



Happy Landings SM

Examples of What We Have Done for Our Clients

- ◆ Developed a detailed and comprehensive relocation plan and timetable;
- ◆ Worked with auctioneer to remove items from client's basement and garage for sale at auction barn;
- ◆ Contracted with trash removal company to clear unsalable items;
- ◆ Taken non-salable items of value (e.g. clothing, bedding, food etc.) to local charities and obtained receipts;
- ◆ Arranged for packing, transport, and set-up of items at new residence;
- ◆ Arranged for total clean out of a house and worked with cleaning company to defer client payment until house was sold;
- ◆ Found contractors to perform various tasks needed to prepare the house for sale (e.g. carpet cleaning, pest eradication, tree and hedge trimming, painting, masonry work, locksmithing);
- ◆ Helped assess the needs of the client and introduced them to appropriate settings (senior apartments, assisted living residences etc.); facilitated all aspects of their move to such a setting;
- ◆ Referred clients to various professionals who can help them—attorneys specializing in the senior community, geriatric specialists, reverse mortgage brokers;
- ◆ Provided ongoing nationwide liaison with family members and friends who are involved in providing care and assistance with the relocation;
- ◆ Timely and successful sale of the homes of our clients.

To sum up, *Happy Landings*SM provides incredible added value to seniors who are considering a move to a smaller home, retirement community or care facility. And we are happy to help our seniors find ways to stay put in their present homes if we believe they can do so with the benefit of home care services and/or other service partners. How many realtors have you heard of who would be willing to defer or walk away from a potential transaction if the client's reasons for moving can be addressed satisfactorily in their present home? Probably just the one listed below!

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