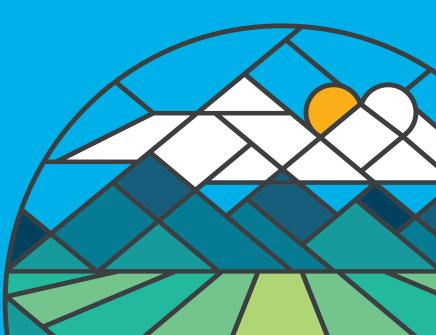
# MARKETING REQUEST PAC Dementia catalog



# Meet your Marketing team!

Our team helps communicate our mission, vision, and values through many touchpoints:

#### BRANDING

Purpose + Strategy + Positioning + Personality + Voice Communications, messaging strategy, design, brand integrity

## TV + RADIO + PRINT + DIGITAL

TV, radio, online ads, print ads, billboards Facebook, Instagram, LinkedIn, YouTube, Twitter Web + blogs

### PRINT

Printed collateral (brochures, fliers, guidebooks, newsletters, etc.)

### **PUBLIC RELATIONS**

Press releases and press events



Jan BULLARD SVP of Marketing + Public Relations



Audrey CASSELL Director of Marketing + Communication



Sydney HALL Graphic Designer



Amber KORNREICH Printing + Graphics Coordinator

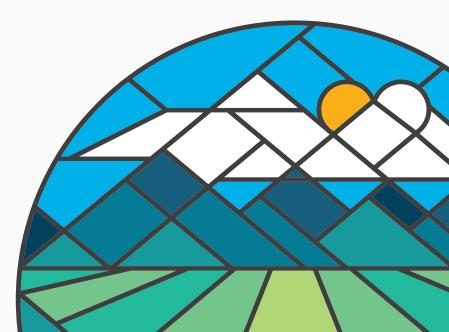
## **THINGS TO REMEMBER:**

#### You are the face of Mountain Valley every day

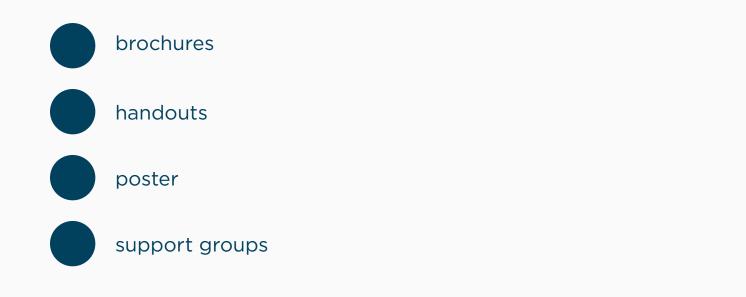
Become familiar with our website and social media accounts

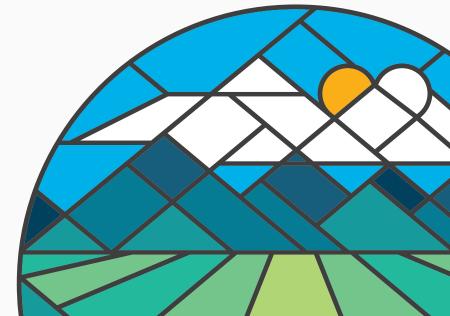
Use Form M06 located on Teams in Forms for your request. Email marketingrequests@mtnvalleyhospice.org for any questions

**Refer all media inquiries** to the PR department at (888) 789-2922. Employees are not to speak to media or schedule interviews under any circumstances.





