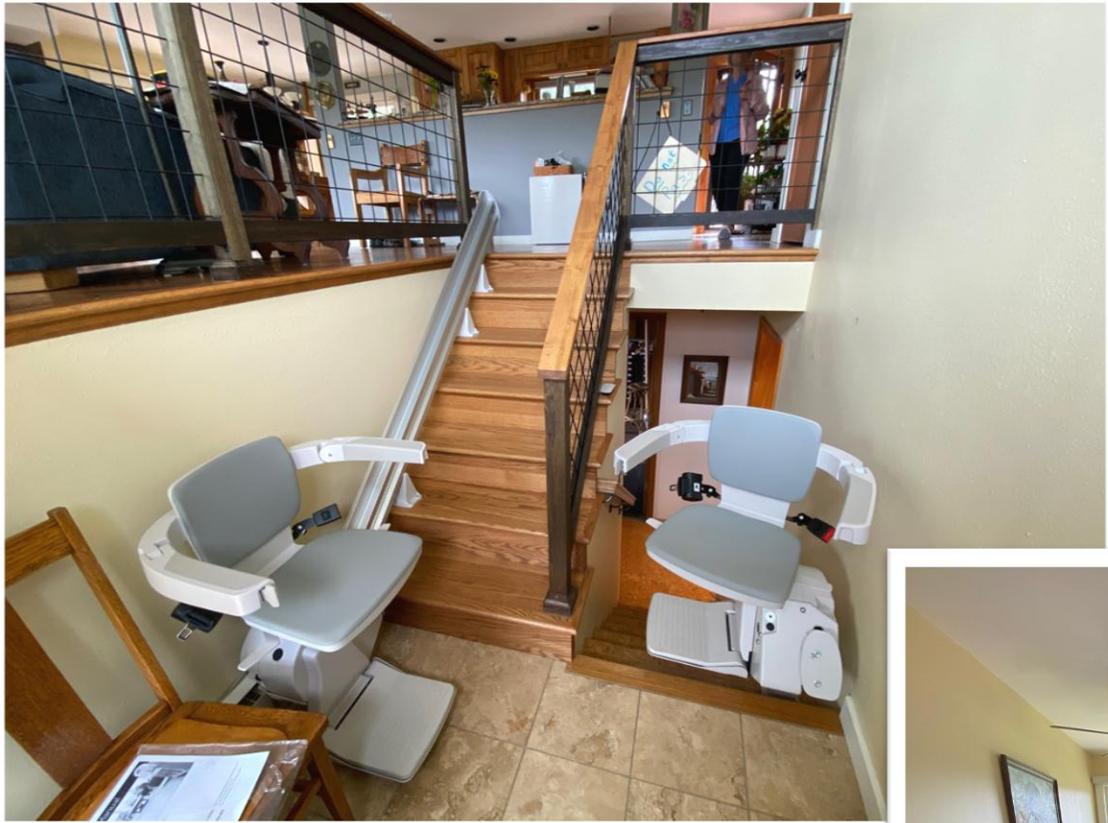
Manual or power
options



Solution:

Curved Stair Lift
(anchors into steps,
works around
landings, curves.
No need to transfer
at landing)

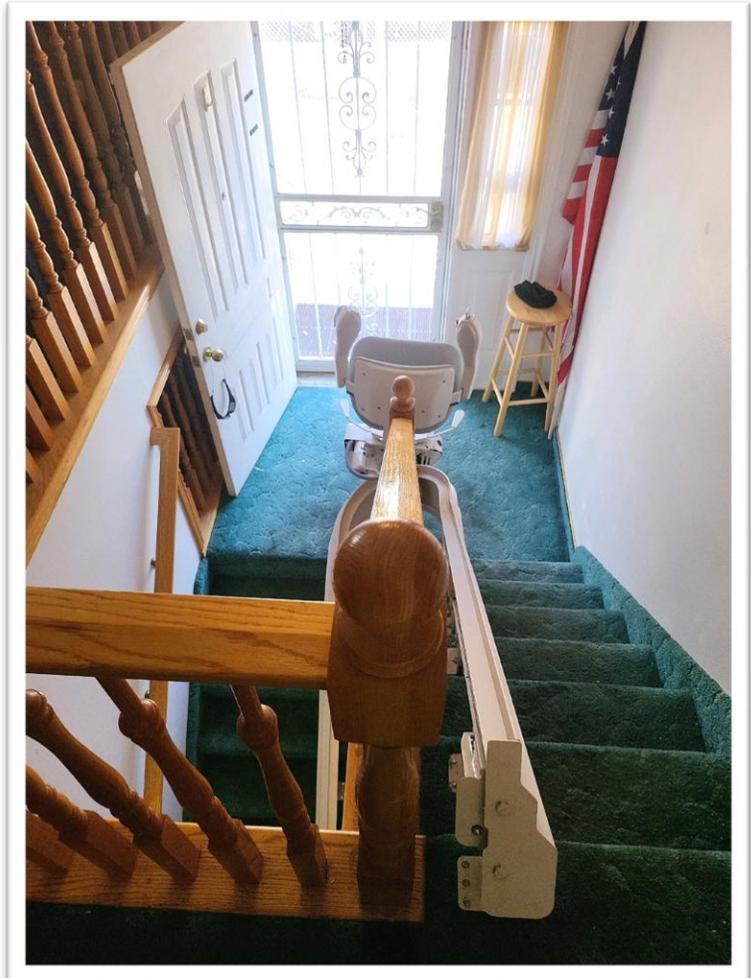
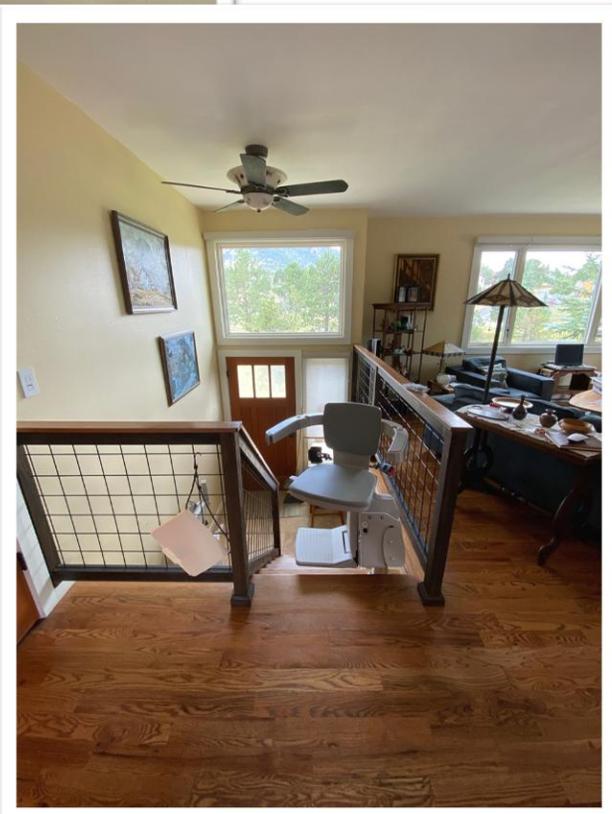




