

Insights for Driving Success

In this episode of *Insights for Driving Success*, Partner Marc Pfefferle and Director Jeffrey Pielusko discuss some of the critical issues nursing home operators are up against and how Carl Marks Advisors can help facilities overcome these challenges.

Challenges for Nursing Home Operators



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Marc and Jeff explain that, as healthier patients are increasingly treated at home or in ambulatory or outpatient settings, patients at nursing homes are older, sicker and require more care. The higher cost of care (and heavier reliance on Medicaid) for the most acute patients means many facilities are losing money on a high percentage of the patients they treat. Pressure on nursing homes is only amplified by high staff turnover, the high cost of regulatory compliance and exorbitant rent on facility properties. Marc and Jeff share how the Carl Marks Advisors team can help nursing home facilities increase operational efficiencies to reduce costs and improve performance.

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