



Business Line Training

Dependency Training



1. Dependencycare Market

- ▶ Dependency definition, impacts and challenges
- ▶ Process of adapting society to the ageing of the population Law (Law of 27 December 2015)

Le 27 décembre 2015, l'Assemblée nationale a adopté la loi relative à l'adaptation de la société au vieillissement. Cette loi est entrée en vigueur le 1er janvier 2016.

Elle vise à garantir le maintien de la qualité de vie des personnes âgées.

| | la loi | la loi |
|-------------------|---|---|
| Pourquoi passer ? | La loi vise à adapter la société au vieillissement en renforçant le rôle de la famille et en améliorant les services de soins à domicile. | La loi vise à adapter la société au vieillissement en renforçant le rôle de la famille et en améliorant les services de soins à domicile. |

2. Detailed Dependency Definition

- ▶ Evaluating dependency in everyday life / medical criteria
- ▶ different levels of dependency : AGGIR scale

Tableau de l'échelle AGGIR (Autonomie Géographique, Géographique, Individuelle, Relative).

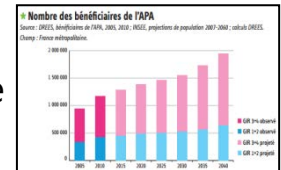
| Activité | Autonomie | Relative | Individuelle | Géographique |
|----------------|--------------------------|--------------------------|--------------------------|--------------------------|
| 1. Coûts | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| 2. Orientation | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| 3. Toilette | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| 4. Habillage | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |



practical cases : Evaluating the level of dependency

3. Financing elderly dependants : APA, Long term care annuities

- ▶ APA social and environmental criteria / medical criteria of long-term care coverage



practical cases : administration of cost acceptance

4. Coverage and payment of medical benefits

- ▶ Checking of the medical aspects / CEP Applications / guarantees (waiting period,...)
- ▶ Institutional structures ("longterm care" sector : EHPAD...), home-based care, hospital care : functioning , regular operation with health professionals

| | | |
|---|--|--|
| <p>Conditions d'accès</p> <p>• Fournir un certificat médical en double exemplaire, dûment daté et signé par un médecin (Généraliste ou spécialiste) attestant l'état de santé du bénéficiaire.</p> | <p>Documents à fournir</p> <p>• Carte d'identité • Carte Vitale • Certificat de domicile • Certificat de résidence • Certificat de situation de famille • Certificat de ressources • Certificat de situation de santé</p> | <p>Modalités de paiement</p> <p>• Le paiement est effectué par le bénéficiaire ou son représentant légal, à l'exception des cas de prise en charge par la Sécurité Sociale ou la Mutualité.</p> |
|---|--|--|



Practiac case : opening cases and initiating medical care

5. Various offers : individual contract and collective contract

- ▶ Conditions of accession, warranties
- ▶ Growth of connected objects

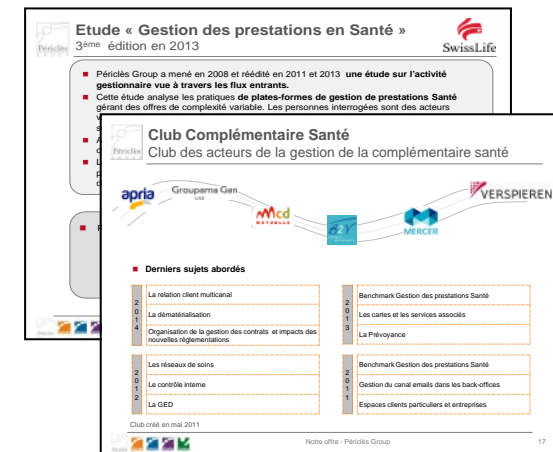
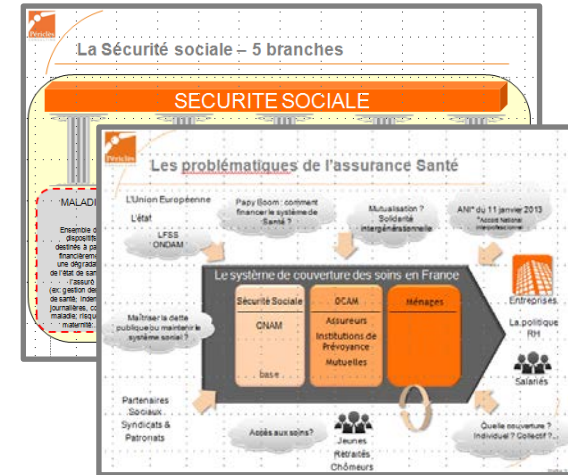


Practiac case : : reducing personal cover

Our trainings are based on our expertise

- The advantages of Périclès Consulting to assist you are :
 - ▶ A strong **knowledge of the sector of Social Protection, Health and Welfare, including Dependency**, its organization, its functioning and representative bodies
 - ▶ A **strong knowledge** of its players, the governance and organizational models encountered, products and solutions implemented
 - ▶ A **strong expertise in the field of Social Protection**, throughout the value chain, acquired from various players (insurers, mutual insurance companies, major brokers, pension funds, management platforms ...)
 - ▶ **Various experiences in the healthcare sector** in the framework of projects to define offers and strategic plans, network animation, organization of back offices, research of operational excellence ...

- Périclès also has the following advantages:
 - ▶ **Continuous monitoring of regulatory developments and regular market studies**
 - ▶ A **Complementary Insurance Health Club** that gathers quarterly professionals of the sector around the current news of the sector and subjects of common interest



Training approach

A global team of experts with a tested methodology

■ An attentiveness to the needs of trainees

- ▶ After defining the objectives and training needs, we develop a personalised program - awareness-raising MOOC can be provided prior to the session
- ▶ At the end of each session, a questionnaire is given to the participants and a feedback is given to you on the perceived quality of the training and the intervener

■ A team of trainers with specific skills

- ▶ Our trainers have technical competences in the fields of finance, banking, insurance or social protection and train various profiles (managers, actuaries, managers, etc.)
- ▶ The Dependency line training team is led by Françoise Paugam



- 20-year experience in the Social Protection sector, acquired from insurers, mutual insurance companies, provident groups and large brokers Follow-up or implementation of major organizational and regulatory developments in the sector Latest training courses offered: Argus - AG2R La Mondiale, Owliance,
- Suivi ou mise en œuvre des grandes évolutions organisationnelles et réglementaires du secteur
- Dernières formations dispensées : Argus - AG2R La Mondiale, Owliance, Edhec, Centrale Paris...

- ▶ A proven teaching method based on the alternation of theoretical contributions and immediate practice, our pedagogical method promotes the exchange of points of view and experiences

■ Comprehensive teaching materials

- **Full documentation** is given to participants at the beginning of the course. It will be a valuable working tool and a reference document