

## **Patricia L. Mulvey LMSW, C-ASWCM**

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[www.MULVEYCARES.COM](http://www.MULVEYCARES.COM)

Business professional with more than 20 years experience planning and implementing corporate marketing and client services programs. Changed career direction through the pursuit of degrees in geriatrics and social work. Combined entrepreneurial spirit with business background and social work expertise to develop geriatric care management services companies.

### **Professional Experience**

**PATRICIA L. MULVEY & ASSOCIATES**, Irvington, New York  
Geriatric Care Manager/Aging Life Care Professional (3/2015 to present)

Provide Geriatric Care Management services to select clients and referrals.

**JEWISH HOME LIFECARE**, New York, NY

Lead Geriatric Care Manager (1/2011 - 3/2015)

Provide personalized Geriatric Care Management to high net worth private pay clients throughout the tri-state area, generating up to \$500,000. In annual revenue

Director, **SOLUTIONS AT HOME**, Private Geriatric Care Management (1/2007 to 1/2011)

Responsible for developing a fee-for-service division within the Licensed Home Care agency to provide personalized Geriatric Care Management to high net worth clients. Responsible for staffing, training, marketing and business development as well as setting benchmarks and maintaining exceptional client services. Managed budget and revenue of over \$500,000.

Director, **Lifecare Plus** (11/2002 to 1/2007)

Responsible for Medicare Coordinated Care demonstration project, one of fifteen original demonstration sites selected by CMS to test Coordinated Care in New York City..

**MARIAN WOODS, INC.**, Hartsdale, NY

*Case Manager* (5/01 to 11/02)

Responsible for all Case Management Services in fifty-bed Adult Home for women religious, including medical, social and psychological services.

*Acting Administrator* (5/02 to 11/02)

Responsible for staffing, all contracted services and facilities management.

**Cambridge Companions**, (Senior Bridge) New York, NY

*Executive Vice President* (5/00 to 5/01)

Responsible for new business development for start-up eldercare services firm including creation of marketing strategies and collateral materials. Opened five offices; hired and trained staff; increased revenue from \$10,000/week to \$50,000/week in seven months.

**Patricia L. Mulvey & Associates**, Irvington, NY

*Owner/Manager* (6/98 to 5/00)

Established this private practice geriatric care management services company to help families with elderly members assess, plan and manage long-term care needs. Consulted with physicians to incorporate medical care plans; supervised Registered Nurses and a Research Associate; conducted educational seminars on aging issues and solutions for community groups. Company merged with Cambridge Companions (Senior Bridge)

**Lawrence Hospital**, Bronxville, NY

*Social Worker* (Per Diem, 7/99 to 4/00)

Discharge planning for emergency room and medical-surgical unit patients.

**United Hospice of Rockland, Inc.,** Pomona, NY

*Social Worker (2/97 to 6/99)*

Served as a member of the interdisciplinary team providing hospice services to terminally ill patients in skilled nursing facilities and at home.

**The Bereavement Center,** Tuckahoe, NY

*Bereavement Group Facilitator (6/96 to 5/00)*

Conducted bereavement counseling sessions for spouses and adult children.

**The Hebrew Home for the Aged at Riverdale,** Riverdale, NY

*Geriatric Social Worker, Special Care Units (5/96 to 2/97)*

Provided group and individual counseling to 125 cognitively-impaired residents and their families.

**Calvary Hospital,** Bronx, NY (Intern, 1995 -1996 academic year)

**Yonkers Office for the Aging,** Yonkers, NY (Intern, 1994 - 1995 academic year)

**The Hastings Center,** Briarcliff Manor, NY (Visiting Scholar, 1/94 to 3/94)

**Business Experience**

**Premier Relocation Services,** Norwalk, CT

*National Accounts Director (1/90 to 10/91)*

Managed east coast operations and client services including corporate relations, strategic planning, and development and implementation of training programs. Provided relocation policy consultation and group move implementation for Fortune 1000 companies (Air Products and Chemicals, Johnson and Johnson, MCI Telecommunications).

**Schlott Realtors, Inc.,** Fairfield and Danbury, CT

*General Sales Manager (5/88 to 1/90)*

Supervised two residential real estate sales offices with more than 50 sales associates.

**Sotheby's International Realty,** New York, NY

*Vice President, Affiliate Services (8/86 to 5/88)*

Directed over \$3 million residential real estate referral and marketing services division. Identified markets and firms; created and implemented independent affiliates training program; developed corporate strategy and marketing materials; conducted annual affiliates meeting.

**Merrill Lynch Realty and Relocation, Inc.,** Stamford, CT

*Vice President, Network 50, Inc. (1/82 to 9/86)*

Managed overall operation of \$5 million full-service real estate referral network with responsibility for the design and delivery of revenue-generating relocation programs. Prepared recruitment policies and procedures; developed marketing and training programs; created quarterly newsletter for 10,000 sales associates; implemented real estate licensing program for account executives; conducted annual national convention and quarterly training meetings.

*Manager, Homesale Services (4/78 to 1/82)*

Supervised metropolitan area staff of relocation coordinators, field specialists and support personnel; provided cost-effective management of transactions for clients including Xerox, Texaco, Union Carbide, American Airlines, Digital Equipment and American Express.

**Real Estate Sales (1970 to 1978)**

**Education**

M.S., Columbia University School of Social Work

B.S. (Summa Cum Laude), Lehman College

## **Professional Affiliations**

National Association of Social Work

Aging Life Care Association (formerly National Association of Professional Geriatric Care Managers)