



Welcome!

The Truth about Downsizing & Simplifying

So many questions and so little time! We realize that when attending seminars, it can sometimes feel as though you are drinking water from a firehose, so feel free to use this worksheet as a tool to help you prepare for the audience Q & A portion of the program at the end. Remember... **every question is a GOOD question!!!!**

Panelists:

- Annette Junell, M.A., Rightsizing Coach & Realtor, Junell Realty Group w/Keller Williams & Junell Moves Made Easy (775) 432-6300
- Brett Junell, Rightsizing Coach & Realtor, Junell Realty Group w/Keller Williams & Junell Moves Made Easy (775) 432-6300
- Guest, Kimiko Crouse

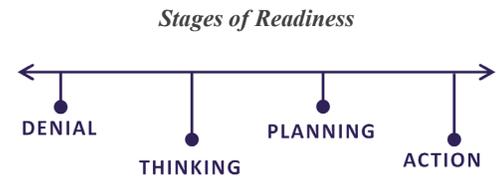
My burning question starters:

I was wondering... I am curious about... I had this friend who wanted to know...
What if... I've always wanted to know... I heard... Would you clarify...

My burning question(s) / Notes:

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Downsizing vs Rightsizing vs Simplifying



When do you know it is time to move or simplify?

Downsizing Process

- Making a decision
 - Decluttering (Staying Put)
 - If Moving, deciding where and when?
- Selecting What to Simplify
 - Staying put (Aging in place)
 - Moving
- Moving
 - Packing
 - Move Day
 - Unpacking & Resettling
- Former Home & Belongings
 - Disposition & Liquidation of belongings
 - Sale of Previous Home
- Celebration & Adjustment



Downsizing and Simplifying Just a Few Myths and Truths

Myth: I'm too old to downsize, it's not worth the hassle.

Truth: As we age, our perceived distance to death can shrink our desire to move and keep us stuck in our current environment, even if this does not serve our best life. The truth is, none of us know how long we have left, and more often than not, we now live longer than we anticipate. Downsizing becomes harder physically and emotionally as we continue to age and by delaying, we often rob ourselves of our best possible life.

Myth: People aren't too concerned with material possessions.

Truth: Women, more so than men, often have a strong attachment to "stuff." Clothes, memorabilia, collections, etc. are all seen as special and important. Sometimes having an objective person help with making decisions can be helpful.

Myth: The moving experience will be similar to the last time I moved.

Truth: Low energy, a decrease in physical strength, illness, and other factors can make downsizing challenging. What once took a day can now take a week or more.

Myth: I have plenty of time to go through and choose what I want to keep.

Truth: Short deadlines (due to a variety of factors beyond one's control) or a desire to complete the downsizing process quickly can make the decision-making process feel rushed. Most folks have literally no idea what they have and much of it they haven't thought about in years. It can take time.

Myth: If I can just go ahead and move everything now (to the new place or storage), I can and will make decisions about what to keep or get rid of later.

Truth: If it isn't dealt with at the time of the move, it probably won't be dealt with at all (or it will be dealt with by the heirs).

Myth: We can still make decisions quickly and move as fast as we used to.

Truth: With advanced age or due to the onset of dementia or other brain diseases, some people need more time to make decisions and take action. It's hard for some people to admit this reality.

Myth: Adult children are patient and understanding.

Truth: Family members do not always seem to know how long each process or step can take. They are often focused on the cost and making it as expedient and cost-effective as possible.

Myth: There is plenty of time.

Truth: When a crisis occurs a move may need to happen quickly. Those who have prepared will often have a more manageable and easier transition to assisted living or other levels of care.

Myth: Move management providers all offer the same services and charge similarly.

Truth: Every move management company is different and offer unique services. Fees may be hourly or based on the overall project. It's smart to interview more than one.

Myth: I can simply sort, pack, move, and organize myself and save money.



Truth: The cost of downsizing without support can end up as hospital visits, months of physical therapy, recovery from exhaustion, broken bones, family discord, and more. The cost of move management will likely feel like a bargain when it's all said and done.

Myth: My adult children helping out will make it easier for the professionals and save me money.

Truth: Adult children often want Mom and Dad to get rid of more than they are willing. Or, they are hurt when they get rid of too much. The reality of what can actually be accommodated in the new place is often misunderstood by adult children - particularly those less engaged. The move can be as hard on them as it is their parents and professionals must be able to navigate this minefield.

Myth: Those with memory impairment or early stages of dementia can still make decisions.

Truth: Unfortunately memory impairment can create extreme changes in behavior and moods. This can also impact decision-making, especially during the downsizing process.

Myth: Estate liquidations generate money for the homeowner.

Truth: Labor and other costs required to stage, market and staff a successful estate liquidation can exceed the realized revenue. For most people, the real value in an estate liquidation is to empty the home of personal property in a socially responsible manner in order to prepare the home for sale. Estate liquidation revenues can offset that cost.

Myth: My household items and collections are worth a lot of money.

Truth: Mass production, evolving social norms, and market saturation have significantly impacted the value of items typically found in personal property estates.

Myth: My adult children will appreciate having the items I have been keeping for them.

Truth: Most adults already have full households and have no need or desire for their parents' items.

Estate liquidation.... What's hot and what's not?

- Current social norms related to entertainment, dining and housekeeping have significantly devalued fine china, good crystal and silver-plate.
- Sterling silver pieces are often sold for weight.
- Most furniture manufactured between 1980 and 2010 has very little value.
- Most upright pianos, organs and pool tables are difficult to liquidate. Sometimes it is necessary to pay for these items to be removed from the home.
- Mass produced "collectibles", produced by companies such as the Franklin Mint, National Collectors Mint or items like Beanie Babies and Barbies, have very little value.
- Antique furniture earlier than 1940 is experiencing a depressed market.
- Gently used medical equipment is not valuable.
- American and Danish mid-century furniture is very desirable.
- Long-playing vinyl records, particularly 60's and 70's rock and roll in good conditions are sought after.
- Lawn equipment, hand tools, power tools and outdoor sports equipment are sellable items.
- One of a kind, unique and ethnic items are desirable.