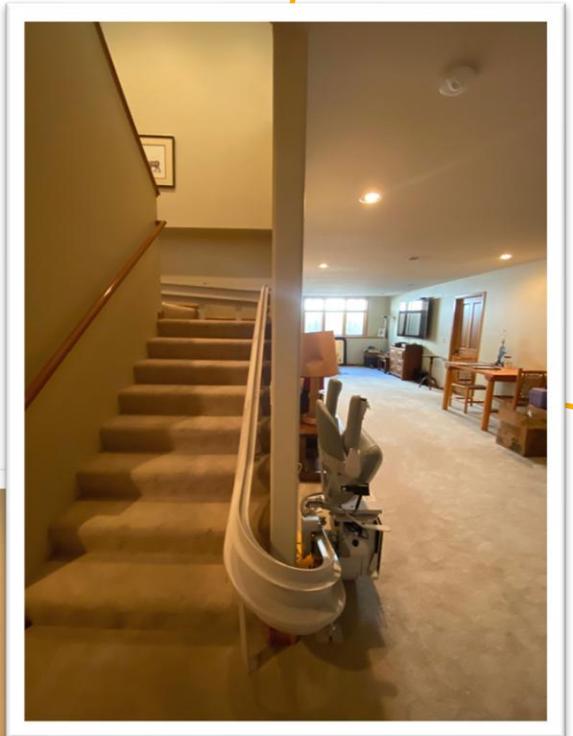
Curved,
continuous rail



Two straight lifts with
transfer required at
the landing

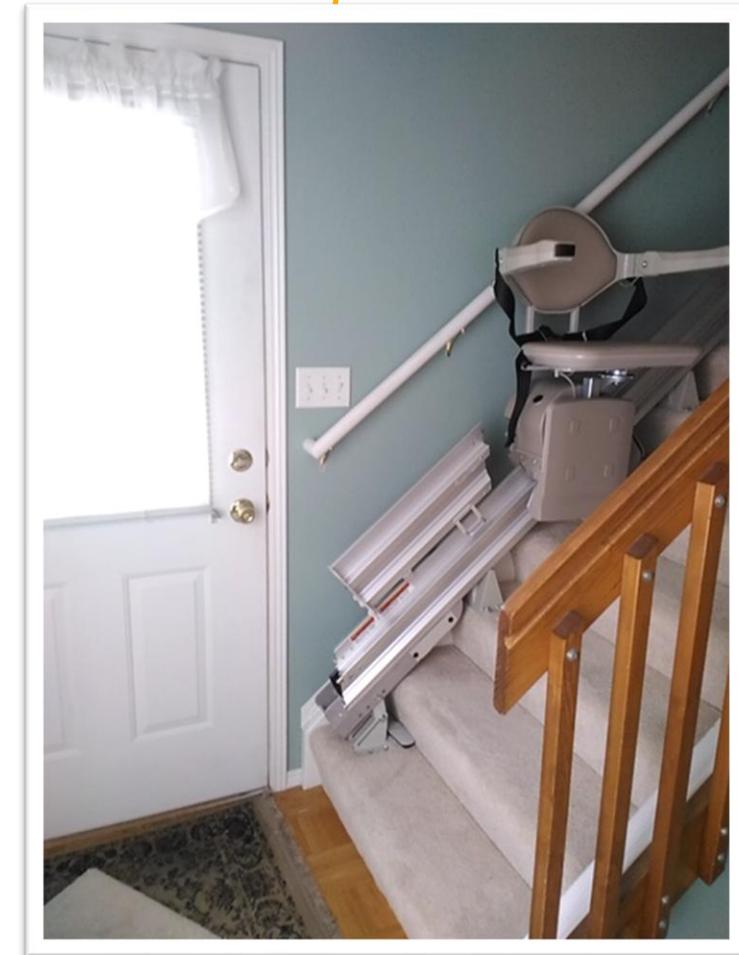
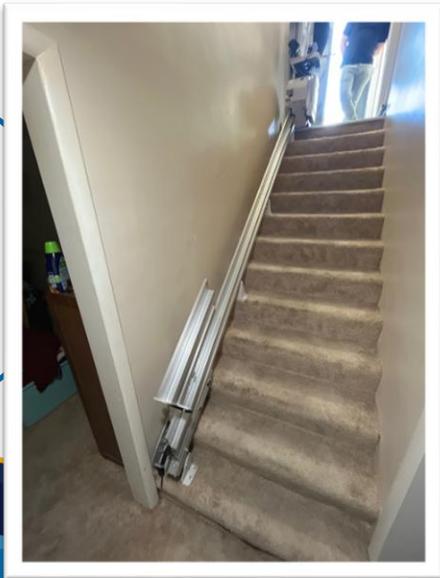






What about hallways or doorways?

Folding rails (power or manual) bring the chair up the stairs and fold the rail out of the way

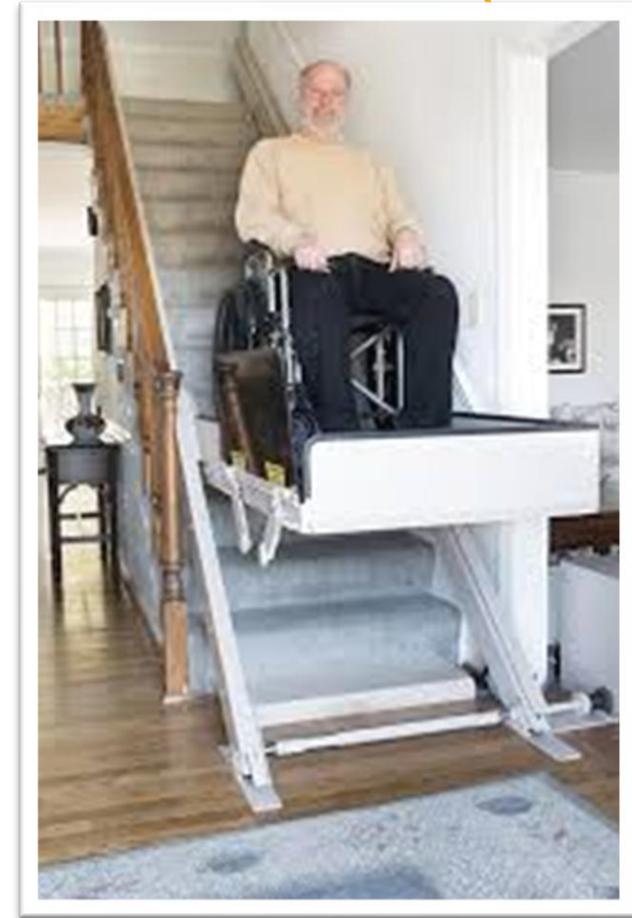
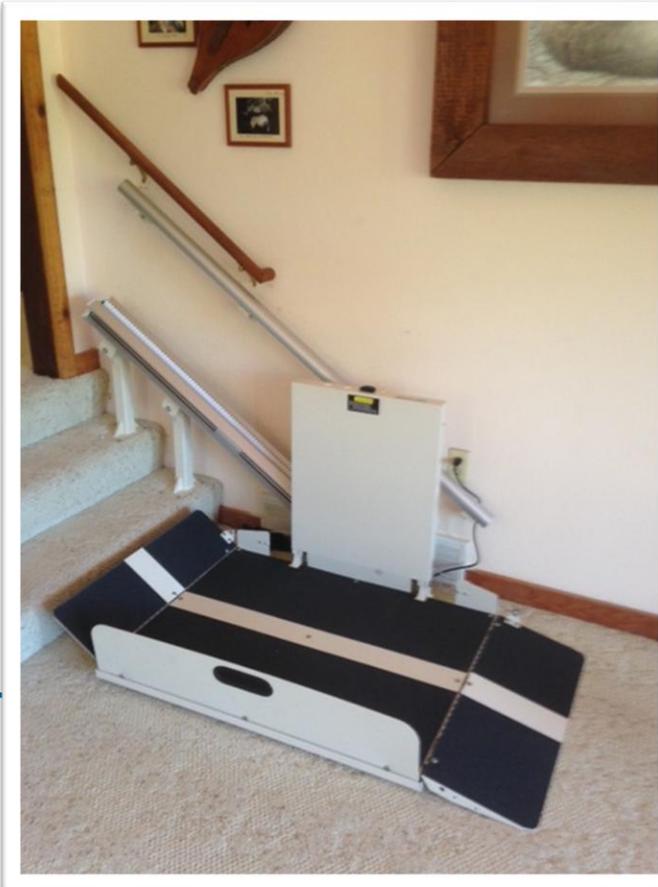


Always allow for 32 inches of clearance around a chair

Solution: Inclined Platform Lift

Combination between
VPL and stair lift

Ideal solution for
wheelchair and power
chair users when vertical
platform lift is not an
option



Complimentary Consultations

What our team is focused on...