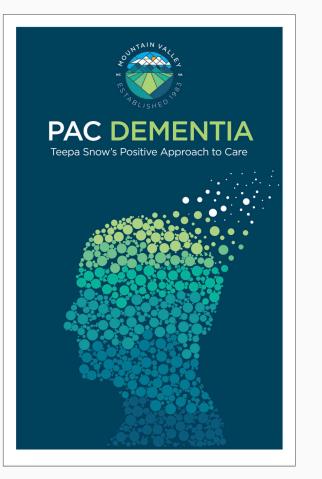




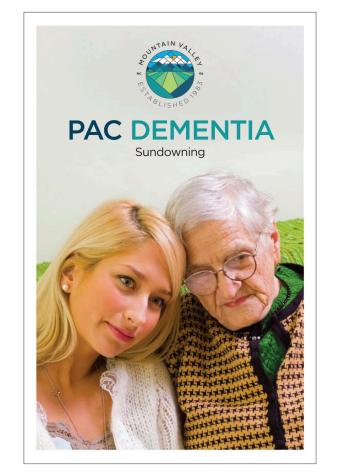
# brochures

PAC dementia

PAC dementia sundowning



# PAC DEMENTIA



# PAC DEMENTIA SUNDOWNING

# handouts

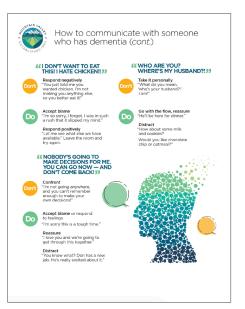


How to help wit	h challenging behavior	5
Refusals: What to do	Accusations: What to say	
<ul> <li>No logic, reason, or evidence</li> <li>Find the reason for refusing:</li> </ul>	<ul> <li>Don't defend yourself. Don't show evidence or use logic</li> </ul>	
<ul> <li>Find the reason for refusing: Physical issue? Wants control? Confused? Etc.</li> </ul>	<ul> <li>Speak to the feelings behind the accusation</li> </ul>	
<ul> <li>Depending on the reason: Physical: Propose a solution</li> </ul>	<ul> <li>Give space to cool off and then offer help if needed</li> </ul>	
Control: Bargain ("If you do this, you'll get [the thing you want].") Confused: Break into easy steps	<ul> <li>Offer to help with the problem.</li> <li>One example: Stolen keys. "Let's look for your keys together."</li> </ul>	
Repeating: What to say	Exit-seeking: What to say	
ONothing (if you can, ignore)	O Ask "What do you need at home?"	
O Answer, if it's a question Replace the repeating	<ul> <li>Keep asking questions about home until you find the unmet need, then meet the real need</li> </ul>	
(like a familiar song)	need, then meet the real need	
How to help (cc	ont.)	
Observe your loved one or client for these common triggers and use the products checklist for ighting, noise, safety,	If you're experiencing changes or have concerns, we encourage you to reach out to your physician or a	
Observe your loved one or client	If you're experiencing changes or have concerns, we encourage you to reach out by our physician or a trusted friend to the conversation.	
Observe your loved one or client for these common triggers and use the products checklish for lighting, moles safety, and the correlating shopping lists to help you make adjustments if needed. Notes	If you're experiencing changes or have concerns, we encourage you to reach out to your physical or a trusted friend to the conversation. O Change in health O Change in those around me	
Course your loved one or client for these common triggers and use the products checklish for lighting noises safety, and the correlating shooping lists to help you make adjustments if needed. Noises © Samming doors Loud TV	If you're experiencing changes or have concerns, we encourage you to reach out by our physician or a trusted friend to the conversation. O change in hoath O change in hoate around me O change in place or environment O change in bose or environment	
Observe your loved one or client for these common triggers and use the products checkeds for lighting, noise, safety, and the correlating shooping lists to help you make adjustments if needed. Noise o Samming doors	If you're experiencing changes or have concerns, we encourage you to reach out to your physician or a trusted friend to the conversation. O Change in health O Change in those around me O Change in those or environment	
Observe your loved one or client for these common triggers and use the products checkled for (plathan, noise, safety, and the correlating shopping latis to help you make adjustments if needed. Noise O Summing doos 0 Loud rU0 Loud rd0	If you're experiencing changes or have concerns, we encourage you to reach out by our physician or a trusted friend to the conversation. O change in hoath O change in hoate around me O change in place or environment O change in bose or environment	
Observe your loved one or client for these common triggers and use the products checkelds for failting, noise, safety, and the correleting shoeping lists to help you make adjuttment if needed. Noise Summing doos Load rudo Load rudo Load rudo Shadowis	If you're experiencing changes or have concerns, we encourage you to reach out by our physician or a trusted friend to the conversation. O change in hoath O change in hoate around me O change in place or environment O change in bose or environment	
Observe your loved one or client for these common triggers and use to afford the correlation shooping lists to be a your make adjustments if needed. National Summing doors Louad YU Louad rol Respetitive noises	If you're experiencing changes or have concerns, we encourage you to reach out by our physician or a trusted friend to the conversation. O change in hoath O change in hoate around me O change in place or environment O change in bose or environment	
Coserve your loved one or client for these common trogens and use they common trogens and use they they are adjustments if needed. Notes Summing doors Losed TV Load radio Repetitive notes Upditing Shadows Engraf lipits	If you're experiencing changes or have concerns, we encourage you to reach out by our physician or a trusted friend to the conversation. O change in hoath O change in hoate around me O change in place or environment O change in bose or environment	
