

Chris Dobbin on Nova Leap Health's focus on dementia care

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"Dementia care is very important to us. In some of our agencies, upward of 75% of our clients have some form of dementia. After we make an acquisition, we bring a very specific dementia training program to that agency. We train our senior people, they get certified through a third party and then they train all of our caregivers and we pay our caregivers to take that training. It has a tremendous impact both on retention of our caregivers and also directly to the families that we provide service to." States Chris Dobbin, President and CEO of [Nova Leap Health Corp.](#) (TSXV: NLH), in an interview with InvestorIntel's Tracy Weslosky.

Chris went on to provide an update on Nova Leap's expansion into South Central USA with an acquisition in Oklahoma. He said that the company has been very successful in New England and saw an opportunity in a home care business in Oklahoma. Nova Leap considers the acquisition to be a meaningful investment in a new geographic area that it intends to expand upon. Chris also said that Nova Leap has announced record financial results for the third quarter and has seen nine consecutive quarters of revenue growth. The company has made two meaningful acquisitions at the beginning of the fourth quarter and expects to deliver a record revenue growth going forward.

To access the complete interview, [click here](#)

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Chris Dobbin on Nova Leap's record financial results for third quarter 2019

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"When it comes to our (business) model. Essentially we are looking for small home care businesses primarily in the US. They are generally between a million to three million dollars in revenue. They are in secondary market where its less competitive. We have been buying in New England and most recently in South Central. These businesses have been around for 10 to 15 years. They are predominantly owned by a founder who is looking for a succession plan. We identify these businesses as part of our role up strategy. We look to make incremental improvement weather it be revenue or expense management or training or marketing. Every agency is little bit different and unique but we bring those incremental improvements and as we add these small businesses to a larger platform we start to see payoffs from a financial perspective." States Chris Dobbin, President and CEO of [Nova Leap Health Corp.](#) (TSXV: NLH), in an interview with InvestorIntel's Tracy Weslosky.

Chris went on to say that Nova Leap has had nine consecutive quarters of revenue growth and the management is delivering results that they said they would do. Chris further added that Nova Leap has made three aquisitions this year and it continues to pursue more acquisitions. The company recently made an acquisition in Massachusetts and expanded to South Central USA with an acquisition in Oklahoma.

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Dobbin on Nova Leap Health's 8th consecutive quarter of record revenue growth

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"It was a great quarter for us. We have been producing quarter-over-quarter record results. We have record revenue, record gross margin, record EBITDA. We have been producing record operating cash flow. So it has been fantastic last several quarters and it is our eighth consecutive quarter of record revenue growth.", States Chris Dobbin, President and CEO of [Nova Leap Health Corp.](#) (TSXV: NLH), in an interview with InvestorIntel's Tracy Weslosky.

Chris went on to say that Nova Leap identified very early on that there was a very fragmented market in the home care space. The company has been acquiring very small owner-operated home care companies and now it is seeing very strong organic growth along with continued successful acquisitions. Chris also said that Nova Leap was recently ranked number 4 on the 2019 Canadian Business and Maclean's Startup 50 ranking of Canada's Top New Growth Companies.

To access the complete interview, [click here](#)

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