**Entrances &
Exits**

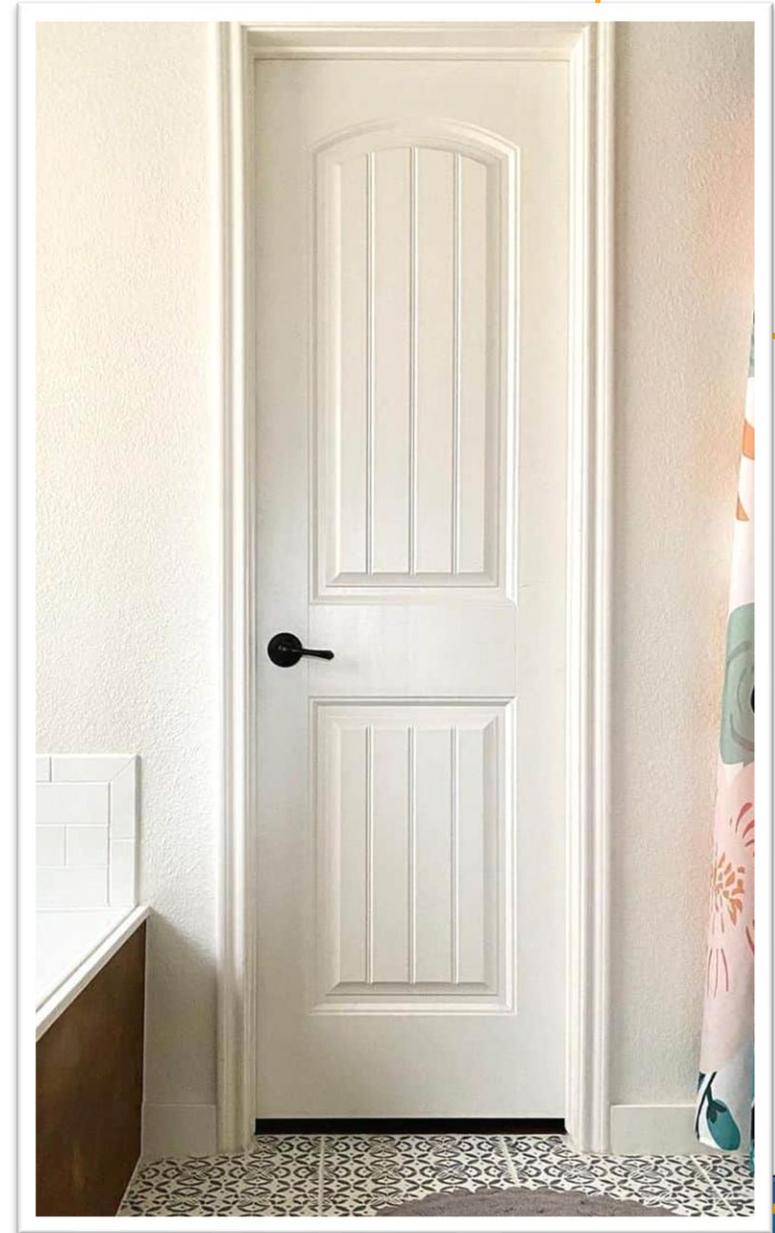
Levels & Stairs

Bathroom Safety

**Anywhere
Transfers Take
Place**

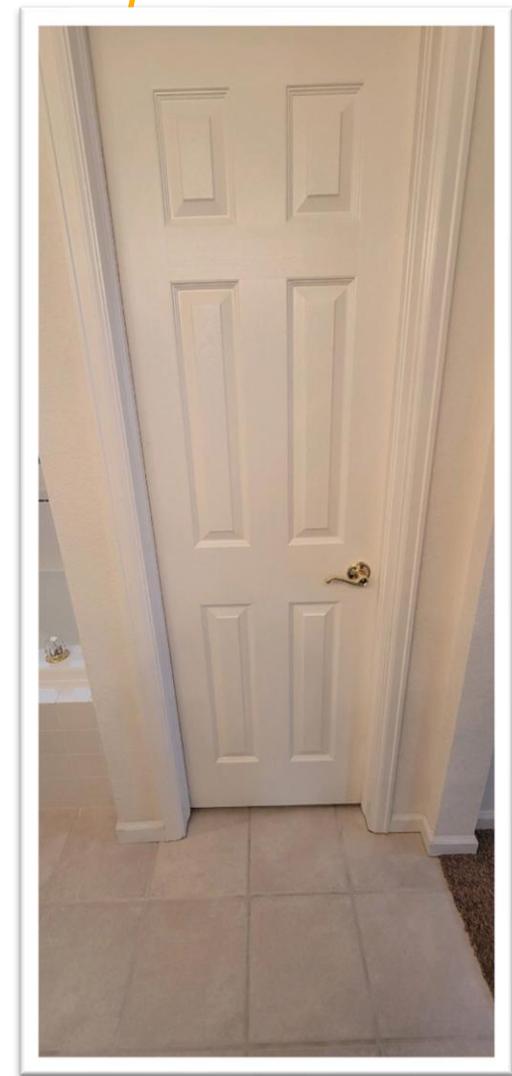
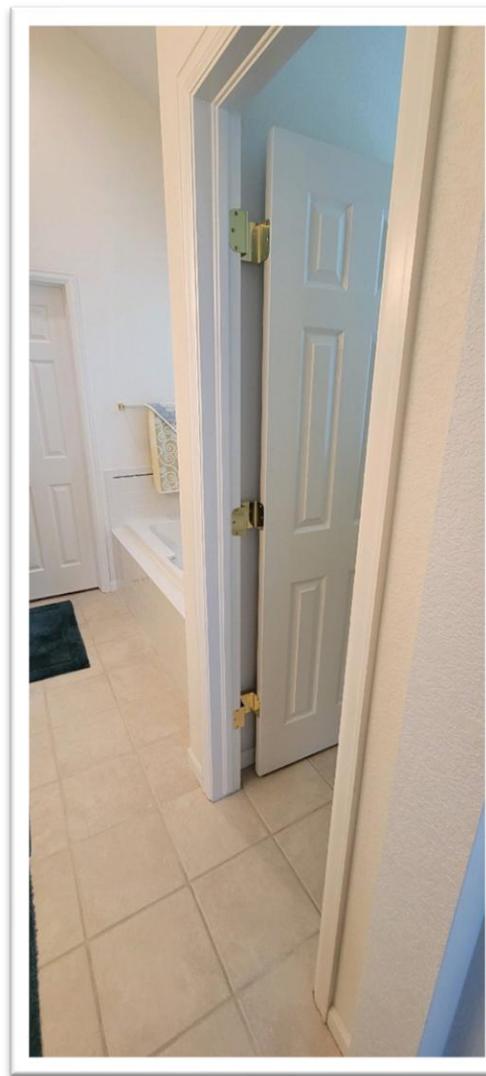
Barrier:

Narrow doorways



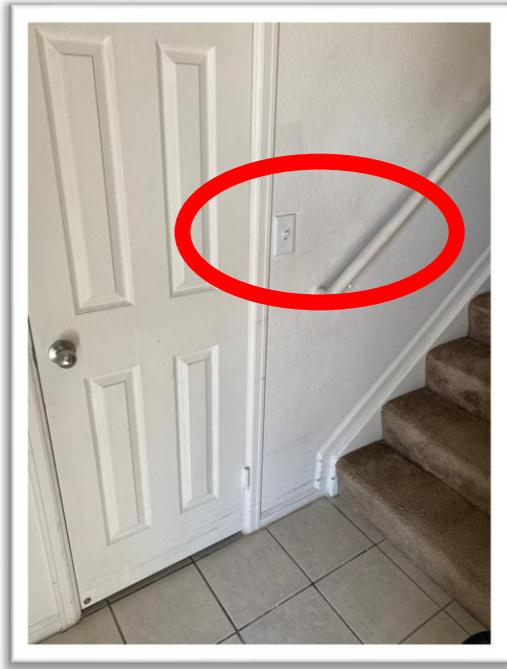
Solution:

Swing Clear/Off Set Hinges



Allows the door to swing open and be flush with the door jam, adding 1.5 to 2 inches to the width of the door opening

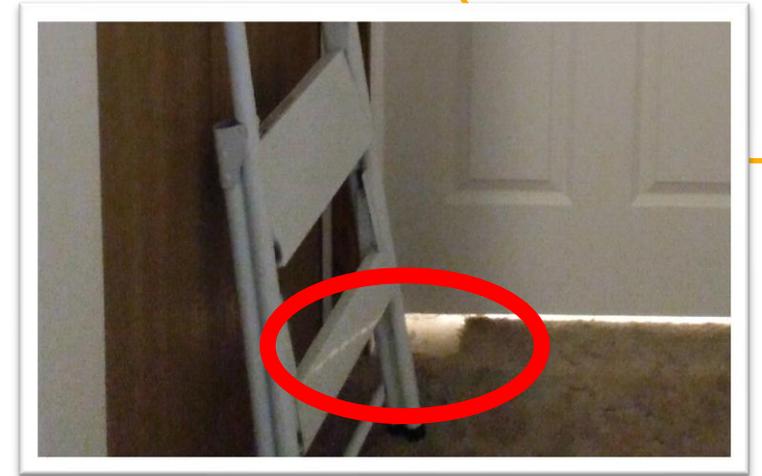
To Keep In Mind with Door Widening...



Is there a light switch or outlet that will need to be relocated?



Will other parts of the bathroom walls need to be modified?
Example: Tile wall material



When a door is widened, new flooring will be needed (or patched in)

