



Vitalize 360 — What Matters Most To You!

Kendal at Lexington strives to go above and beyond typical expectations of what the word “care” means in a long-term care environment. A new system-wide Kendal program, Vitalize 360, has been launched to build on previous efforts by engaging, challenging and inspiring residents to live full, healthy and vibrant lives. The goal is for the community to be able to demonstrate appreciable improvement in successful aging.

How it works: Independent Living residents develop a Vitality Plan focused on meaningful Life Goals, Supporting Goals and Action Steps designed to support existing activities, inspire new achievements and foster a meaningful active life. The focus is not on “What is the matter?” but on “What matters most!” Resident goals can be anything from “I want to be a better listener” to “I want to swim four laps, three times a week,” or even “I want to skydive before I’m 80.”

Through development of a plan and on-going coaching and check-ins, the program is there to help one reach his or her goals.

Vitalize 360 combines an award-winning, innovative, person-directed approach to wellness coaching with the power of information derived from a scientifically grounded assessment system. The program is based on the principles of self-efficacy, self-management and the belief that a well-developed coaching conversation will guide, inspire, challenge and foster self-direction and action.

By focusing on the person, in both body and mind, Vitalize 360 keeps pace with evolving health care models and a new care paradigm that focuses on improving each resident’s experience of care, the overall health and wellness of the community and cost effectiveness.



PREVIOUS CARE PARADIGM

Illness
Outside in approach
Numbers determine health
Single dimension
Direct
Tell
Wrestle
Focus on what’s broken
What I need to fix
React



NEW CARE PARADIGM

Wellness
Inside out approach
Perspectives determine health
Multidimensional
Guide
Actively listen
Dance
Focus on what’s working
What I want to fix
Prevent

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Planning for a Possible New Building Phase

As part of Kendal at Lexington's effort to plan for the future, the community is investigating the opportunity to build more independent living cottages. Though no decisions have been made, marketing staff have begun to research what current prospective residents, and others looking at Kendal, may want to see. Throughout the spring, we will be asking those interested in a possible move to Kendal to fill out a survey that asks questions such as "What

amenities are ‘must-haves’ for you?” and “In what size floor plan do you picture yourself?”

In January, we kicked-off the fact-finding mission by holding a discussion group with prospective residents representing 12 households. The graphics below represent the outcomes of one of our discussion activities.

Word Cloud “House” (see below): Participants were given five sheets of paper to list five “must-haves”

and place the most important choices closest to a bull's eye center displayed in the room. The larger the word in the word cloud "houses" below, the greater number of times this amenity was selected and the closer to the bull's eye it appeared.

How closely do these “must-haves” align with your wants and needs? Call the marketing office at 800-976-8303 or 540-463-1910 to request a survey or to discuss what you may be interested in as we plan for the future.

Group A:



Group B:





Design Goal— Creating a New Space That Reflects You

Do you have a unique decorating style that leads you to assume that moving to a “retirement” community means having to compromise? Think again! Kendal values individuality and hopes that the love you have for your current home and lifestyle can be recreated here, and made even more special. Residents moving in often bring treasured items, but this is also the time to take advantage of the opportunity to create a totally new, one-of-a-kind interior.

Marje Sherrill did just that.

Before moving to Kendal, Marje Sherrill visited during all four seasons to ensure that she could acclimate to a different climate after living in Arizona for much of her life (55 years). Marje decided to move to Kendal in beautiful Virginia, but wanted to bring the Southwest with her.

Many homes in southern Arizona are reminiscent of the architecture of Spanish and Mexican settlers who came north into what is now the U.S. The style features thick adobe walls, beamed ceilings, arched doorways and brightly patterned rugs on bare floors. These rugs typically are woven in geometric patterns and may come from Mexico or from native weavers, such as the Navajo Indians of Arizona and New Mexico.

When you walk into Marje’s home at Kendal at

Lexington you are welcomed by what once was a coat closet, but is now a recessed arched opening that softens and accentuates the entrance. Dark wood floors and light stucco colored walls are a perfect contrast to her Native American rugs and Southwestern artwork and décor. The archway echoes what was once a two-bedroom cottage, but Marje had that converted into one large master suite with a wide archway where the rooms used to meet. An open patio comes off the designated office space of the master bedroom and allows light to come in unhindered.

After living in the space for a while, Marje added large wood beams to the bedroom ceiling and replaced standard carpeting in her bedroom with a woven carpet that is more harmonious with the Southwestern feel of her home. Marje’s cottage truly is a warm, inviting and especially unique space.

One doesn’t need to gloss over the true reality that a move from a longtime home to a new one at Kendal could be challenging. However, on the positive side, your move could bring out your creativity and become a liberating experience that leaves you excited for the next stage of your life. Our design and move-in team is always glad to help you. A bit of inspiration and imagination may be all you need!



Elsa, Robyn, Sally, Nelson from the "Mischief Committee."

