



## **NANCY GILLETTE JOINS HOUSEWORKS AS CHIEF GROWTH OFFICER**

***Creation of new position signals additional acquisitions and expansion  
on way for leader in home healthcare care***

**Newton, MA (July 13, 2020):** HouseWorks, one of the nation's largest independent private home healthcare companies, has hired Nancy Gillette as Chief Growth Officer, a new position for the Boston-area company aimed at continuing rapid expansion that's been underway since 2019.

Gillette, a Massachusetts native, brings more than 20 years of experience in the non-medical homecare and post-acute fields. Her responsibility will be to help grow HouseWorks through acquisitions and increased product offerings; she will report directly to CEO Andrea Cohen.

"I've had a lot of experience working with seniors my entire life, and I'm very passionate about helping families maneuver their way through the healthcare journey," said Gillette. "With its innovative use of technology and unique approach toward home care, HouseWorks is well-positioned to expand its footprint and I'm looking forward to being a part of that."

Before Gillette's homecoming, she spent the better part of 20 years working in Arizona, growing sales and marketing operations at several companies. Gillette's most recent position was as Chief Revenue Officer at The Avery Group, a multimillion-dollar organization in Scottsdale that collaborates with health plans, hospital systems, skilled nursing facilities, home health agencies, and physician groups. There, Gillette re-built sales teams and enhanced overall product offerings to include app development, new devices, and cost savings.

Prior to The Avery Group, Gillette spent nearly a decade at Team Select Home Care, where she rose through the ranks, starting as Senior Sales Manager and eventually becoming Chief Revenue Officer. Gillette was involved in all mergers and acquisitions, helping grow sales from less than \$1 million to more than \$115 million across seven states. Gillette played a significant role in diversifying Team Select's five specialized service lines and helped launch a pediatric program for medically fragile children as well as a mobile therapy division. Under Gillette's leadership, Team Select Home Care was consistently ranked as a Home Care Elite Top 500 Agency.

The Lawrence native also worked at a variety of organizations in the senior living and healthcare space, including Almost Family, SafeNet Home Health, American Retirement Corporation, Marriott Senior Living, and Parkside Associates Healthcare Consultants.

"Not only does Nancy have experience in home care, she understands every aspect of the customer experience," said Cohen, who co-founded HouseWorks in 1999. "Given what is going on in the world now, care is about being at home. To understand the stages of care and how the client transitions from one setting to the next is critically important. All paths lead to home and Nancy has expertise in every part of the journey."

HouseWorks' creation of the Chief Growth Officer position signals a desire by the company to expand its geographic footprint and comes on the heels of three acquisitions during the past 18 months. In 2019, HouseWorks acquired Caring Friends Home Care of Greater Philadelphia and Extended Family, which serves coastal New Hampshire and Southern Maine. In early 2020, HouseWorks acquired the assets of

eCaring, the leading company in mobile technology for generating and utilizing comprehensive real time healthcare information from the home.

“With our investment in technology, training and caregivers, HouseWorks has all the pieces in place to grow while still providing high-quality personalized home care,” said Cohen. “With Nancy’s ability to help grow revenues and companies, she is the crown jewel we have been waiting for.”

Gillette received her Bachelor of Arts degree at the University of Massachusetts Lowell and Master of Arts degree in Organizational Management at the University of Phoenix.

### **About HouseWorks**

For more than 20 years, [HouseWorks](#) has provided older adults and their families the highest standard of private, dependable in-home care. Our proprietary [BetterCare at Home™](#) approach leverages personalized care services and innovative technology to guide the work of our Caregivers as we help seniors stay safe, comfortable, and engaged in their life – at home. HouseWorks is a national and local leader in home care with more than 500 exceptional Caregivers in Greater Boston and Philadelphia as well as parts of New Hampshire and southern Maine.

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