

Our Customers LOVE Sensi

Visiting Angels, South Central MI Achieves Substantial Business Growth

Background

Tim Welbaum started a home care agency with a mission focused on safe, compassionate care for seniors, driven by his dedication to improving quality of life for clients and their families.

Challenge

“Families often struggle with being able to afford the right level of care that we all know they need. Their loved ones definitely need it yet many can only afford a few hours of each day. This leaves a significant gap where seniors are on their own which is often filled with anxiety for both the seniors and their families who already have too much on their plate.”

Sensi Insights

Sensi keeps the care team updated on client trends and patterns, enabling proactive prevention of health issues before they escalate into hospitalizations. Sensi’s insights and care data give the agency a competitive edge, helping it stand out among his peers in the area.

Results

88%

increase in number of clients

85%

increase in billable hours

50%

growth in agency revenue

2.6X

higher conversion from calls to assessments

Senior Care Spotlight

A husband caring for his wife with dementia was having difficulty keeping track of her medication. Sensi detected the confusion, allowing the care team to address the potential medication error before it became an emergency.

“My favorite thing about Sensi is the fact that we’re now able to be proactive toward preventing emergencies.”



Tim Welbaum

Owner, Visiting Angels – South Central MI

“I’ve witnessed firsthand the tremendous impact that Sensi has had in literally saving the lives of my clients by preventing injuries and reducing hospitalizations. That is why Sensi is the standard of care for our agency and why I truly believe Sensi is an absolute no brainer for seniors and their families.”

Tim Welbaum

Owner of Visiting Angels South Central MI