A Day in the Life of a Resident

Robyn and Nelson Potter moved to Kendal at Lexington in September 2015 from Clifton Park, New York. Though the downsizing and relocation from another state was hard, Robyn now says that she can't remember ever feeling so relaxed. They are settled and enjoying life in Lexington. Their 1,300-square-foot cottage on Sycamore Lane feels like home.

What does a typical day look like for Robyn and Nelson?

5:00 a.m.: "Early Bird" Nelson has a snack and works on puzzles, reads or putters around outside while waiting for "Night Owl" Robyn to rise.

Nelson fills his birdfeeders, and is even caring for his

neighbor's bird feeders as she recovers from surgery. They typically have breakfast together by about 10 a.m. They like to sit on their sunporch to eat and watch the cows graze in the field behind their cottage.

Mid-morning:

Robyn and Nelson have quickly become immersed in the Kendal at Lexington community and have each joined several resident committees. Nelson is showcasing a couple of his wood carvings of birds in the resident Art Gallery. In addition, they are ad hoc members of what they describe as the "Mischief Committee." One recent activity of that "committee" was building a snowman outside of the Borden Center dining room so that the residents of the nursing center could enjoy it. The snowman featured a top hat fashioned out of cardboard, which was hand made by Robyn. A snowman hat didn't make the cut when they were downsizing, but that didn't stop Robyn from creating one!

1 p.m.:

Lunch together on their sunporch.

Late afternoon:

Nelson has begun volunteering at the George Marshall Museum on the Virginia Military Institute (VMI) Post, and Robyn is planning to volunteer with gardening activities in the spring. They both use the Fitness Center at least three times a week and always go to the Fitness Center when Housekeeping is at their cottage for their bi-monthly cleaning. They love coming home from a workout to a clean house!

5:45 p.m.:

Robyn and Nelson walk over to the main building for dinner. They have met a wide variety of people and are making a point to not get in the habit of dining with the same residents every night. They do, however, have dinner with their friends Sally and David several times a week. Sally went to college with Robyn and Nelson, and introduced them to Kendal at Lexington. Robyn and Nelson first visited Kendal in 2005. They knew from the start that they wanted to move to Kendal while they were still independent and active and could take advantage of all Kendal and the surrounding area has to offer.



What's Influencing You?

When Kendal at Lexington's marketing team meets with prospective residents to discuss if a move to Kendal is right for them, we often ask:

"What's Influencing Your Decision to Move to Kendal at Lexington?"

Here are some the responses we frequently hear:

- Spouse's mobility is becoming more limited. We want to move so we don't feel trapped in our home.
- Location, location of beautiful Lexington, Virginia.
- I'm single and want to be around other single people of the same age and interests.
- Looking for a well-planned community with various options.
- Health is not as good as used to be.
- Want to be around interesting and diverse people living in the community.
- House and yard getting to be too much. Want someone else to handle maintenance and repairs.
- Health care will be set for the rest of our lives. Continuum of care.
- Want to be part of the vitality of a lifelong learning community.
- Desire a neighborhood and campus feel. Don't want to be isolated.
- Want to move sooner than later so Kendal can feel like home before I may need other services, like in the nursing center.
- Protect children. Don't want to be a burden on them.
- Current home has stairs that I can't manage anymore.
- Had positive experience with mother or father living in a CCRC and want that for myself and my children.
- Don't want to cook or clean anymore.
- Want to make new friends and have fun.

Deciding to move to Kendal at Lexington is a major decision for many people. It is our goal to assist you as you consider making such a move. Contact us anytime by calling 800-976-8303.



The Value of Lifecare ...

What Do Fees Cover?

Residents enter into a continuing care agreement (contract) with Kendal at Lexington by paying a one-time entry fee and ongoing monthly fees that cover a residence, services and amenities, and a comprehensive package of health care services, including long-term care for the rest of their lives.

Kendal at Lexington offers a choice of agreements: an Extensive Life Care Agreement (also referred to as a "Type A" Contract) and two Modified Agreements (also referred to as "Type B" contracts). All include the right of occupancy in the apartment or cottage for the resident's lifetime as long as they can safely occupy it, and a package of services, amenities and health care. All include unlimited assisted living care in the Webster Center, as needed, and each includes a component of licensed skilled nursing care, if ever needed, in the Benjamin Borden Health Center.

Agreement Types

- **Lifecare:** The resident(s) will receive an unlimited number of lifetime days of skilled nursing care at the same monthly fee as they would pay in their apartment or cottage.
- **60-Day Modified Health Care:** The



resident(s) will receive 60 lifetime days of nursing care at the same monthly fee as they would pay in their apartment or cottage. After 60 days, the resident will pay the per diem rate.

- **365-Day Modified Health Care:** The resident(s) will receive 365 lifetime days of nursing care at the same monthly fee as they would pay in their apartment or cottage. After 365 days, the resident will pay the per diem rate.

Kendal at Lexington also offers a choice of a 2% declining refund plan, a 50% refund plan, or a 90% refund plan.

For updated fees visit kalex.kendal.org/home/about/fees/.

For a copy our new 20-page Lifecare informational booklet, or learn more about fees, call us directly at (800) 976-8303.



