

# Stacey Clark, RN

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## SKILLS

Registered Nurse

Senior Living  
Administrator

Focus on Profitability &  
Operational Excellence

Building Strong Resident  
& Family Relationships

Case Management

Strong and Proven  
leadership

Effective listening and  
communication

Driving for innovation

## SUMMARY

Professional executive and operator who can balance strategic and operational needs effectively. Have ability to manage multiple responsibilities at one time and am passionate about the seniors we serve and the associates that lead and are engaged in our communities. Quick to learn and looking for new and innovative ways of leading senior living communities.

### Founder and President | Virtuous Senior Living, LLC

Melbourne, FL | November 2022- Present

### Campus Executive Director | Sonata East at Viera

Melbourne, FL | December 2020- November 2022

#### Key Accomplishments:

- Successfully planned and collaborated with owners and developers to open a 118 unit community with IL and MC , while overseeing and managing 82 units of existing Assisted living community to create an overall campus concept.
- Supported and actively sold alongside of sales team to open new community in August of 2021 with over 60% units sold and full community fees collected.
- Reached stabilized occupancy within 9 months of opening new community and brought occupancy up from 65% to over 90% in Assisted living community in 9 months
- Built and stabilized management and front line teams in both communities and support campus initiatives.

### Vice President of Operations | Allegro Management Company

St Louis, MO | September 2018 – December 2020

**Strategic** business partner overseeing up to ten communities at one time with four different owner groups. Provide leadership and guidance to team leaders across all departments and disciplines to ensure financial and operational success at all levels.

#### Key Accomplishments:

- Effectively and proactively communicate with multiple owners of multiple communities
- Work collaboratively with our support team in corporate office to provide tools and resources necessary for our communities to thrive and be innovative in a highly competitive market

## **EDUCATION**

Pursuing MSN in Nursing for Leadership and Management, Western Governors University

Licensed Registered Nurse, state of Florida, 2006

AS Degree in Nursing Brevard Community College, Palm Bay, FL

AS Degree in Emergency Management Services Brevard Community College, Palm Bay, FL

Associates Degree with minor in Health Services Administration, University of Central Florida

- Encourage and drive sales in each community through leadership of the Executive Director
- Work with communities to drive for high levels of satisfaction and engagement in both the associate and resident experiences

### **Executive Director | The Brennity of Vero Beach**

Vero Beach, FL | March 2018 – Sept 2018

**Strategic** business partner overseeing the operations of a 284-apartment community with cottages, Independent and Assisted Living and dedicated memory care. Work collaboratively with residents and families to create a superior senior living experience and a homelike environment. Provide leadership and guidance to team leaders across all departments and disciplines.

#### **Key Accomplishments:**

- Hired to get the community back in line with company vision and philosophy
- Worked with RDO and Senior leadership to ensure financial resources are being secured to assist with physical plant concerns
- Worked to hire the right people to build a culture of service and passion for taking care of seniors
- Drive revenues through levels of care and ancillary charges
- Manage the leadership team with financial precision to meet all key metrics
- Enhance services that are offered to continue to lead the Vero market

### **Executive Director | The Fountains of Melbourne**

Melbourne, FL | January 2014- March 2018

Strategic business partner who oversaw the operations of a 265-apartment community with Independent and Assisted Living. Ensured community consistently met or exceeded sales goals and budgetary targets. Provided best-practice guidance on staffing, service levels, and regulatory requirements. Routinely communicated with physicians and third-party providers to ensure resident needs were met. Closely oversaw the operations of Assisted Living department to include clinical assessments and day-to-day management of resident healthcare needs. Provided hands-on staff training with medications and ADL support of residents. Led one of the top community management teams in the company with a 16% voluntary turnover. Had the ability to hire the right staff with a passion for seniors who drove excellence everyday in my community. We met key metrics and continued to drive for new and innovative ways of caring for our residents in a quickly changing market.

#### **Key Accomplishments:**

- Core-trained for an administrator license in FL
- Brought occupancy up from 89 to 94% in 1 year in Independent Living
- Maintained 100% occupancy in Assisted Living with waitlist for over 3 years
- Average profit margin in the assisted living of 20-30% per year
- Maintained 98%- 100% resident and associate satisfaction from year to year
- Certified as a level 1 and 2 ALZ trainer

## **Stacey Clark, RN**

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- Brought average turnover to less than 20% annually by developing an onboarding program for new associates to increase community knowledge and engagement

### **Assistant Executive Director | The Fountains of Melbourne**

Melbourne, FL | 2010 – 2014

Senior Leadership team member reporting to the Executive Director with strong focus on operational strategy and service implementation based on the defined needs and requirements of the community. Provided leadership and guidance in the absence of the Executive Director and oversight to various departments on a rotating schedule. Developed training programs for supervisors and staff in key areas. Planned and participated in sales and marketing initiatives and events. Hired and trained Assisted Living Director and acted as Assisted Living Director as required.

### **Assisted Living Director | The Fountains of Melbourne**

Melbourne, FL | 2006 – 2010

Worked with a strong care team to deliver and provide high quality of care to 95-100 residents daily in our AL. Trained and collaborated with my associates to ensure they were empowered to take care of our residents and families and were important to the operation daily. Met with my care team biweekly for care plan meetings to ensure that we were driving accurate levels of care and informed my ED of any changes or concerns. Managed my assisted living as if it were my own business unit and provided a fun place to work and a fun place for my residents to live.

- Worked closely with sales team to build a culture of teamwork, support, and exceptional service that exceeds resident expectations, and provided assessments and level of care decisions quickly and amicably.
- Maintained daily schedules for the associates for addressing care needs
- Maintained deficiency free surveys and kept up to date on all state and federal regulations.
- Daily operations of ALF
- Recruitment & hiring of staff
- Orientation, training, education & supervision of CNA & LPN staff
- Management of resident care including ancillary services
- Care coordination with Residents & families
- Assisted w/budget development
- Payroll management
- Patient assessments and care