Observe your loved one or client for these common triggers and uses affect to the common triggers and uses to the correlation shooping lasts to affect you make adjustments if needed.  Semming doors Louad Y Louad YA Louad radio Repetitive noises  Edition Bright lights Pool optiming Dighting Pool optiming Pool optiming Pool Pool Pool Pool Pool Pool Pool Pool	If you're experiencing changes or have concerns, we encourage you to reach out by our physician or a trusted friend to the conversation. O change in hoath O change in hoate around me O change in place or environment O change in bose or environment	
Cherron your lowed one or client for these common trogens and use the group of the correlation shopping lists to help you make adjustments if needed. Summing doors Summing doors Summing doors Burgetitive notes Cherron Shadows Burgetitips Burgetitips Burgeting to sees Cherron Walder doors for tack	If you're experiencing changes or have concerns, we encourage you to reach out by our physician or a trusted friend to the conversation. O change in hoath O change in hoate around me O change in place or environment O change in bose or environment	
Cherror your loved one or client for these common triggers and use that for these common triggers and use that for the correlation shooping lists to the show our make adjustments if needed.  Summing doons Loudd Y Loud TV Loud rdado Repetitive noises  Definit Bright splits Grifficult to sees  Cherror Cheror Cherror Cherror Cheror Cherror Cherror Cherror Cherror Cherror Ch	If you're experiencing changes or have concerns, we encourage you to reach out by our physician or a trusted friend to the conversation. O change in hoath O change in hoate around me O change in place or environment O change in bose or environment	
Clearner your loved one or client forecuses sheeded to be perfure, noise, sefery, and the correlation shooping lists to be your make adjustments if needed. Summing doors Load TV Cloard TV Respetitive noises Client Shandoms Popor lighting Shandoms Client of the perfure fore Shandoms Client of the perfure fore Shandoms Client of the perfure fore Shandoms Shandoms Client of the perfure fore Shandoms Sha	If you're experiencing changes or have concerns, we encourage you to reach out by our physician or a trusted friend to the conversation. O change in hoath O change in hoate around me O change in place or environment O change in bose or environment	
Observe your loved one or client     for these common triggers and use hardfore     the common triggers and use hardfore     the common your hardfore     Simming doors     Loud TV     Loud rds     Simming doors     Loud TV     Loud rds     Sakows     Bright gains     Solution     Simming the common set of the co	If you're experiencing changes or have concerns, we encourage you to reach out by our physician or a trusted friend to the conversation. O change in hoath O change in hoate around me O change in place or environment O change in bose or environment	
Clear ve your loved one or client  To these common triggers and use the finance of the second of th	If you're experiencing changes or have concerns, we encourage you to reach out by our physician or a trusted friend to the conversation. O change in hoath O change in hoate around me O change in place or environment O change in bose or environment	
Observe your loved one or client     Deserve your loved one or client     To these common triggers and use the     finance of the second of the     or loved the second of the second of the second of the     or loved the     or loved the second of th	If you're experiencing changes or have concerns, we encourage you to reach out by our physician or a trusted friend to the conversation. O change in hoath O change in hoate around me O change in place or environment O change in bose or environment	
<ul> <li>Charter your orved one or allent.</li> <li>Charter your orved one or allent.</li> <li>The order of the order of t</li></ul>	If you're experiencing changes or have concerns, we encourage you to reach out by our physician or a trusted friend to the conversation. O change in hoath O change in hoate around me O change in place or environment O change in bose or environment	3
Observe your loved one or client     for these common triggers and use hardfore     the common triggers and use hardfore     the common your hardfore     Simming doors     Loud TV     Loud rds     Simming doors     Loud TV     Loud rds     Sakows     Bright gains     Solution     Simming the common set of the co	If you're experiencing changes or have concerns, we encourage you to reach out by our physician or a trusted friend to the conversation. O change in hoath O change in hoate around me O change in place or environment O change in bose or environment	