Musings on Moving

—By Resident Natalie Wellman

Decision, decisions, decisions. For those of us who make decisions quickly with a degree of ease and who are orderly in nature, the assignment of choosing possessions to take to our new home is less taxing than for those of the other persuasion. I belong to the “other” group and have the added disadvantage of having been blessed with an overdose of sentimentality ... the imperfect storm of traits for one about to undertake a move.

However, back then, after several sleepless nights, I resolved to put together a simple test for choosing which of my worldly goods to keep. I will not claim it was perfect, but it helped me enormously in my decision-making.

Looking at one object at a time, it had to have all of the following attributes to pass the test:

1. It must be something **I NEED**.
2. Because of **SENTIMENTAL VALUE**, I’d keep it.
3. I had to appreciate its **BEAUTY**.

I hope this test may help others like me remain afloat as they experience the wave of decisions that one must make before moving to the quiet seas of the less complicated life of a retirement community.



Natalie Wellman made her move to Kendal at Lexington in 2011. Her unique cottage, named “Isabel’s Cottage,” is one of the original structures from the Sunnyside Farm. It is named for Isabel Anderson Bartenstein, who along with her husband, Fred, donated the land on which Kendal at Lexington is situated. It sits just beside Sunnyside House and dates back to the early 1800’s. Some speculate it was a summer kitchen, while others suggest it was guest quarters. Now it is Natalie’s charming 800 sq. ft. home.



Conversion to Energy-Efficient LED Lighting Set as Campus Goal

Replacing high-wattage incandescent light bulbs with more energy-efficient LED lighting is one of Kendal at Lexington’s sustainability initiatives. The goal is to replace conventional bulbs with LED bulbs in all street and walkway lights and in existing interior light fixtures in common areas, apartments and cottages. Moving the campus to LED lighting in these areas will take three to five years.

There are many benefits to investing in LEDs:

- Whiter, brighter light—especially in kitchens, bathrooms and hallways.
- Canned lights in bedrooms, living rooms and dens have dimmers. They will throw more ambient light throughout the

room and can still be dimmed as desired.

- Long lasting bulbs—LEDs last at least 10 times longer than conventional light bulbs.
- Less maintenance—long LED

lifespan means no bulb replacement for years.

- Less heat emitted—LEDs emit very little heat, while conventional bulbs release 90% of the energy they consume as heat.
- Less electricity consumed—Most LEDs use no more than 15% of the energy required by conventional light bulbs. For instance, a 43-watt incandescent bulb can be replaced by an LED bulb rated at just 6 watts.

As renovations are made in the main building and in independent living apartments and cottages, lighting will be updated and converted to LEDs. Energy efficiency, including the use of LED lighting, also will be incorporated into plans for any new buildings or renovations.



KENDAL[®] at Lexington

Together, transforming the experience of aging.®

160 Kendal Drive
Lexington, VA 24450

KALEX.Kendal.org

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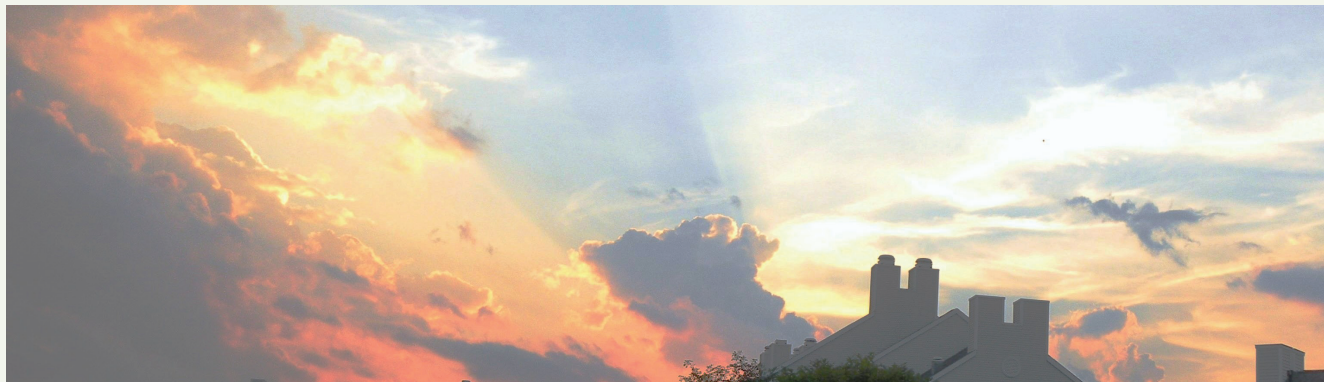
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Kendal at Lexington is accredited as a full service continuing care retirement community by CARF/CCAC, an international body that accredits organizations aspiring to excellence.



‘Like’ Us on Facebook!

KaLex’s Facebook page provides a glimpse of day-to-day life here on campus and in the greater Lexington community. Find out what residents do in their free time, view photos of cottages and apartments, learn about upcoming events and see what goes on in historic Lexington. It’s an interactive way to see a more candid side of Kendal.

Share the Kendal experience at **www.Facebook.com/KendalAtLexington**.