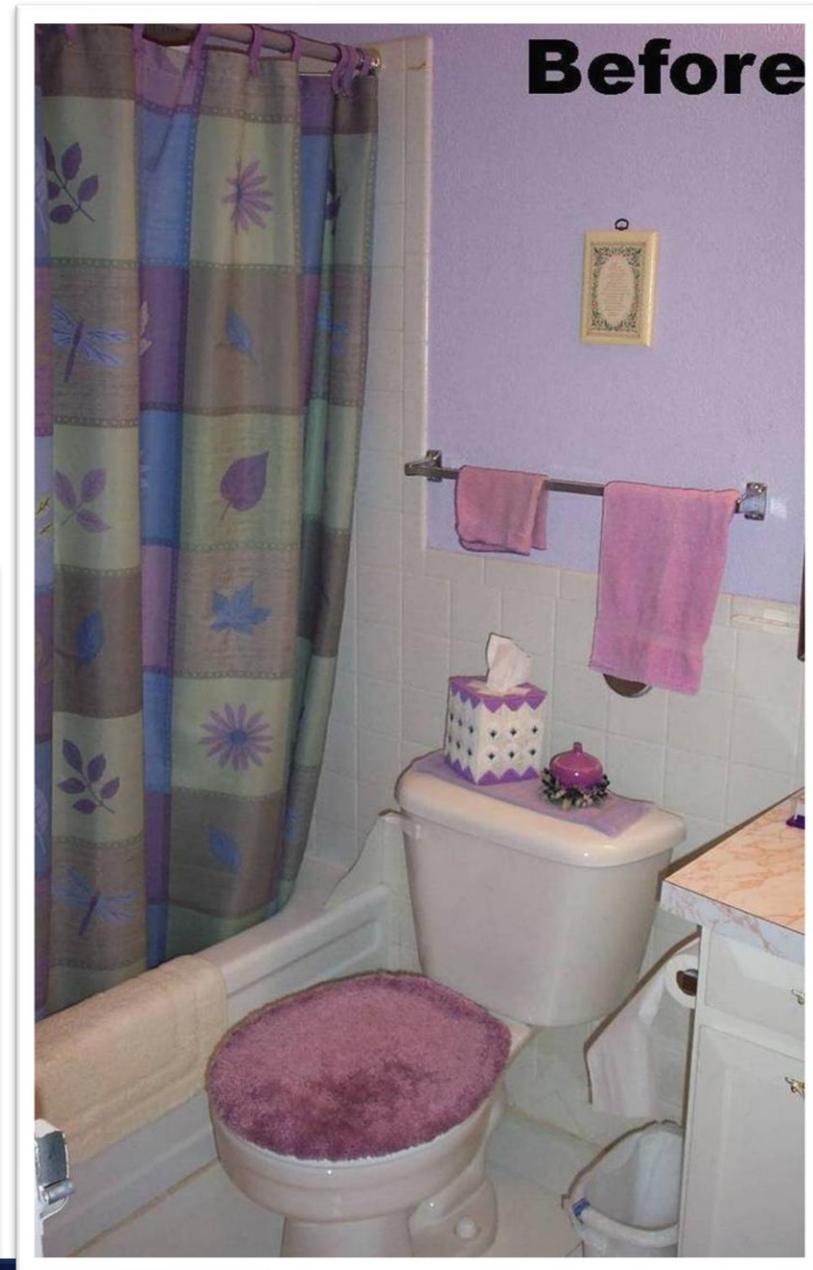
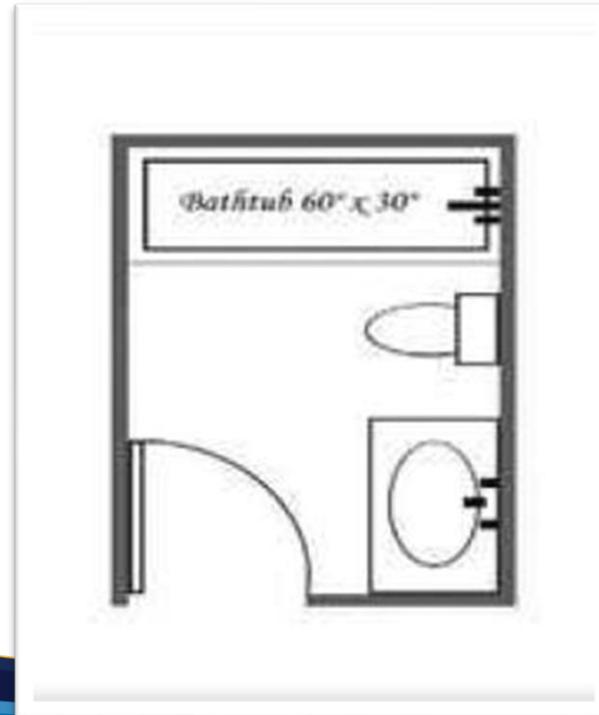
Solution:

Barn Doors



Barriers:

- Low toilet
- High tub wall
- Narrow bathroom
- No grab bars



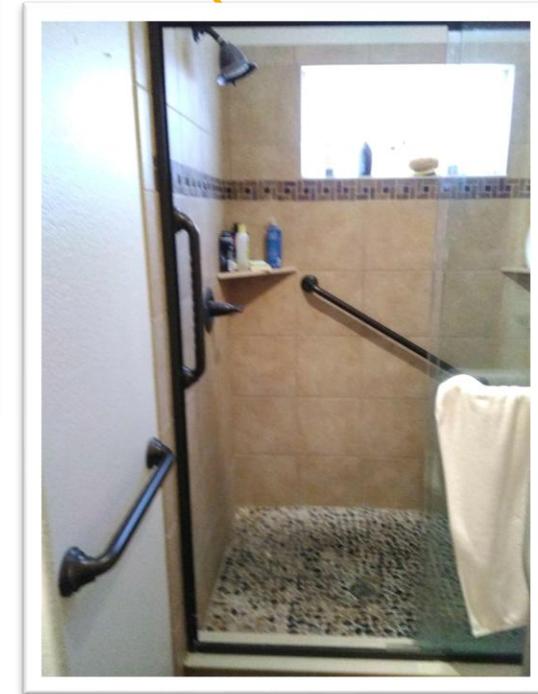
Solution:

- **Barrier-Free Shower**
- **Raised Toilet Seat**
- **Grab Bars at Appropriate Levels**
- **Handheld Shower Head**
- **Room for Transfers**



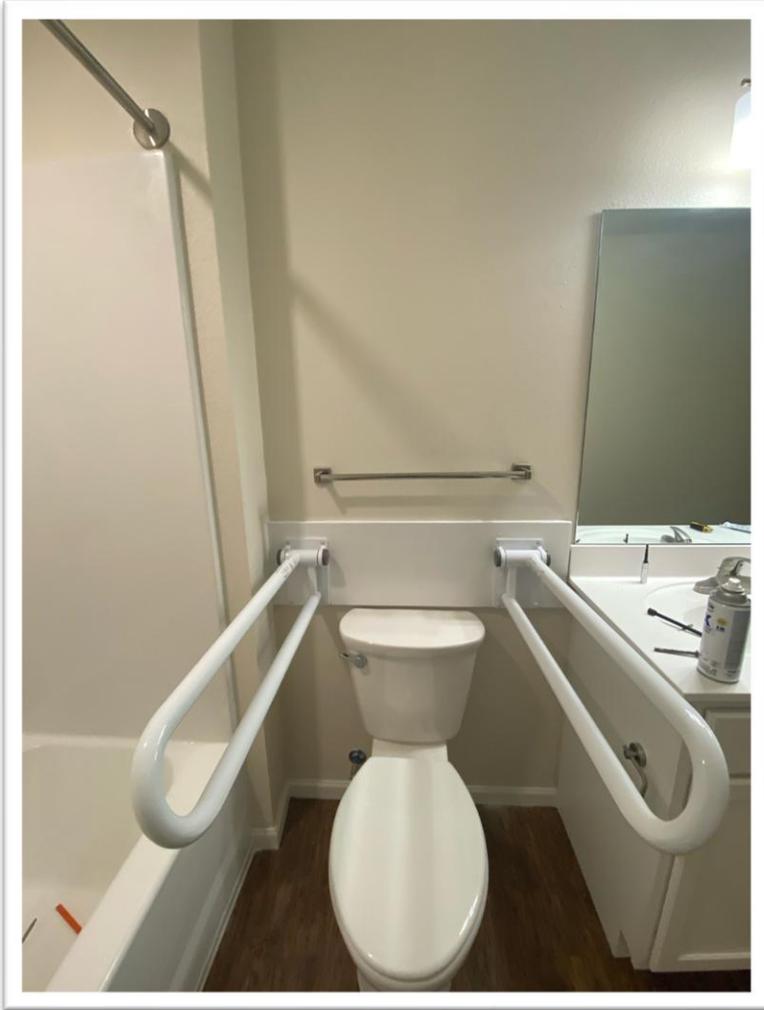


Grab Bars

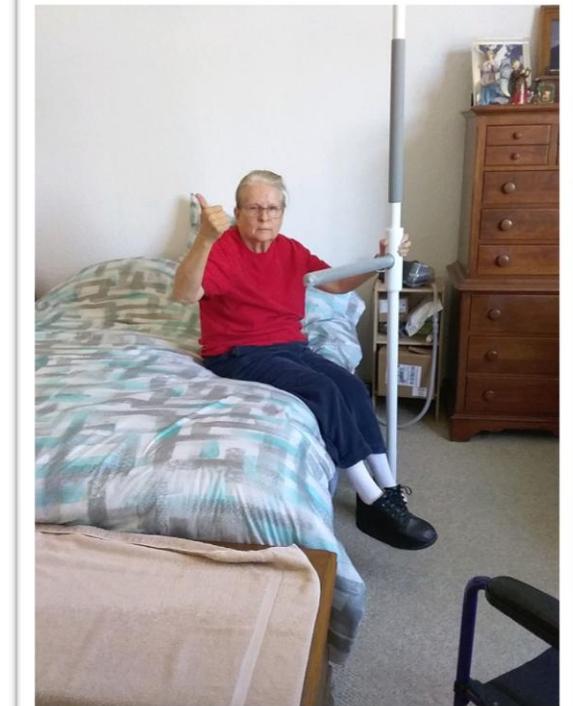
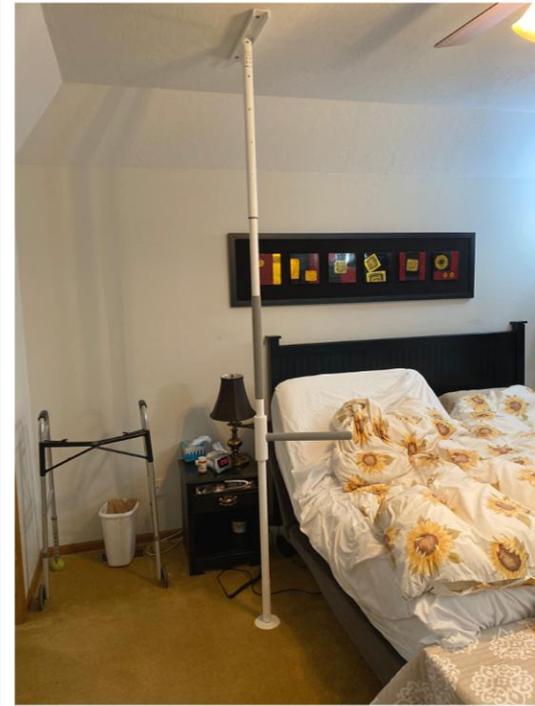


