Our \$2 Billion

Employee Turnover Problem

Here's how to calculate how much it's costing you and 4 strategies to decrease your turnover



Why this topic matters in senior care

Employee turnover for our industry has increased **15%** during COVID



How to calculate turnover

Divide the number of terminated employees by the average headcount in a given time period

Overtime and agency use due to an open position

Job posting costs (and recruiter fees for certain roles) Hiring costs How to quantify
the costs of
turnover at your
organization

Lost productivity to schedule and interview candidates

Lost productivity to onboard a new person

\$2,500 + \$7,500

Losses average **\$2,500** per terminated employee (across all employees, including part versus full time, manager versus frontline)

Even higher for direct care staff Losses average \$7,500 per full time caregiving/nursing employee

"Activated Insights led us to make targeted changes, and employee turnover plummeted by over 50% in half of our stabilized locations."

Warren Spieker, Continuing Life

Over \$2 billion in employee turnover results from multiplying the number of individuals employed in the sector by the industry's annual employee turnover rate by \$2500 per termination.



Which factors matter the most

Distance between home and work



The farther someone needs to travel to get to work, the higher the likelihood of turnover

Mission and purpose behind the work, followed by individual appreciation and recognition for making a difference

> This is 'more than just a job'

from the Trust Index

The Role Matters







Part time employees have a higher likelihood of leaving

Non manager employees tend to leave more

Certain roles (server, caregiver) have higher employee turnover rates



Pay DOES matter... but only compared to the local market

If someone (e.g. a chef) can get paid much more for the same role in another industry that needs a chef, he or she is more likely to leave.

How an employee evaluates whether to leave or stay at your organization



Individual characteristics

- Distance between home and work
- Job performance

Benchmark each role's pay

to market prices

Employee engagement

- Satisfaction with aspects of the job
- Work purpose
- Intention to stay

Job and organization characteristics

- Company culture
- Department and role
- · Pay for the role



- Pay relative to market
- · Unemployment rate



What you can do Hire candidates more likely to stay Measure your company culture, then improve it Inspire and remind each person what they do matters

o Impact areas

Individual characteristics

Job and org characteristics

Employee engagement

External environment

Specific tactics

Given two equal candidates, hire the person who lives closer to work

Get Great Place to Work certified so you know your Trust Index score, how it compares to the industry, and where you can improve

Showcase your Trust Index employee engagement: highlight your high scores in pride and camaraderie

Benchmark each role's wage level on an annual basis by market. Payscale Insights Lab is a compensation management system that a GPTW senior care provider has found helpful.

^{*}This study is based on the data of over 250,000 senior care employees