



Turning point: a future perspective of the Residential Villages Industry

The Australian Residential Villages industry has undergone significant change in the past ten years but faces even greater challenges over the next 15 years as the baby boomers enter retirement.

At this seminar, the third in a series held for the industry by Madgwicks this year, Aged Care and Residential Village industry specialist consultants Louise Greene and Fiona Somerville from The Ideal Consultancy will share their unique insight into what the industry can expect as well as providing advice about how different players in the industry can capitalise on change.

The Ideal Consultancy is a national company operating in all states. Louise and Fiona have vast experience in corporate, health, aged care, sales and marketing. The Group specialises in assisting clients in the Aged Care and Residential Villages industry with strategic planning, feasibility studies, due diligence, business improvement, maximising revenue, organisational change, improving occupancy and dealing with compliance issues.

Retirement Villages: Breakfast Briefing

*Tuesday 15 November 2011
7:15am for a 7:30am start
Concluding at 9:00am*

*Madgwicks
Level 33, 140 William Street
Melbourne VIC 3000*

To register please contact:

Hayley Smith

T: +61 3 9242 4776

E: events@madgwicks.com.au

by Friday 11 November 2011

Please include any dietary requirements



► **Presenter: Louise Greene**

[The Ideal Consultancy](#)

Louise has worked in professional and management roles in a range of organisations in Victoria. Louise's experience includes developing innovative approaches to service delivery and funding models, and the evaluation of service and program models.

Louise was responsible for the design, development and implementation of flexible service models in the Coordinated Care Trials and the development of innovative service models in the community care setting. She has established quality improvement and performance reporting strategies in a range of organisations and has evaluated the impacts of ongoing quality improvement processes and compliance requirements across a range of care settings.



► **Presenter: Fiona Somerville**

[The Ideal Consultancy](#)

A highly motivated professional with solid sales and marketing skills in the healthcare sector. Fiona's most recent work has been focused on driving brand awareness, leading sales teams and developing successful marketing initiatives. This, along with a thorough understanding of financial drivers has vastly improved bottom line results for her clients.