PT Rails, Super Pole, Bathtub Safety Rails, and Toilevator



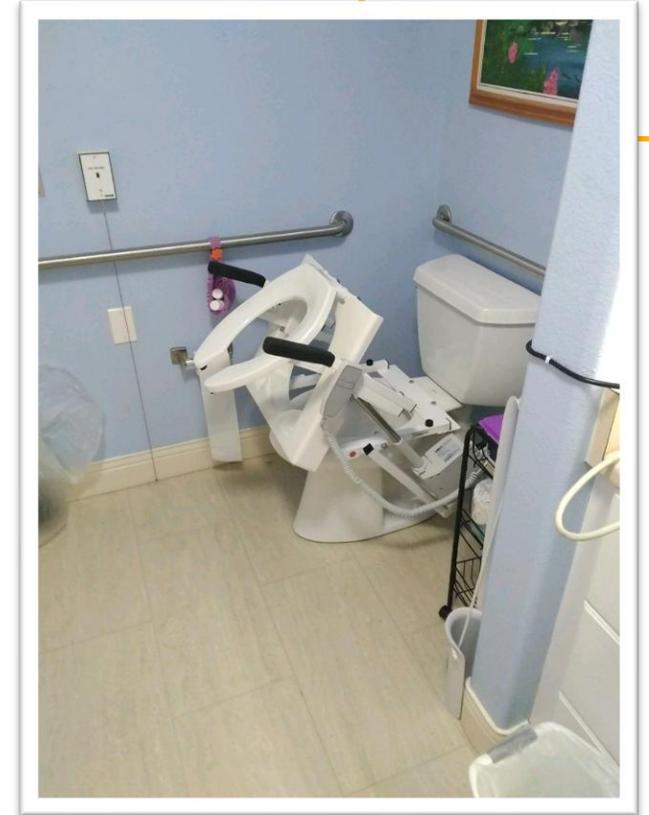
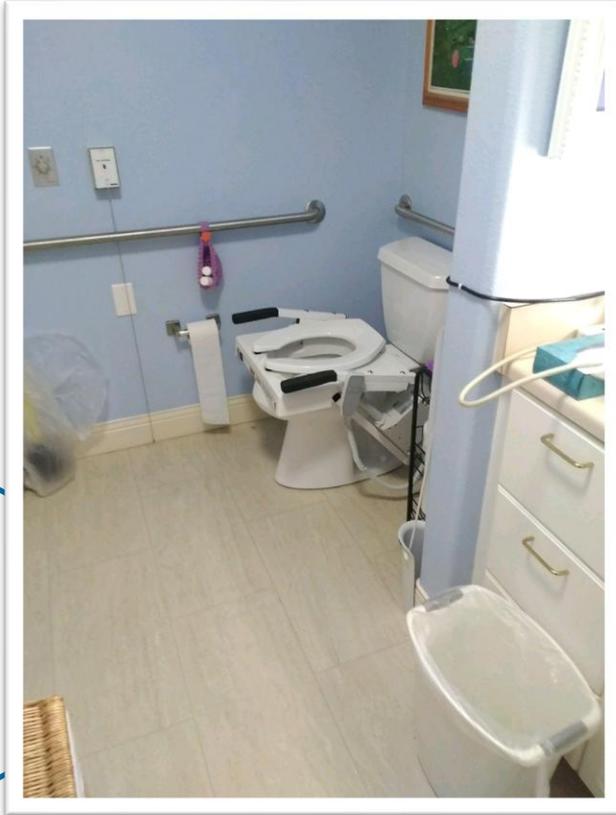


Super Poles can be utilized throughout the house



Simple Solution to Avoid Toilet Replacement:

TILT: Toilet Incline Lift



Simple Solution to Avoid Shower Remodel: Shower Glyde by Solutions Based



Simple Solution to Avoid Full Renovation:

