



## The Role of the Family in a Senior's Home Sale

In the sale of a senior's home, there exists a wide range of involvement from the family. On one end of the spectrum is the complete absence of family support. At SASH, we've served senior clients who are alone in the world, without any relatives who can help them through the home sale. At the other end of the spectrum, we've met families who are involved with every detail, and descend upon the home as two or three dozen helpers, knocking out the entire move in a single weekend. And, there's everything in between.

What is the best role for family in a senior's home sale? Below are a few important descriptions to help ease the process for everyone along the way.

**Encouragers:** Family should be the senior's most dedicated support network. All of the hard work and financial decisions aside, it's important to remember that for the senior, leaving the home is like losing a close friend. The family's role is to recognize this, and to provide kindness, hugs, and support for the senior to take this big step.

**Advocates:** There are so many decisions and steps in the sale of a senior's home, that it can be overwhelming and confusing at any point along the way. The family plays a crucial role as the advocate, making sure that the senior's specific needs are being met and that they are not being taken advantage of by any party.

**Caregivers:** We see often that seniors wait to sell their home until their care needs require weekly or daily assistance from family. This care is especially intense in the case of memory loss such as dementia or Alzheimer's. As caregivers, it's important that family members don't burn out and receive adequate support and rest on a regular basis.

**Worker mules:** Sometimes, what's required is intense labor to get a big project done, such as packing the garage, overseeing the moving day, or sprucing up the lawn. No matter how tempted family members are to save money by doing all of the work, we encourage them to hire outside help, so that they can focus on their senior loved one's well-being through the sale.

**Companions down memory lane:** Inevitably in the packing and moving process, old photos, memorabilia, and special tokens are uncovered, often for the first time in decades. Family members can set aside time to allow the senior to enjoy these items, sharing the stories, and taking a trip down memory lane. It's a gift to them!

Every senior's home sale is unique, with different deadlines, financial constraints, and care needs. Every family's dynamics and relationships are also unique. There is no formula or precise checklist that defines the family's role. Rather, everyone involved in the senior's home sale needs to stay flexible, positive, dedicated to the task, and come with a problem-solving mindset.

SASH has provided compassionate, experienced support to seniors' families since 2006. Our Coaching Services offer guidance through each step, from start to sold. Contact SASH to find out more!

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