Secondary Major in
LONG TERM CARE ADMINISTRATION

Our secondary major in long term care administration is designed to prepare you for a career with the fastest growing segment of the U.S. population. Over the past 10 years, the number of Americans 65 and over increased by 30% and is projected to more than double to 98 million in 2060. Those who are 85+ are the fastest growing segment of the older adult population and is the age group that needs the most services. The career outlook for administrators is solid. The number of medical and health services managers in the United States is expected to grow by approximately 20% through 2022. This rate is far higher than the average projected increase for other jobs. (Bureau of Labor Statistics, 2018) A student completing this secondary major will be eligible to take the licensing exams that are required for Adult Care Home Administrators in Kansas. The secondary major in LTC is designed to prepare students with the knowledge & skills to be successful leaders in aging services.

Required Courses (24 hours)
- ACCTG 231—Accounting for Business Operations
- GERON 315—Introduction to Gerontology (3)
- GERON 600—Seminar in Gerontology (3)
- GERON 610—Seminar in Long-Term Care Administration (3)
- *GERON 615—Long-Term Care Administration Internship (9)
- MANGT 420—Management Concepts (3)

Elective Courses (6 hours of elective courses from approved list)
*Permission to enroll required. Students must maintain an overall GPA of 2.5, and a GPA of 3.0 in gerontology courses to qualify for enrollment in GERON 615 Long-Term Care Administration Internship.

OCCUPATION OUTLOOK

LONG-TERM CARE ADMINISTRATOR
Growth: 20%  Salary: $81,000
Oversees daily operations of nursing homes, assisted living facilities, and rehabilitation centers. Handles staffing, budgeting, marketing, billing, record-keeping and other business aspects of the center. Use administrative expertise to improve the quality of patient care services.

HOME CARE CASE MANAGER
Growth: 12%  Salary: $37,391
Coordinates the overall interdisciplinary care plans for home health/hospice patients from admission to discharge. Acts as the liaison between patient/family and homecare personnel to ensure necessary care is provided promptly and effectively.

MEDICAL SALES REPRESENTATIVE
Growth: 5%  Salary: $65,770
Responsible for marketing medical products and services to hospitals, clinics and doctors’ practices. Establishes and maintains relationships with customers by taking orders, soliciting opinions, providing information about new products, and keeping records or progress reports.

HEALTH INFORMATION MANAGER
Growth: 13%  Salary: $38,040
Responsible for managing and securing patient records. Spends a lot of time working with computers and software to comply with federal mandates for electronic storage of patient information. Must make sure that records are complete and accurate. Processes, analyzes, and reports data that is vital to the healthcare system.