Onboard Annual Price Increase Process

Approximately 1 Year
from go-live or every
January thereafter,
depending on the provider

Account Manager:

Due diligence on

provider increases,

taxes/fees, Onboard

increases, market

comps

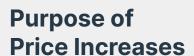


Onboard Charge Audits:

Ensure new fees are charged upon renewals and new move-ins over the course of the year until the next price increase is



Account
Manager:
Compiles data
and runs various
financial projections
to determine
recommended
resident amenity fee



Lower enrollment friction at rollout

Scales with external and contractual economics

Maintain healthy margins throughout the life of the amenity program for owners (vs. front-loading revenue)

Account Manager:

Implements
approved resident
amenity fee rate
changes with site
team



New resident amenity fee rates proposed to ownership