

Top 5 Benefits

Words from LeadingAge Members About Using Value First as Their Group Purchasing Organization

1 FOCUS

Value First was built by and for providers of older adult services. Value First grew from a partnership between LeadingAge and a national supply chain. Value First draws on it's experience and knowledge of the needs of senior living.

"Value First is a true professional group of individuals dedicated to understanding the specific purchasing needs of senior living communities."

Jay Solomon
CEO
Aviva

"Value First really focuses on those products, contracts and connections that are unique to senior living and brings a great group of partners and expertise in collaboration with cost savings."

Matt Riehle
COO
Westminster Village

"They are very knowledgeable about senior living and their portfolio. In my perspective, no matter what you're looking for, there's always an option."

Katie Freese
Senior Director Support Services
Plymouth Place

2 SAVINGS

Most senior living communities do not purchase supplies and services on a scale to negotiate contracts with deep discounts. Value First has contracts with over 500 vendors proven to provide significant savings on monthly operational costs.

"One of the biggest challenges that we've faced is to just keep in budget. I'm happy to say that by using Value First it has helped us actually achieve better than our budget projections."

Kevin Parries
Executive Director
Carolina Village

"Have Value First come in, do a cost analysis and let you know what your options are. I would be surprised if you didn't see substantial savings."

Robert Lee
CEO
The Seabrook

"Our representative has been so resourceful and willing to work to get us great pricing and beat our expenses from the previous year. Value First has been a blessing to us."

Corey Elizabeth Vailant
Executive Director
Dayspring

SUPPORT

3

Value First and LeadingAge are committed to supporting senior living communities. Value First will always be a knowledgeable and responsive source for vetting the availability/reliability of Personal Protection Equipment (PPE).

"Value First does all the legwork for you to get the very best prices. You feel like you are the only one they are actually working for - and that is priceless."

Miriam Borrego Waterman
Deputy Director of Housing
Catholic Charities

"I truly do not know where we would be as a standalone community without the services of Value First. We would not have been able to provide the proper PPE needed to protect our residents and staff."

Stephen Nelson
Chief Healthcare Officer
Manor Park

"I would say just give them a try. It costs nothing, there's no obligation and I know that you're going to be pleasantly surprised with the service, the responsiveness and the savings that you can recognize with Value First."

Bruce Jones
CEO
Vicars Landing

TRUST

4

Value First is owned by LeadingAge and 25 LeadingAge state affiliates with representatives who are part of the LeadingAge staff and care about their member's mission and values.

"We trust LeadingAge. Anybody that LeadingAge recommends or partners with we know will have our best interests. We consider them almost as an extension of us."

Stephen Nelson
Chief Healthcare Officer
Manor Park

"It's been great working with Value First, knowing the integrity of LeadingAge. They just bring in experience especially as it relates to senior living."

Matt Riehle
COO
Westminster Village

"When looking to become a member of a group purchasing organization, the comfort was there to go with Value First and LeadingAge because they have done the due diligence."

Jay Solomon
CEO
Aviva

INVESTMENT

5

Revenue generated by Value First from vendors is shared back to LeadingAge to help fund the valuable educational programs and services that support senior living communities.

"Once I understood the model, I realized we were making an investment in ourselves - what wouldn't you like about that? It impacts our dues and the speakers it brings to our organization."

Katie Freese
Senior Director Support Services
Plymouth Place

"It's really a win-win situation where I get excellent pricing and service from Value First and LeadingAge gets the additional benefit of non-dues revenue."

Bruce Jones
CEO
Vicars Landing

"It's very important that we're always investing back into our association and getting those resources so we can better provide quality care and services for the residents and staff that we serve."

Kevin Parries
Executive Director
Carolina Village