



# The Seasons model

We keep our financial model transparent so you can move in with confidence.



**Seasons offers aged care with a difference. One of the biggest differences is our affordable and transparent financial model.**

We have designed the Seasons model to make it easy to understand your ingoing, ongoing and outgoing costs – offering you peace of mind from the very beginning.

Our model combines all the care you'd expect in a residential nursing home with the lifestyle benefits of retirement living, while you enjoy the comfort and independence of your own private residence. We believe this type of aged care model should be accessible and affordable for all and want to empower you to make an informed choice when you are weighing up your living and care options, as you and your partner age.



## When you move into Seasons

Living at Seasons means paying an ingoing contribution/bond to secure a 99-year lease and 'right to reside' in your own apartment in the Seasons community of your choice.

While there is capacity to negotiate the amount of the ingoing contribution/bond above a base value, where individual circumstance requires, in each Seasons Community each apartment has a set, non-negotiable lease price. This means that regardless of the required amount of the ingoing contribution/bond, with no income and asset testing, whether you are a self-funded retiree or you receive a full aged pension, you pay the same lease and weekly outgoings as anyone else would for your particular apartment.

Once the ingoing contribution/bond is paid, the lease and weekly outgoings are set to be as affordable under the age pension.

## No Stamp Duty

As you are securing a lease, rather than buying a free-hold property, there is no stamp duty payable on your apartment, so that extra money stays in your pocket.

## Change of mind guarantee

We know that feeling comfortable and happy in your own home is of the highest importance when you choose to move somewhere new. This is especially true when you are moving into an aged care community.

To help support you in your decision making and allow you to confidently move into your chosen Seasons community, we offer you our change of mind guarantee.

If you change your mind within the 21-day cooling off period, as outlined in the Retirement Villages Act (Qld), you'll get your deposit/bond amount back in full.



## **While you are living at Seasons**

While you are living in a Seasons community, you will make a weekly payment which is based on 85% of the maximum base rate Age Pension. This rate changes in line with the revised government pension amount in March and September each year.



### **What is included in my weekly payment?**

Your weekly payment is broken up into three parts:

1. General Services Charge
2. Food Services Charge
3. Surplus into your own personal care fund

### **What is included in the General Services Charge?**

The General Services Charge covers all the costs involved in running the Seasons Community (as well as many of those otherwise associated with owning any home), including:

|   |  |
|---|--|
|  | Management and administration                      |
|  | Gardening and maintenance                          |
|  | Recreation and entertainment facilities            |
|  | Council rates and water charges                    |
|  | Courtesy bus                                       |
|  | Community areas cleaning, pest control and waste   |
|  | Onsite 24/7 emergency care response and nurse call |



### **Can I opt out of the Food Services Charge?**

All parts of the Weekly Payment - including the food services charge - are essential to the Australian Taxation Office (ATO) continuing to recognise Seasons GST-exempt status as an Aged Care provider. Loss of the GST exemption would add 10% to the cost of many if not all Seasons products and services, a cost that would be passed on to residents.

## Financing care

Seasons unique care model gives you complete peace of mind when it comes to care costs. One of the benefits of moving into a Seasons community is that you will receive personalised care and support from low to high care, 24 hours a day, seven days a week. Our care extends to individualised memory support (dementia care) and end of life palliative care, meaning you won't need to move again, unless you choose to. All care is delivered by caregivers, nurses and allied health professionals who know you and all in the privacy of your own Seasons home.





## Care funding options

Seasons provides and facilitates access to a number of care funding mechanisms which support your desire and choice to continue living in your own Seasons apartment, including:

### 1. Accessing a Commonwealth Government Subsidised Home Care Package (HCP)

To be eligible for subsidised support, you will first need to undergo an assessment by a member of the government's Aged Care Assessment Team (ACAT). The ACAT assessor will determine the extent of your care/support needs (if any), make a recommendation as to the level of subsidy required and urgency. At times, there can be very significant delays between ACAT assessment and approval and subsidy funds actually being made available through MyAgedCare.

Seasons' care partner Envigor will assist with this process step by step.

### 2. You may already have a Home Care Package

We can bring that package with you to Seasons and if you choose, have Seasons' on-site Care Partner, Envigor, deliver care according to your personal care plan. Almost invariably choosing Envigor in this circumstance will result in a significant increase in available HCP funds and services.

Seasons' care partner Envigor will assist with this process step by step.



