

Meet Our Consultants!

USAgging Consulting Services

February 18, 2025

The Business Institute

The mission of the Aging and Disability Business Institute (Business Institute) is to successfully build and strengthen partnerships between community-based organizations (CBOs) and the health care system so older adults and people with disabilities will have access to services and supports that will enable them to live with dignity and independence in their homes and communities as long as possible.

aginganddisabilitybusinessinstitute.org



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Getting Started

Everyone needs some help with taking that first step. For aging and disability community-based organizations, *Getting Started* provides a collection of business acumen resources to help those beginning their journey toward partnerships and contracts with the health care sector. Start here if you are looking for the basics, or if you need a refresher on health care contracting fundamentals.

01

02

03

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Featured Content —



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The
John A. Hartford
Foundation



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SCRIPPS GERONTOLOGY CENTER

Our work

-  Training
-  Technical Assistance
-  Resource Development
-  Information Gathering
-  Consulting Services
-  Thought Leadership
-  Center of Excellence to Align Health and Social Care

Poll Question

What type of organization are you representing today?

- a. AAA/Community-based organization
- b. Community Care Hub
- c. Government entity
- d. Health care
- e. Other

Sharon Williams

Willams Jaxon Consulting, LLC

‘Sharon has been instrumental in translating the complex world of healthcare with its regulations and business practices into bit sized modules for CBOs, like Meals on Wheels programs, to enable them to ready their programs for participation in integrated healthcare services.’

~Magda Hagemen-Apol, VP MOWA Education & Training



Sharon Williams Experience

- **Entrepreneur**

- Expert integrated care consulting for health and social care organizations
- Contributing Editor, Urban Aging Newspaper

- **HealthCare**

- CEO, CareSource Michigan Health Plan
- VP Business Development, Coventry Health Plans
- VP Medicaid Market Development, Amerigroup Health Plan
- VP Government Relations, OmniCare Health Plan
- Privacy & Compliance Officer, OmniCare Health Plan
- VP Provider Relations, Detroit Medical Center Health Plan

- **Social Care**

- COO, Detroit Area Agency on Aging
- President, StarrVista (juvenile justice)
- Assistant Director, Detroit Head Start Program



Williams Jaxon Specialties

Community Care Hub
Consulting

Healthcare Policy
Development/Advocacy

Government Relations
Management

Medicaid, Medicare and
Long Term Services
Supports Program
Expertise

Business Development
Strategic Planning

Compliance
Administration

Editorial & Proposal
Writing

Training & Technical
Assistance

Corporate Strategic
Alignment for
Community
Competency

‘Throughout our initial planning meetings, Sharon’s passion for delivery of high quality, culturally competent, integrated and cost effective health & social care services is clear and evident.

We are thrilled to work with Sharon & know that because of her experience and approach, New York will improve its national rankings for the health of its population; and community supports and services will be better connected to serve individuals holistically rather than a siloed approach.’

~Greg Olsen, Acting Director, New York State Office for the Aging



Expertise for Health and Social Care Ecosystems

USAging

National Council
on Aging

Meals on Wheels
America

Elevance Health
(Amerigroup)

Trusted Health
Plan

New York State
Office for the
Aging

Indiana Area
Agencies on Aging
Association

Centralina AAA

Trellis Network

Gateway Health
Plan

Detroit Area
Agency on Aging

University of North
Carolina-Ashville

Mid America
Regional Council
CCH

North Carolina
Community Care
Hub

Mon Ami Software

Jewish Family
Services: Oakland
and Washtenaw
Counties

SE Mi Senior
Regional Council
CCH

'We have worked with Sharon for the past year and she has been a terrific leader, facilitator and guide. The depth of her knowledge and expertise in healthcare and social care systems, integrated care and business development strategy are incomparable.'

~Yuliya Gaydayenko, Board Chair, SE MI Senior Regional Collaborative Community Care Hub



USAging/Williams Jaxon Collaborations

Pennsylvania CCH

- Serve as Interim Co Executive Director
- Assess state's MLTSS transformation policies for AAA contracting opportunities
- Oversee strategic planning & infrastructure development technical assistance
- Design corporate training curriculum
- Engage with potential healthcare clients/state officials
- **Outcome:** CCH prepared for initial contracting

Medicare Advantage Learning Collaborative

- Curriculum designed to acclimate AAAs to Medicare Advantage
- Provide training & technical assistance to Collaborative participants
- Enhance AAA readiness for sustainable contracting with Medicare Advantage Plans
- Over 100 applicants applied for program participation
- **Outcome:** Participants demonstrate greater understanding of Medicare Advantage as a source of sustainable revenue

'You will find Sharon extremely competent, knowledgeable and a pleasure to work with. Her thought leadership, insights and guidance on strategy have been invaluable...'

~Kathy Cameron, Senior Director, National Council on Aging



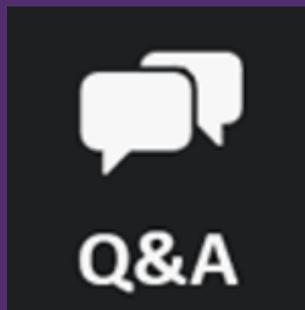
Thank You!



Contact information
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Questions/Comments?



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Consulting Services

USAgings Consulting Services focus on the issues and opportunities that are critical to helping AAAs, other community-based organizations (CBOs), and networks of CBOs prepare for and respond to the evolving demands and opportunities in the health and social care environment, as well as preparing their agencies and networks for the future needs of individuals across the communities they serve.

Our nationally recognized consultants and leading AAA and CBO partners bring deep knowledge and expertise in AAA/CBO/network operations, managed care, health care, Medicare and Medicaid, social care needs assessments, quality and performance improvement, risk management, as well as social care programs and services. We understand that every AAA, CBO, and network are unique and require a tailored approach to address their consulting interests and needs.

Get Connected

For more information about how USAgings Consulting Services can help your organization, contact Maya Op de Beke (mopdebeke@usaging.org) with USAgings Aging and Disability Business Institute, or you can get started by completing our no-obligation **online inquiry form** so we can schedule an initial, no-cost discussion.

<https://www.aginganddisabilitybusinessinstitute.org/about/consulting-services/>

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Leaders in Aging Well at Home

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Connecting Communities and Health Care

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- <https://www.aginganddisabilitybusinessinstitute.org/consulting-services-inquiry-form/>
- 1-hour free exploratory call

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USAgging Consulting Services Inquiry Form

Complete the below form to help USAgging determine your areas of need from our Consulting Services Program. USAgging will use this form to prepare for a no-obligation, no-cost one-hour preliminary discussion. Following the submission of this form, we will reach out to the contact person listed to set up an initial meeting.

Organization Name

City State

Contact Name

Contact Title

Phone Email

Type of Organization

Area of Focus of Organization

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Create an Account —

Complete the registration form below to access all of the Assessment Tools that the Aging and Disability Business Institute has to offer. Creating a personal profile will allow you to take each assessment and track your results.

Name

FIRST NAME

LAST NAME

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 **Aging and Disability
BUSINESS INSTITUTE**
Connecting Communities and Health Care

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- Visit our website to learn more about the Business Institute:
aginganddisabilitybusinessinstitute.org
- Learn about our Center of Excellence to Align Health and Social Care:
<https://coe.aginganddisabilitybusinessinstitute.org/>
- Learn more about our Consulting Services:
<https://www.aginganddisabilitybusinessinstitute.org/about/consulting-services/>
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BusinessInstitute@usaging.org
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<https://www.aginganddisabilitybusinessinstitute.org/subscribe-to-our-mailing-list/>

Thank you!