# CHALLENGING BEHAVIORS

## Front + back







# COMMUNICATION DO'S AND DON'TS

Front + back Page 2



#### Hand-under-Hand

Developed by dementia expert Teepa Snow, Hand-under-Hand (HuH) is an evidence-based technique to support and assist a person living with dementia with tasks like eating, drinking, bathing, getting dressed, and more.

HuH places pressure to the palm of the hand, NOT around the top of the hand, side, or base of the digits, thus protecting both people from injury.

#### Benefits of Hand-under-Hand

 Lets the person maintain a feeling of control and independence Utilizes remaining muscle memory to help the brain process the situation Reduces resistant behaviors Increases meal intake

#### Positive Physical Approach (PPA)

 Get Into their visual range, pausing approximately six feet away
 Bioea your hand next to your face, smile, and greet by name
 Offer your hand in a handshake position
 If they extend their hand, approach slowly with your hand standard
 Move from handshake to Hand-under-Hand position
 Move from the front to their dominant side, getting into a supportive stance
 Get a or below their eye level by kneeling or squatting, don't lean in

\* Hand-under-Hand is a registered trademark of Teepa Snow

## HAND UNDER HAND



Dementia home safety tips



As a caregiver or family member of a person with Alzheimer's or related dementias, you can take steps to make the horme a safer place. Removing hazards and adding safety the person more freedom to move around independently and safely.

O I you nove stars, mile said there's individual of the second stars, mark the degree of storage stars, on that the degree of storage with brightly colored tape so they're more visible.
Insert safety plugs into unused electrical outlets and consider safety latches on cabinet doors.
Clear away unused items and remove small rugs, electrical cords, and other items the person may trip over.
Make sure all rooms and outdoor areas the person visits have good lighting.
Remove curtains and rugs with busy patterns that may confuse the person.

O If you have stairs, make sure there's

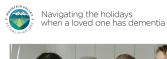
 Remove or lock up cleaning and household products, including paint thinner and matches

۲

Appenach

SCAN for the Mountain Valley demonita and Alzheimer's support page

## HOME SAFETY TIPS





The holidays are often filled with sharing, laughter and memories. But they can also bring stress, disappointment or sadness, particularly for families affected the dear blin. Denseling a head of kings of Adapt gift giving Provide people with suggestions for useful and enjoyable gifts for the person, such as an identification bracelet or membership in an adult daycare or suggest comfortable, easy-to-remove clothing; favorite music; phota albums of family and friends; or favorite treats. by dementia. Preparing ahead of time can help. Advise people not to give gifts such as dangerous tools or instruments, utensils challenging board games, complicated electronic equipment or pets.

Adjust expectations The stress of care giving responsibilities plus holiday traditions can take a toll. During this time of year, it is especially important that you take care of yourself - mentally, physically and emotionally.

and emotionally. Communicate realistic expectations about what you can and cannot do. Sometimes this can create a sense of loss if you must give up a role you always had, such as making the turkey, brisket or sweet potato pic, but think of it as a chance for another family member to start a new tradition. Have a conversation with family beforehand

about changes they might notice in the person living with dementia.

living with dementia. Some people living with Alzheimer's become confused or agitated in the evenings (this is known as "sundowning"). Consider celebrating earlier in the day to work around this or make other arrangements.



If the person is experiencing moderate or severe symptoms, though, there may be significant changes since their last interactions with some family members. Make sure friends and family understand Make sure friends and family understand that changes in behavior and memory are caused by the disease and not the person. People can help with communication by being patient, not interrupting or correcting, and giving the person time to finish their thoughts.