### **3. Personal Care Funds via the Weekly Payment**

A modest amount accumulates to a personal care fund each week, for your exclusive use (where you choose Envigor as your care provider). These funds can be used to instigate immediate care/services where there are delays in accessing subsidised HCP funds via MyAgedCare (see point 1 above). *Seasons' care partner Envigor will assist with this process step by step.* When you leave Seasons, any funds remaining in your personal care fund will be refunded within 21 days.

#### **4. Accessing the Equity in your Ingoing Contribution/Bond (when you choose Seasons Care Partner, Envigor)**

Supporting your choice to never have to move again. Where there is a delay in accessing subsidy support via ACAT and MyAgedCare, and the funds available through your personal care fund (point 3 above) are insufficient to cover your service/care needs, Seasons will make funds available to cover your needs. These funds will be accrued, interest free, payable when you leave your Seasons Community - to be deducted from your ingoing contribution/bond - **you can live the life you choose and never having to move again.**

#### **5. Seasons One Move Promise**

Seasons commitment is that you will never need to move again. In unique and very rare circumstances Seasons may agree that it is in an individual's best interest to relocate to a specialist Residential Aged Care Facility (RACF). In such instance, Seasons may fund the Daily Accommodation Payment (DAP) of the RACF\*.



## What happens if I use all my equity on care?

If you use all the equity in your apartment, you won't be asked for any further money to fund your care. The Seasons One Move Promise means that once you've reached the limit of your equity, there's no more to pay. Seasons will cover your care costs for the rest of your stay\*.

\*Refer to the Public Information Document (PID) for condition details





## When you leave Seasons

To keep your initial investment for the right to reside in your chosen Seasons community as low as possible, we defer your daily accommodation payments until you move out. This is deducted from your ingoing contribution as an exit fee.

Your lease payment is calculated at a daily rate. This amount is clearly detailed in your Public Information Document (PID) and explained prior to you moving into Seasons. Your daily lease payment calculation is capped at a maximum of 4 years (approximately 1,460 days). Even if you stay for 10, 15 or 20 years your lease calculation amount stops at 4 years.

When leaving Seasons, your lease payment amount (exit fee) is deducted from your original ingoing contribution/bond, with zero interest applied. Any care costs accrued against your ingoing contribution/bond will also be deducted at this point – zero interest applies.

## Your Lease Payment example (Exit Fee)

We structure the exit fee this way so that at any point in time you'll be able to calculate your exact lease payment.

The below exit fee example is based on a daily fee of \$76.43

| Year 1<br>(1 full year, 365 days) | Year 2<br>(2 full years, 730 days) | Year 3<br>(3 full years,<br>1095 days) | Year 4<br>(4 full years,<br>1460 days) | Year 4 +         |
|-----------------------------------|------------------------------------|--|--|------------------|
| \$27,900                          | \$55,794                           | \$83,691                               | \$111,588                              | \$111,588        |
| Equity \$231,100                  | Equity \$203,206                   | Equity \$175,309                       | Equity \$147,412                       | Equity \$147,412 |

The equity amounts can either be used to fund additional care or will be refunded as an exit entitlement when this resident leaves Seasons.

## 9-month guaranteed buy back

Once you exit your Seasons community we make your apartment available to prospective new residents. If your apartment is not taken up by a new resident after no later than nine months from the end of your lease, Seasons will pay out your exit entitlement.



**Bribie Island**

44-46 Melrose Avenue, Bellara Qld 4507  
Enquiries (07) 3410 4300

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**Caloundra**

30 Baldwin Street, Golden Beach Qld 4551  
Enquiries (07) 5437 4900

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**Eastern Heights**

44 Grange Road, Eastern Heights Qld 4305  
Enquiries (07) 3202 2130

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**Kallangur**

1321 Anzac Avenue, Kallangur Qld 4503  
Enquiries (07) 3285 9500

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**Mango Hill**

28 Akuna Way, Mango Hill Qld 4509  
Enquiries (07) 3498 2850

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**Redbank Plains**

15 Argyle Street, Redbank Plains Qld 4301  
Enquiries (07) 3814 8700

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**Waterford West**

881 Kingston Road, Waterford West Qld 4133  
Enquiries (07) 3440 5700

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**Sinnamon Park**

147 Oldfield Road, Sinnamon Park Qld 4073  
Enquiries (07) 3028 6100

[seasonsagedcare.com.au](http://seasonsagedcare.com.au)