Bellavita Bath Lift



**Weight Capacity:
300 lbs**



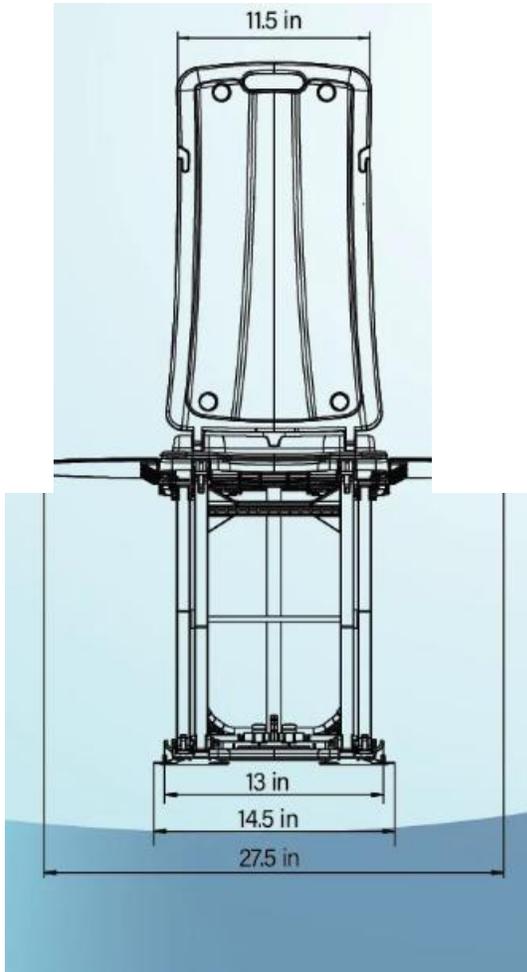
bellavita

**Side flaps fold down; flat
surface for transfers**

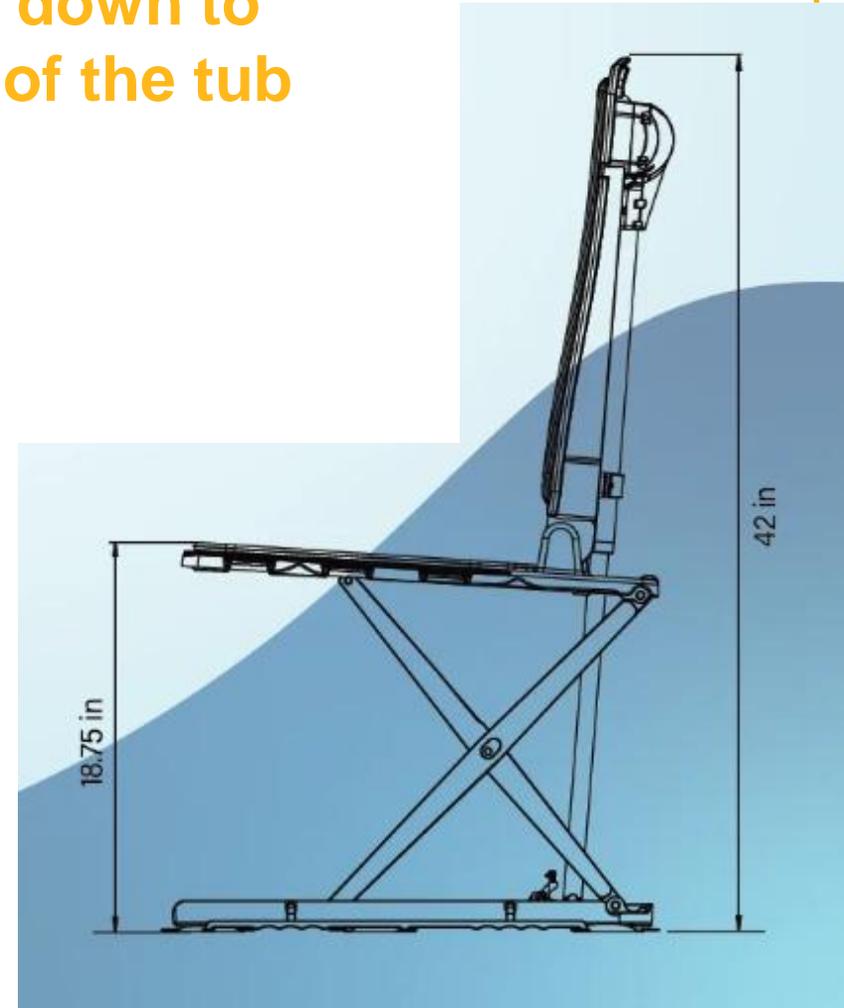


Reclines to 50 degrees

**Lift lowers user down to
bottom 3 inches of the tub**



Width: 27.5 inches



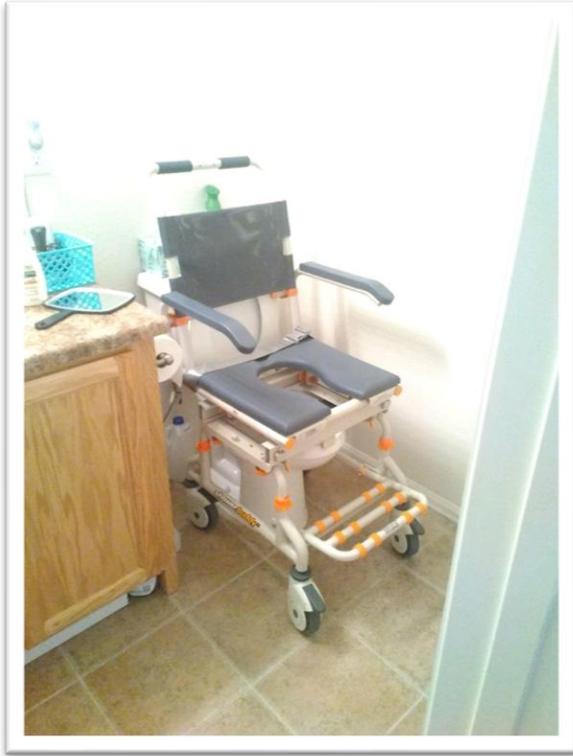
Height: 18.75 inches



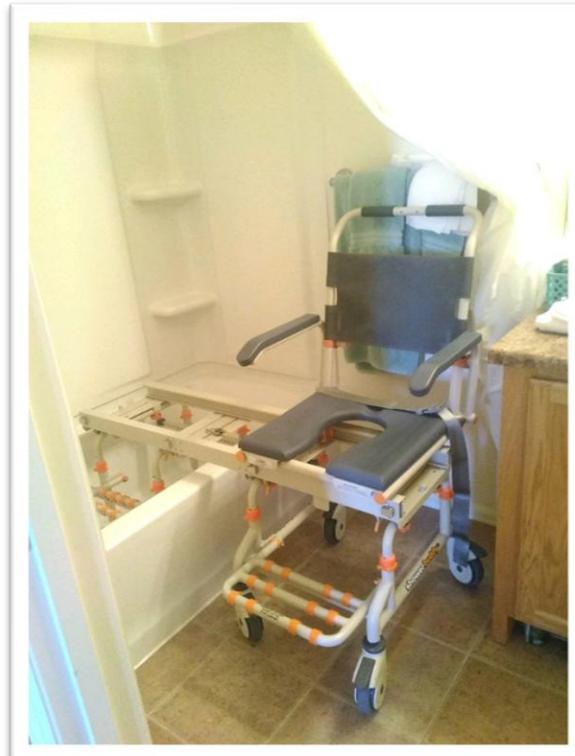
ShowerBuddy



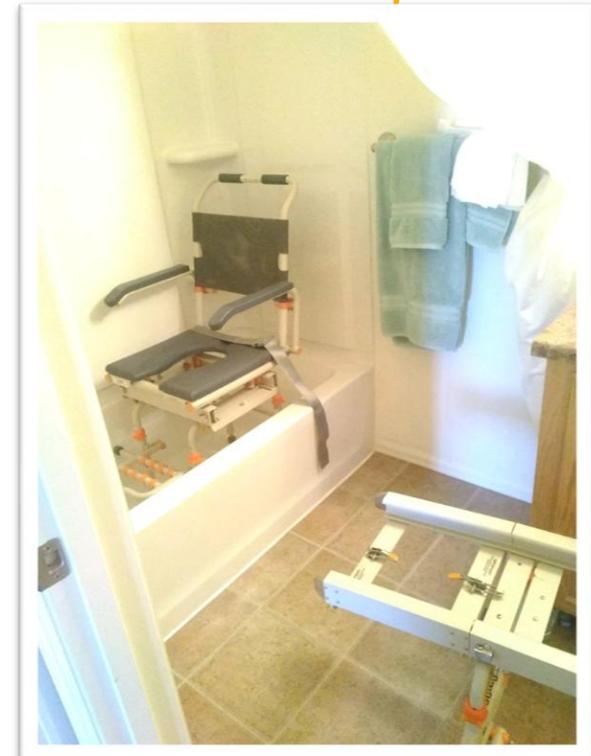
TubBuddy
(with tilt)



Over the toilet.
Patient avoids
transfers



Line up with
bridge into tub



Slide seat, lock
into place remove
bridge

Complimentary Consultations

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**Entrances &
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Bathroom Safety

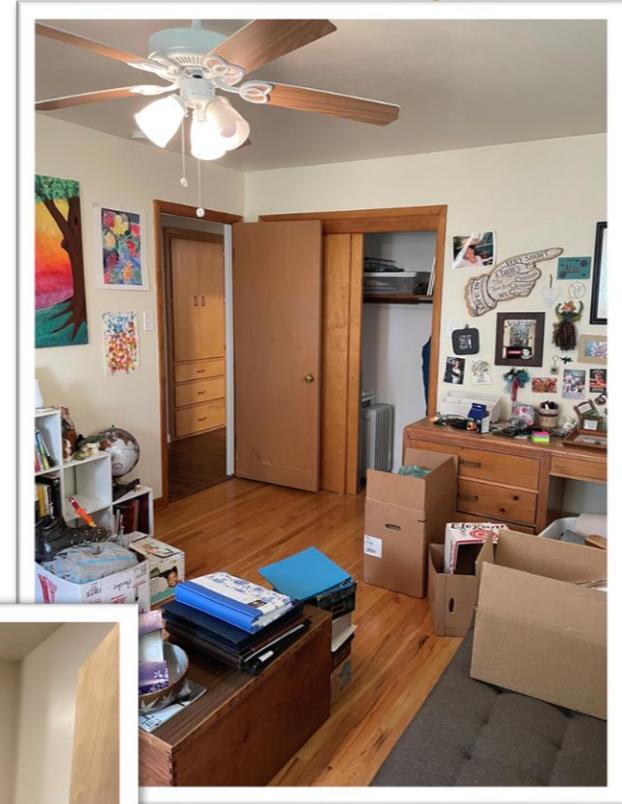
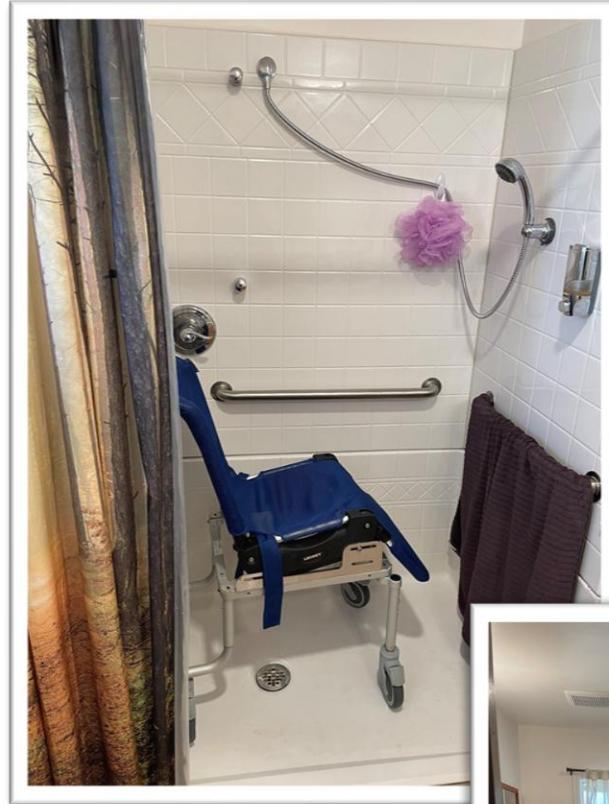
**Anywhere
Transfers Take
Place**

Barriers:

Narrow doorways

Hoyer being used to navigate bathroom

Multiple transfers needed

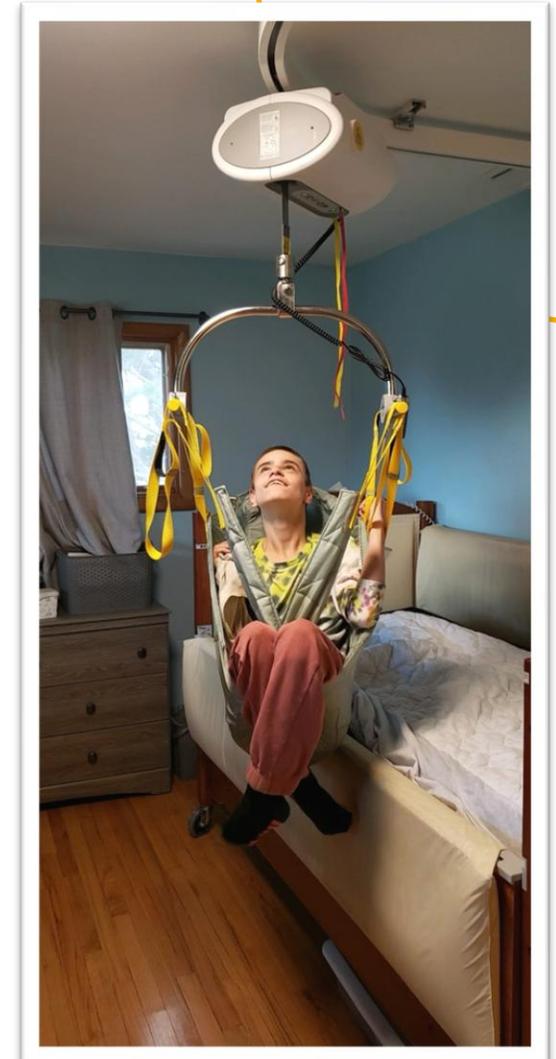
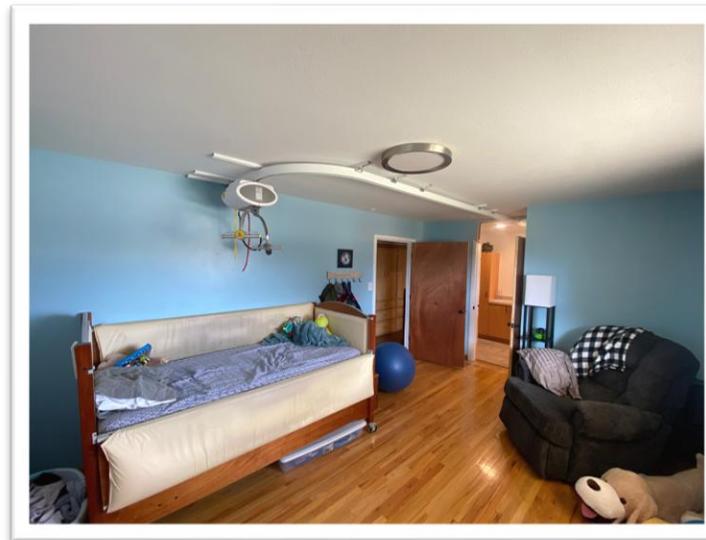


Solution:

Ceiling transfer systems
allow room-to-room
movement

Limit number of transfers
Increase safety in shower
Every transfer is performed in
the same way

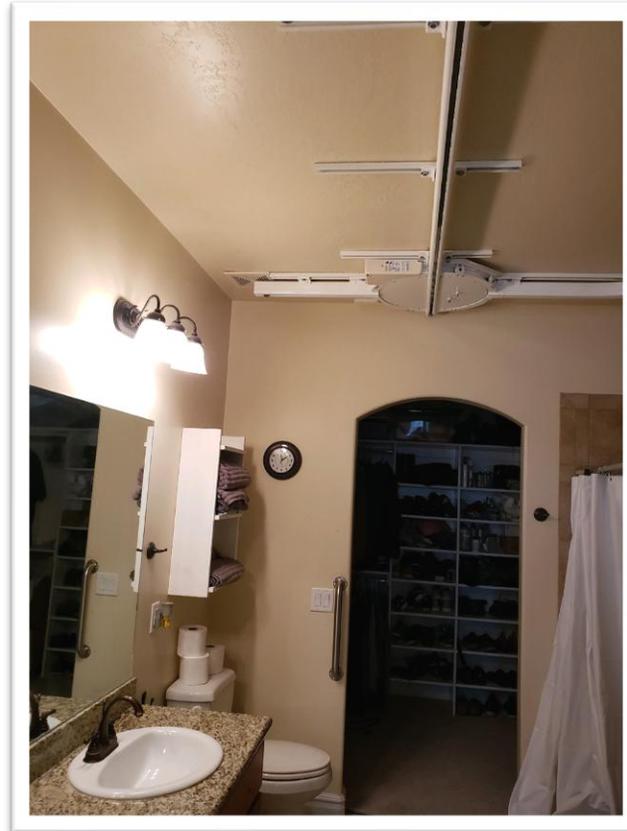
*Note: User can move from room to
room as track goes through
doorway*



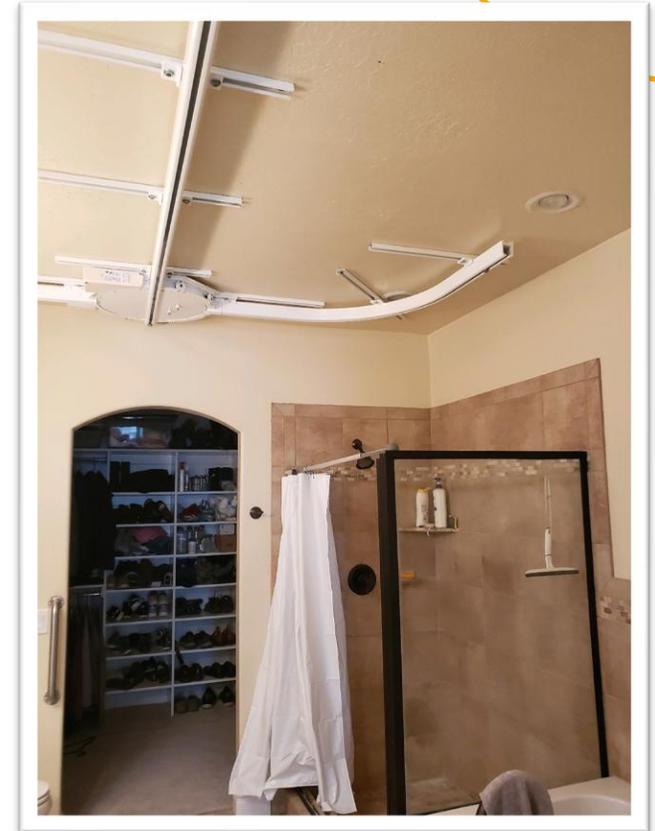
Door header raised; track run through



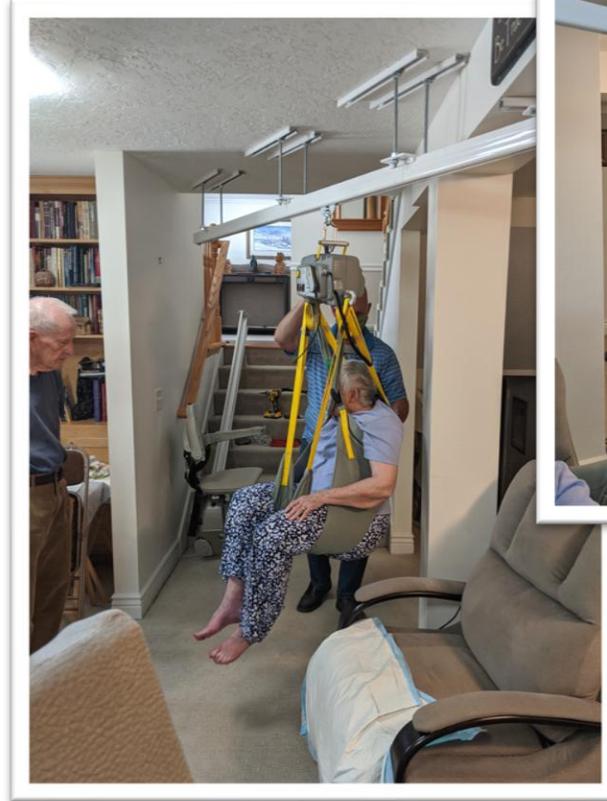
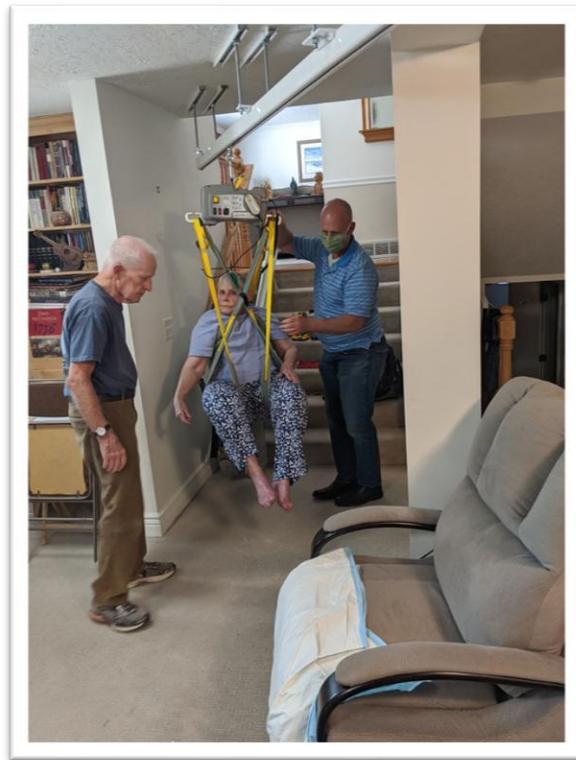
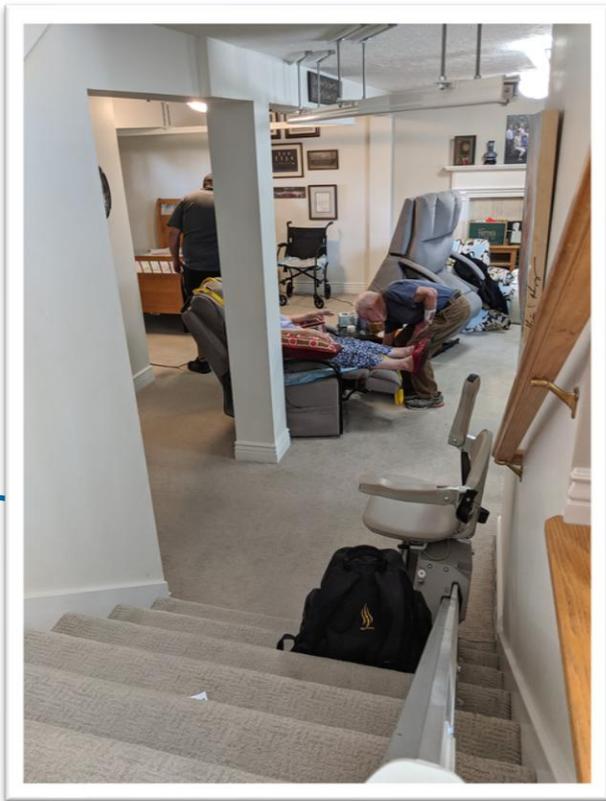
Turntable brings user over toilet OR into shower