Involve the person living with dementia Ask them to help prepare food, wrap packages, decorate or set the table. Involve the person living with dementia.

With dementa. Avoid using candies, artificial fruits and vegetables as decorations because a person with dementia might confuse them with real food. Lots of blinking lights may also confuse the person. When making holiday plans, consider what

When making holiday plans, consider what will be most comfortable and enjoyable for the person living with dementia. Maintain the person's normal routline as much as possible so that holiday preparations don't become disruptive or confusing.

Focus on the things that bring happiness and let go of activities that seem overwhelming, stressful or too risky. Taking on too many tasks can wear on both of you. Build on traditions and memories while

experimenting with new traditions that might be less stressful or a better fit with your care giving responsibilities, such as watching seasonal movies together.

#### Remember

They are not crazy or lazy. They are saying and doing things that are normal for a person with dementia. If they were doing or saying things to

NAVIGATING THE HOLIDAYS

Front + back

Positive Action Starters (PAS)



Greet Introduce yourself and your preferred name 'Hi (preferred name), I'm (your name)." "I'm (your name), and you are?"

Compliment Indicate something about them of value "You're looking really colorful today!"

Share First about you, then leave a blank "I'm from (state) and you're from?

Notice Point out something in the environment "You must love (item) seeing how well you care for it."

Seek Explore a possible unmet like, want, or need "It's a bit chilly in here, a hot drink would be nice." "Do you prefer coffee or tea?"



Positive Personal Connections (PPC)

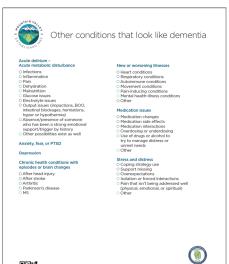
> Help Be sure to compliment his or her skill in this area, then ask for help with something. "You're so good at \_\_\_\_\_, would you please help me?"

Try Hold up or point to the item you would like to use, possibly sharing in the dislike of the item or task. "Could we try this?"

Choice Try using visual cues to offer two possibilities or one choice with something else as the other option. "This or that"

Short and simple Give only the first piece of information, maybe offer a time frame of 1-5 minutes. "It's about time to (first task)."

Step by step Only give a small part of the task first. "Lean forward."



Appression

SCAN for Mountain Valley's dementia and Alzheimer's support

# POSITIVE ACTION **STARTERS**

## Page 1 + 2

**QUICK FACTS** 

### Front + back

deliberately aggravate you, they would have a different diagnosis. Their reality is now different than yours, and you cannot change them. You cannot control the disease. You can only control your reaction to their symptoms. They cannot remember - and they cannot remember that they can't remember. They will ask the same question over and over - thinking it is the first time they have asked it.

It is the first time they have asked if. They are likely frightened and confused all the time. Each person reacts differently to fear. They may become passive, hostlike, angry, uncooperative, agitated, verbally or physically combative. They anote may compat them to shadow you. They cannot remember your reassurances, so you will have to repeat them.

Elevate your level of generosity and





۲

Allent



Question their recent memory Take it personally

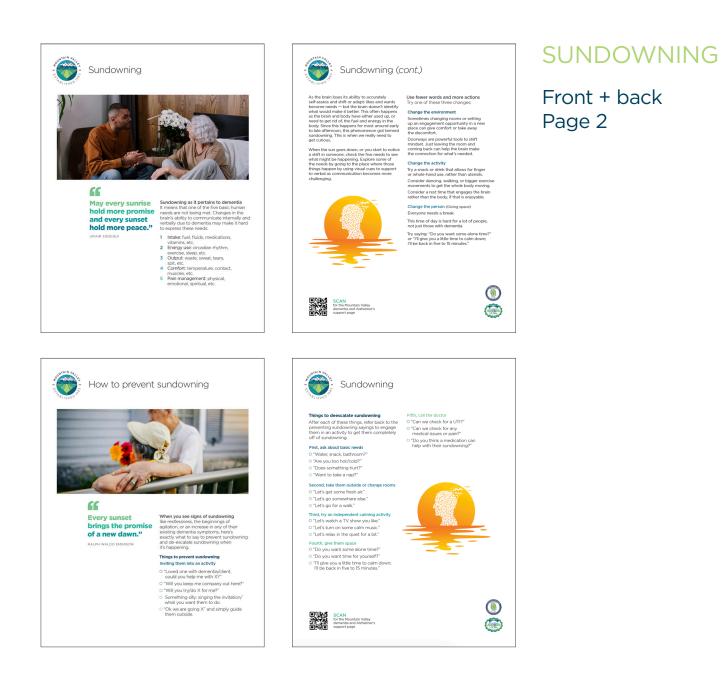
Depending on their abilities and preferences, involve the person in gift giving. For example, someone who once enjoyed baking may enjoy helping to make cookies and pack them in tim

