

buyacarehome.com

Winter Newsletter 2020

Welcome to the Buyacarehome quarterly newsletter.

It's hard to believe that 2019 is over and a new decade has begun. No doubt you're already looking forward to what the new year will bring for you and your care business.

2020 Market Outlook

By Jonathon Read, Senior Broker

2019 was a turbulent year for the finance sector as a result of the political climate, which made many buyers, sellers, and therefore high street lenders, reluctant to do as much business.

Despite this, there were challenger banks and other lenders with whom we were able to place business with, from first-time buyers all the way up to corporate operators.

Moving forward now into 2020, a lot of lenders have entered the year with a positive outlook towards care home lending, despite the high street banks not aggressively lending, and some even withdrawing from the sector completely. Most challenger banks have increased their 'pot' for the forthcoming year, as confidence grows within the market. Therefore, there has never been a more vital time to contact a specialist broker with complete market access to get the best finance or mortgage deal for your care business - the names of some of these lenders may be unfamiliar to you, and some can only be accessed via a broker.

I think buyers can move into 2020 with confidence in the sector. Hopefully the Prime Minister can deliver on his promises to invest in the social care sector, which will boost market confidence and attract the high street to increase their backing of care home investments.

Chandler & Co have been specialist commercial mortgage brokers since 1996. We are completely independent from the market and can therefore offer unbiased finance advice for care home businesses. For any purchase, development or refinance enquiries please don't hesitate to contact us on 01622 817484 or finance@chandlerandco.co.uk.



Care Sector Mortgage Brokers



ARRANGE A FREE
FINANCE HEALTH CHECK
FOR YOUR
CARE HOME MORTGAGE

Chandler & Co are pleased to offer you a special invitation for a FREE FINANCE HEALTH CHECK. To book an appointment please call 01622 817484 or email finance@chandlerandco.co.uk.

Chandler & Co do not charge up-front fees and there is no obligation to use their services.



Are you prepared for The Good Work Plan?

The Good Work Plan is coming on 6 April 2020 and is set to be the biggest shake-up of employment law in a generation.

[FIND OUT MORE](#)

Here are the changes you need to know:

- *Written statement of particulars of employment for all workers from day 1*
- *Increase in the holiday pay calculation period*
- *Increased protection for agency workers*

Brand-new guidance: defining employment status

The issue underpinning the Good Work Plan changes coming into effect in April is that of defining employment status. Citation's Head of Employment Law, Gillian McAteer, outlines some common misconceptions.

[WATCH THE NEW GUIDANCE](#)

Looking for extra support?

Got any questions about how the Good Work Plan will affect your specific business?

Please call 0345 844 1111 to speak to a friendly advisor or [leave your details here.](#)

Citation also offer [buycarehome.com](https://www.buycarehome.com) visitors 10% off their HR & Employment Law services including 24/7 advice line, dedicated local consultant, and full documentation – including contracts of employment and templates. *Just let them know you're enquiring through [buycarehome.com](https://www.buycarehome.com).*



Nourish - Digital Care Planning System

With Nourish you can:

- Spend more time with the people you support
- Record more detailed and accurate care notes
- Follow personalised daily timelines of care
- Truly bespoke & person-centred care planning
- Seamless handovers at the click of a button
- Easy-to-use and intuitive for care teams
- Simply track trends and health changes
- Simplify evidencing of quality care

Nourish Supports care services including:

- Residential and Nursing Homes
- Group Care Providers
- Learning Disabilities and Mental Health
- Supported Living
- Day Centres, Housing & more

The owner and manager of Grassington House Care Home shares her experience of working with Nourish and the impact it has had on the team and residents.

“When we introduced Nourish, we experienced a genuine shift in culture and approach to care recording that supported our team and benefited our residents care. Nourish allows you to have a complete overview of how your home is running, which you simply can’t do on paper. Recording using the devices at the point of care makes care communication that much better. We’re all human and over a long shift supporting different residents, we can forget information. With Nourish, you record quickly as you go, to make sure none of that information is lost and is handed over to the team if it needs to be.”

If you’re going to use Nourish, I’d definitely say maximise it to its full potential and move everything over; certificates, audits, training. I have been able to stop writing my endless to-do lists because Nourish does that for me.”

[Read the rest of the case study here.](#)

[Download the Nourish brochure](#)



Care Home Specialists



Our expert team of healthcare accountants have many years of experience in the sector, delivering a personal, proactive and industry-specific approach through on-going support and advice. Currently we're working with over 250 healthcare clients, from the owner-managed and privately owned to large portfolios and corporate groups.

These include Care homes (retirement/residential homes for the elderly), nursing homes, learning disability, challenging behaviour and specialist needs, rehabilitation, supported or assisted living, domiciliary care agencies and foster carers.

Visit the new Healthcare Hub which curates all sector related insights and expertise in one place.



Value of care homes to the UK economy



Healthcare clients



Doctors registered in the UK



Courses of Dental treatment delivered by NHS in 2018/19

To find out how Bishop Fleming can help you or your business with Healthcare sector advice, please

[contact a member of their team.](#)

[Download the Bishop Fleming Care Homes brochure here.](#)

Buyacarehome also have other specialist accountants for care homes across the UK

Morris Lane are Chartered Accountants in Poole, Dorset whose award winning team of care home specialist accountants have been providing expert tax and accounting advice to care home clients nationwide for over 30 years.



Mitchells Chartered Accountants have been supporting the care home industry since 2005, supplying a wide range of sector specific services to operators locally in Derbyshire and nationwide.



Provider & Manager training 2020 has arrived - Care 4 Quality are offering a range of CQC compliance workshops in venues across the UK

We are focused on each workshop being a proactive day where there is sharing of practice, networking and a clear vision for moving services forward. The workshops are limited to 30 delegates so that we can ensure that people are given time to discuss the topics raised and ask questions to the Care 4 Quality tutor as well as to a Care 4 Quality representative. The workshops on offer are:

- **Achieving and Sustaining an Outstanding CQC Rating**
- **Being an Effective and Responsive Provider/Manager**
- **Good Governance**
- **Preparing for, Managing and Responding to CQC Inspections**
- **Preparing for CQC Registration and Interview Process (Manager & Provider/NI)**

For more information on the workshops please click on the workshop that you are interested in, where you will find the course aim and objectives as well as the link to online course booking.

For a full list of all the courses and venue list, [click here](#).

Should you have any questions about the content of the course or which course would be most suitable please contact us on [01579 324787](tel:01579324787) or training@care4quality.co.uk

For more information about anything covered in this newsletter or to contact any of the Buyacarehome care sector professionals please follow [this link](#) to complete the short contact form and we will be in touch.



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The online
community for care
sector professionals.