

Heartland ®

ManorCare ®

7/6/2017

To future partners of Paramount,

This letter is to share my appreciation to Paramount Healthcare Training Institute. My business has struggle for 5 years with agency usage. We needed to do something different to get a better result.

We operate a 120 bed, 170 employee Skilled Nursing facility. Our organization partnered with Paramount in February, 2017. Since forming this partnership, we have eliminated \$30k spending per month on agency usage for CNA's. We have filled our 18 open positions and typically only have 2-5 openings now. Our facility is currently selecting and sending several students on an every-other-month basis. Now we can focus on being strategic vs. reactive in how we staff our facility.

Thank you for considering my information.

Regards,



Michael W. Jones Administrator, NHA MBA

Ph: 262.523.0933 E-mail: Michael.Jones@hcr-manorcare.com Fax: 262.523.1674