or boxes. Or you may want to buy the gift so that the person can wrap it.

that the person can wrap it. Suggest to friends and family that they get you gift certificates or something that will help make things easier, like house cleaning; lawn or home maintenance; laundry services; restaurants or food delivery gift cards.

Familiarize others with the situation

The holidays are full of emotions, so it can help to let friends and family members know what to expect. If the person is in the early stages of dementia, relatives and friends might not notice any changes.





Being a caregiver can be extremely rewarding, but it can also be overwhelming. Caring for a person with Alzheimer's or a related dementia takes time and effort. It can feel lonely and frustrating. You might even feel angry, which could be a sign you're trying to take on too much. It's important to find time to take care of yourself. Here are some tips that may offer some relief:

SCAN for the Mountain Valley dementia and Alzheimer's support page

 Join a caregiver support group online or in person. Meeting other caregivers will give you a chance to share stories and ideas which can help keep you from feeling isolated Take breaks each day. Try making a cup of tea or calling a friend Spend time with friends and keep up with hobbies Get exercise as often as you can. Try doing yoga or going for a walk Try practicing meditation. Research suggests that practicing meditation may reduce blood pressure, anxiety, depression, and insomnia

 Ask for help when you need it. This could mean asking family or friends to help or reaching out to local services for additional care needs Eat nutritious foods, which can help keep you healthy and active longer







joy."

TEEPA SNOW

The holidays are approaching quickly. It's about The noticays are approaching quicky. When your loved one is experiencing brain change due to Alzheimer's disease, Parkinson's, stroke, or other causes, considering key changes to family traditions can help make the holiday season more enjoyable. moments of joy, not whole-visit

It helps to know what disease stage your lowed one is experiencing so you can adjust mid, small adjustments make a difference. In milder stages, many people with cognitive decline may be able to have an active role, such as planning and preparing for family more substantial changes are needed, and they may be able to have a smaller but no less valuable role.

Turn the page for six tips to help



Make travel easier. Cognitive decline

۲

means a cuical change in your approximate Designs, delegats, delegats, if the pickage with demineration monthly hosts the pickage Voran loved one may feel they can no longer pressar tight more in a wy that makes them feel regist? Of they may feel they can do is but and neighbors to help pressar means or do and neighbors to help pressar means or do and neighbors to help pressar means or do the bus and bus and bus and bus and shall. Kep take on merical. Pickage to be in the means of the means of the means of the the means of the means of the means of the the means of the means of the means of the the means of the means of the means of the the means of the means of the means of the the means of the means of the means of the the means of the means of the means of the the means of the means of the means of the the means of the means of the means of the the means of the means of the means of the the means of the means of the means of the the means of the means of the means of the the means of the means of the means of the the means of the means of the means of the the means of the means of the the means of the means of the means of the means of the the means of the means of the means of the the means of the means of the means of the the means of the means of the means of the the means of the means of the means of the the means of the means of the means of the the means of the means of the means of the means of the the means of the means of the means of the the means of the means of the means of the means of the the means of the means of

Resp tabs on the vertical. People with dementia find it overvlend People with dementia find it overwherhing to be in large groups because they fore they can't follow conversations well. This causes them to withdraw, and family members may not undeptand. If you've noticed this in your loved one, your family may choose to have smaller gatherings more often. Caring for a loved one with dementia is a challenge any time. Look for the joy in the present moment and don't focus on what was or what may come. Laugh together, sing songs together. Create a warm, comforting, and enjoyable experience for your loved one while providing the support needed.

