



*Always planning for
your peace of mind.*

Glenn A. Deig is a Certified Elder Law Attorney by the National Elder Law Foundation specializing in:

- **Medicaid Planning**
- **Wills**
- **Trusts**
- **Guardianships**
- **Elder Law**
- **Personal Injury**
- **Estate Administration and Probate**

**Call Glenn today at
(812) 423-1500
for a free consultation.**

EXPERT HELP AVAILABLE FOR SENIORS ON THE MOVE

Cheryl was in a panic trying to get her parents home sold in Florida and move them near her in Idaho. Seven years ago Max and Clara purchased their retirement home in Florida and moved there from Idaho. Max had a stroke recently and Clara can no longer care for him herself, so in order for Cheryl to help out they need to move back to Idaho.

As is often the case, when elderly parents have health problems, the children are called on for help and support in major decisions. Unfortunately, Cheryl is not able to leave her job and family in Idaho to spend time selling the home in Florida nor find living arrangements for her parents in Idaho.

“More than 65 million people, 29% of the U.S. population, provide care for a chronically ill, disabled or aged family member or friend during any given year and spend an average of 20 hours per week providing care for their loved one.”

The AARP estimates that over 25 million Americans struggle to balance work responsibilities with caring for a relative aged 50 or older.

The National Association of Realtors recognized the specialized need of seniors and their families to sell an established home quickly and efficiently. They have established a designation for realtors called Seniors Real Estate Specialists® (SRES®). To earn the designation a realtor goes through a comprehensive program which qualifies them to know how to work with seniors in the 50+ real estate market.

Specialties characteristic to an SRES® designated agent would include:

- Knowledge of senior communities and housing restrictions
- Ability to work with seniors on sensitive issues when selling their property
- Understanding how real estate impacts Medicare and Medicaid laws

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- Knowledge of retirement accounts such as 401K and IRA accounts in relationship to real estate purchases.
- Expertise in bringing in help with downsizing, packing, moving and relocation
- Resources to work as a team of realtors throughout the United States for relocation purposes.

Seth Owens of Albany New York says of working with an SRES® agent, “Jim worked with me in downsizing and preparing my home for the sale and then took care of all the details. I didn’t have to worry about a thing. He knew his business. The sale was made and Jim helped me find a condo in a senior community near by. He understood I wanted to be near my church, doctor and friends.”

With more of the senior population downsizing or moving there has been a growing need for moving companies to specialize in the needs of seniors and their families. Some moving companies have added a department just for moving seniors.

Senior moving services may include:

- Organizing and packing items and unpacking at the new home.
- Downsizing by disposing of unneeded items
- Disconnecting electronics and reconnecting after the move.
- Placing furniture, rugs and household items.
- Personnel skilled to help with the emotional transition of seniors.
- The past few years have seen new specialized companies developed that work directly with seniors in downsizing, moving or reorganizing their current home for “aging in place”.

Placement Services are another specialized business that has developed to fill the need of seniors to find appropriate living conditions. With many options available from independent living apartments, retirement communities, care communities such as assisted living, residential care homes and nursing homes the decision can be overwhelming. Those who do placement services have the expertise to assess the clinical needs, financial resources and family preferences to help seniors find the living situation that will meet their lifestyle and future needs.

10 Tips to Help Older Adults Move

- 1. Be kind.**
- 2. Help sort. Decluttering is useful before a big move.**
- 3. Take pictures of the inside of their home. Try to arrange items similarly in the new home.**
- 4. Obtain a room layout of their new place. This will be key in deciding what items to keep.**
- 5. Start small. Moving can be overwhelming!**
- 6. Pick a room that has less sentimental attachment.**
- 7. Plan the move. Don’t rush!**
- 8. Hire outside help. Sometimes older adults will get along better with outside help better than family.**
- 9. Be patient. This is stressful.**
- 10. Get them involved.**



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