



**Welcome!**

## **The Truth About Downsizing, Rightsizing & 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!!!!**

### **Hosts / Moderator:**

- Annette & Brett Junell, Downsizing Coaches & Realtors  
Junell Moves Made Easy - Retired Moves Division @ Keller Williams (775) 432-6300

### **Panelists:**

- Sarah Feliz, Organizational Consultant - Put it in Order (775) 848-3350
- Sharon Allen, Senior Move Manager, Junell Moves Made Easy (775) 432-6300

### **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):**

---

---

---

---

---

---

**Resources:** [www.junellgroup.com/rlts/downsizing](http://www.junellgroup.com/rlts/downsizing)

Visit [www.facebook.com/RetiredLivingTruthSeries](https://www.facebook.com/RetiredLivingTruthSeries), click on [Follow],  
and please write a comment about today's or a past seminar.



**About move management services:**

**Reasons people may choose to contact a move manager:**

**Problems move managers often solve:**

**Strategies for making moves easier or less stressful:**

**Costs and fees associated with moving:**

**ACTION PLAN – WHAT I WILL DO WITH THIS INFORMATION:**

- 1.
- 2.
- 3.



## Downsizing, Rightsizing and Simplifying Just a Few Myths and Truths

**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.
- Furniture from the 1970's is gaining desirability.
- 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.

A BIG thank you to our sponsors who make the Retired Living Truth Series possible.



Annette & Brett Junell

(775) 432-6300

[www.NevadaRetiredMoves.com](http://www.NevadaRetiredMoves.com)

*Real Estate Services*

*Affiliated with Keller Williams Group One*



Ryan Hart

(775) 432-6022

[www.AmadaNorthernNevada.com](http://www.AmadaNorthernNevada.com)

*Senior Care of Northern Nevada*



(775) 424-5400

[www.CascadesOfTheSierra.com](http://www.CascadesOfTheSierra.com)

*Senior living, assisted living services and memory care*



Jim Morman

(775) 353-1039

[www.edwardjones.com/jim-morman](http://www.edwardjones.com/jim-morman)

*Financial Advisor*



Debbie Wood

(775) 225-1111

[www.opesadvisors.com/about-us/our-team/debbie-wood](http://www.opesadvisors.com/about-us/our-team/debbie-wood)

*Reverse Mortgages*



*Senior Move Management*

(775) 470-7760

[www.JunellMovesMadeEasy.com](http://www.JunellMovesMadeEasy.com)

*Downsizing and Relocation Simplified*



(775) 825-5008

[www.kindredhealthcare.com](http://www.kindredhealthcare.com)



(775) 626-5665

*Independent & Assisted Living & Memory Care*



Excellence in Spine Physiotherapy

Brian Wessel

(775) 399-4094

[www.PhysioSpineReno.com](http://www.PhysioSpineReno.com)

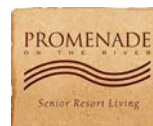
*Excellence in Spine Physiotherapy*



(775) 800-6271

[www.PlanYourStoryToday.com](http://www.PlanYourStoryToday.com)

*Planning the best third of your life*



Laurie Leonard

(775) 786-8853

[www.promenadereno.com](http://www.promenadereno.com)

*Inclusive retirement community*



(775) 770-9311

[www.ProminenceHealthPlan.com](http://www.ProminenceHealthPlan.com)

*Medicare Advantage Plans*



Sarah Feliz

(775) 848-3350

[www.PutItInOrder.com](http://www.PutItInOrder.com)

*Clearing the clutter*



(775) 300-6200

[www.RevelRancharrah.com](http://www.RevelRancharrah.com)

*A Refined Senior Community*



Partnering with You through Life's Transitions

Rich Schulze

(775) 853-5700

[www.renolegal.com](http://www.renolegal.com)

*Elder Law, Estate & Retirement Planning Attorney*



(775) 841-4111

[www.SierraPlaceOfCarsonCity.com](http://www.SierraPlaceOfCarsonCity.com)

*Independent & Assisted Living*