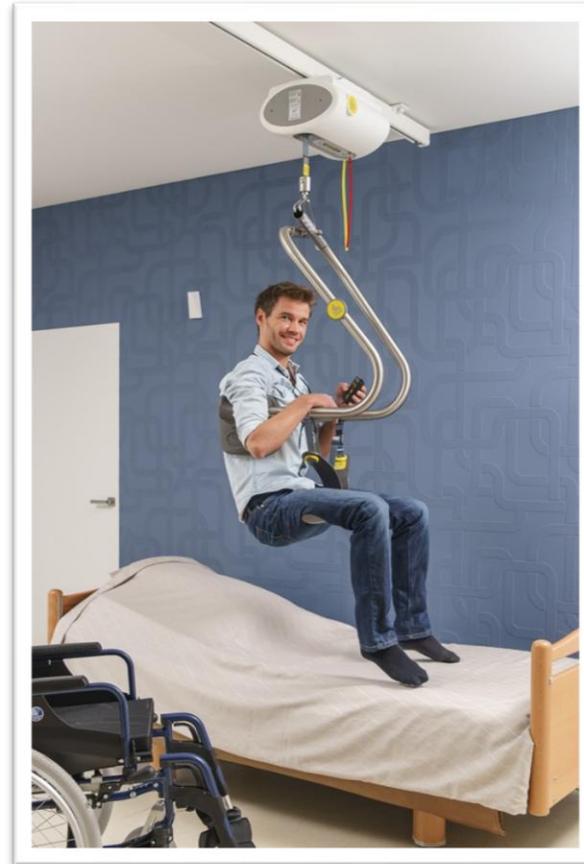
Track curves to position user in shower



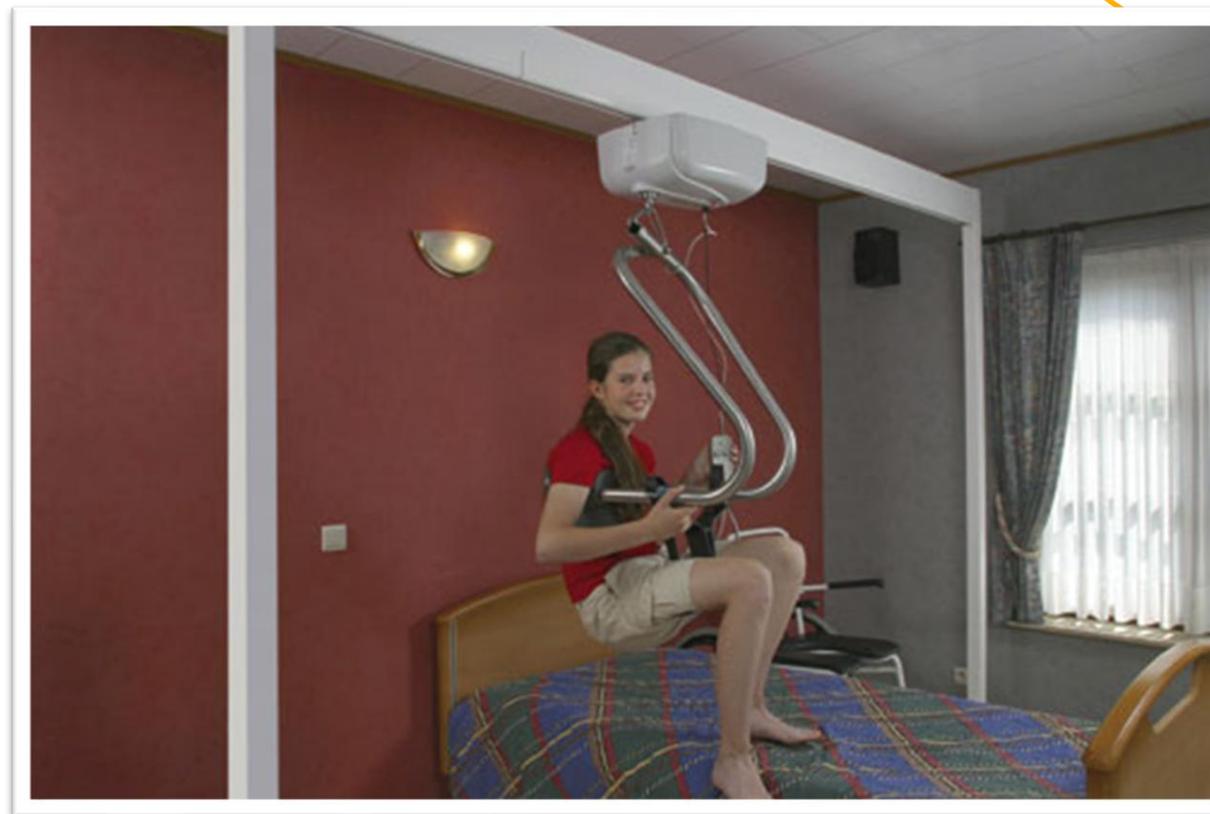
Combining several solutions in one room: Stair lift to basement adapted for accessibility. Track throughout (to chair, bed, bathroom)



Transfer Solutions



Freedom Bridge



Types of Slings

Body Support



- Independent use alternative to slings
- Requires head and neck strength
- Automatically sizes to individual user
- Ideal for transferring
- Nothing under the hips
- Many sizes available

Standard Sling



- Supports the body for universal use
- Available in solid fabric, mesh, or DayLite fabric (shown above)
- Use with any spreader bar
- With or without head support
- Cut out for toileting
- Padded leg optional
- Bariatric model available

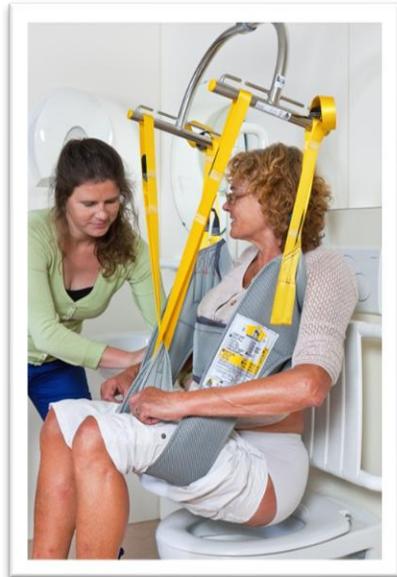
Bathing Sling



- Shaped for easy use
- Leaves hips open for easy transfers
- Maintenance-friendly, latex-free, slip-proof, synthetic material
- Easy to wipe dry
- Optional Velcro belt
- Head support available

Types of Slings

Hygiene Sling



- Designed with bottom and lower back open
- Perfect for toileting and changing clothes
- Velcro best available for additional support

Amputee Sling



- Supports the body
- Available in solid fabric, mesh, or DayLite fabric
- Use with any spreader bar
- With or without head support
- Cut out for toileting
- Padded leg optional; available for single or double amputation

Walking Harness



- Full body for comfort
- Relieves body weight and prevents falling
- Secure, adjustable straps for positioning
- Mesh or padded options
- Handles on three sides for easy transfers
- Available in small, medium, large

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