Build the day around what your loved one's body needs. Plan activities at a time of day

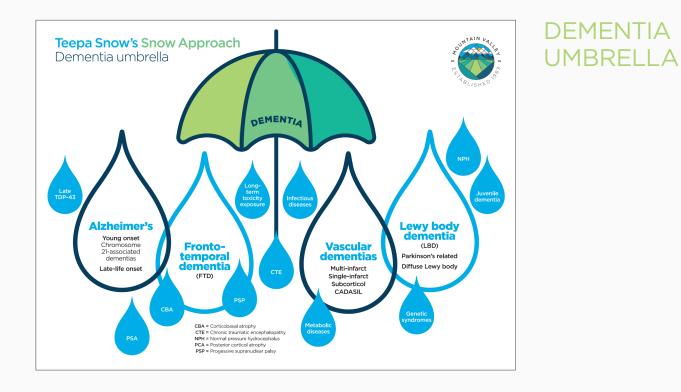
SCAN for the Mountain Valley dementia and Atzheimer's support page

# 6 TIPS FOR NAVIGATING THE HOLIDAYS

## Front + back

# poster





# support groups



## Support group flier



Cancellation flier



Sign-in sheet



#### PAC dementia Caregiver support group

As a Positive Approach to Care (PAC) certified independent trainer, Kelley Tolbert-Holbrook implements the Teepa Snow and PAC training about dementia. While based on the educational content from Teepa, and inspired by Kelley's certification, views or opinions expressed – and additional content offered – are representative of Kelley, independent of the PAC organization.

Contact Kelley Tolbert-Holbrook at (888) 789-2922 with any questions.

Second Tuesday of each month • 11am Joan & Howard Woltz Hospice Home, 945 Zephyr Road, Dobson, NC 27017

Second Thursday of each month • 11am SECU Hospice Care Center, N Lee Avenue, Yadkinville, NC 27055

Fourth Tuesday of each month • 6pm Joan & Howard Woltz Hospice Home, 945 Zephyr Road, Dobson, NC 27017

Fourth Thursday of each month • 6pm SECU Hospice Care Center, N Lee Avenue, Yadkinville, NC 27055





Positive Approach to Care (PAC) skills, which are the foundation of the Snow Approach", are a series of immediately useful care techniques. Unlike other dementia care programs, PAC skills offer the why but also the how, empowering caregivers with practical, hands-on techniques to improve their daily interactions.

These skills put the person and your relationship first, so you can work together to experience the most dignified and meaningful dementia care journey.

Instead of focusing on what has been lost, PAC skills utilize the abilities that remain. They empower you to do things with the person instead of to, allowing you to form a genuine partnership that is proven to reduce friction and increase positive care outcomes.

Curious who teaches these skills in your area? Kelley Tolbert-Holbrook (888) 789-2922

Who is Teepa? teepasnow.com/about/about-teepa-snow/

> SCAN for Mountain Valley's Dementia and Alzheimer's support!

Teepa Snow's Positive Approach to Care's mission is to transform the experience of dementia – worldwide. This means transforming the dementia experience for families, care communities, home care agencies, corporate organizations, governments, and all individuals currently working with a dementia or brain change diagnosis. Whatever category you are in, PAC has workable solutions, skills,

and approaches to bring real hope, possibility, and significant shifts to your experience of dementia and dementia care. We are currently working with governments, individual families, agencies, facilities, hospital; systems, and academic institutions around

agencies, facilities, hospital; systems, and academic institutions around the US and internationally to implement PAC's Snow Approach.



## Front + back



# CANCELLATION FLIER

Sign-i	n sheet	۱
Facilitator: Kelley Tolbe	ert-Holbrook	
Date:	Time:	Duration:
Topic:		
Location:		
Address:		



# SURVEY

SIGN-IN SHEET