



Brent Paine
303.956.0866
brent@brentpaine.com
www.brentpaine.com

60 Ways We Help Seniors



What a Great Realtor Does for Senior Downsizing Clients

Planning & Education

1. Conducts a comprehensive transition consultation.
2. Helps determine whether staying, remodeling, or moving is the best option.
3. Creates a personalized downsizing timeline.
4. Educates clients on housing options, including independent living, assisted living, memory care, and age-restricted communities.
5. Coordinates family meetings to align expectations and reduce conflict.

Home Preparation

6. Develops a room-by-room decluttering plan.
7. Connects clients with trusted senior move managers.
8. Coordinates estate sale companies.
9. Arranges donation pickups for unwanted items.
10. Helps identify valuable collectibles, antiques, and specialty items.
11. Coordinates junk removal services.
12. Recommends cost-effective repairs that maximize value.
13. Oversees contractors and vendors.
14. Coordinates cleaning crews.
15. Arranges landscaping and curb appeal improvements.
16. Manages home staging.

Financial Guidance & Resources

17. Provides net proceeds estimates before decisions are made.

- 18. Helps evaluate the financial impact of selling versus staying.
- 19. Connects clients with trusted financial advisors.
- 20. Assists in understanding property tax implications.
- 21. Helps coordinate timing of asset liquidation when needed.
- 22. Discusses ways to leverage home equity for future care needs.

Senior Living Transition Support

- 23. Tours retirement communities with clients.
- 24. Helps compare housing options and costs.
- 25. Coordinates move-in timelines with senior communities.
- 26. Communicates with community staff to streamline the transition.
- 27. Helps create a plan for what furniture and belongings will fit in the new home.

Family Coordination

- 28. Serves as a neutral third party during family discussions.
- 29. Keeps adult children informed throughout the process.
- 30. Helps family members understand market conditions and pricing.
- 31. Coordinates with out-of-state family members.
- 32. Reduces stress by becoming the primary point of contact.

Legal & Estate Coordination

- 33. Works alongside estate planning attorneys.
- 34. Coordinates with probate attorneys when needed.
- 35. Assists personal representatives and trustees with property sales.
- 36. Helps gather vendor estimates for estate settlements.
- 37. Maintains documentation needed for legal and financial professionals.

Selling the Home

- 38. Provides a detailed pricing strategy.
- 39. Creates a customized marketing plan.
- 40. Uses professional photography and video.
- 41. Handles showings with sensitivity to seniors' schedules and needs.
- 42. Manages all negotiations.

- 43. Coordinates inspections and repairs.
- 44. Oversees closing details from contract to settlement.

Moving Day Assistance

- 45. Coordinates movers and packing services.
- 46. Helps establish utility transfer schedules.
- 47. Assists with address changes and important notifications.
- 48. Creates a moving checklist.
- 49. Coordinates key exchanges and final walkthroughs.
- 50. Ensures a smooth move-in experience.

Placement Services

- 51. Checks in regularly for emotional support during the transition.
- 52. Helps preserve family memories by recommending digitization of photos and documents.
- 53. Connects clients with trusted caregivers and home care resources.
- 54. Assists with finding pet-friendly communities.
- 55. Helps locate local senior services and benefits.
- 56. Provides a vetted network of contractors, handymen, cleaners, and organizers.
- 57. Attends important meetings when family cannot be present.
- 58. Helps clients avoid scams targeting seniors.
- 59. Creates a customized "transition team" of professionals.
- 60. Remains a resource long after the move is complete.

The Real Difference

An average Realtor just sells a house.

An EXCEPTIONAL Senior Transition Realtor manages the project, people, emotions, logistics, finances, family dynamics, and housing decisions that come with one of life's biggest changes!