

The UPSide to RIGHTsizing



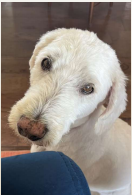
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Danielle Gaylord Bio

- Danielle Gaylord is co-owner of SOS Relocations Specialist. After graduating from Purdue in 2004, she worked for many years in mental health, crisis intervention, program development and project management. She returned to higher education in 2006, earning a Masters in Social Work from Indiana University.
- She returned to crisis intervention and soon discovered another area of need. Children and adult grandchildren were traveling to the Lafayette area to empty out their family home after a death or family crisis. After some handwringing and a great deal of market research, Danielle and Rita Smeyak decided to venture out on their own and in 2011 created SOS.

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- Danielle is a Certified Relocation & Transition Specialist and an Aging in Place Specialist. They are active members of the National Association of Senior Move Managers and National Association of Professional Geriatric Care Management.
- Danielle and her husband, Jim, a retired history professor, have 5 children, 11 grandchildren and a labradoodle named Louie. Lou is a Certified Therapy Dog who frequently visits clients and residents of senior communities in the area.



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Agenda

- SOS
- WE acquire
- WE let go



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Who we are and What we do



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graph TD; ClientSOS((Client SOS)) --- MoveMgr((Move Mgr)); ClientSOS --- Family((Family)); ClientSOS --- Attorney((Attorney)); ClientSOS --- POA((POA)); ClientSOS --- EstateSale((Estate Sale)); ClientSOS --- Realtor((Realtor)); ClientSOS --- AuctionHouse((Auction House)); ClientSOS --- Contractor((Contractor)); ClientSOS --- Counsel((Counsel)); ClientSOS --- StageCleanout((Stage cleanout)); ClientSOS --- Mover((Mover));
```

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Our Process

- **Assessment** – Who, What, Where, When & How
- **Establish Timeline** – that 'moving target'
- **Getting busy** – Pre-move activity
- **Moving Week** – final packing
- **Moving Day** – all hands on deck
- **Post-move** – home consolidation

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What's the PLAN- Your Move

Tools of the Trade:

- Moving Calendar
- Floor Planning
- Home Inventory
- Distribution List



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Material Convoy

- **Ideal** – collect and let go
- **Reality** – collect and retain
- **50+ years of age:**
 - 60% report having too much stuff.
- **60+ years of age:**
 - 75% are reluctant to move because of their stuff
- **75+ years of age:**
 - 80% no longer think about managing their stuff
- **Emotionally Valuable:**
 - Sticky, cared for
 - thoughtful 'passing along' process
- **Things we care for:**
 - Less "sticky"
- **Stuff:**
 - Need to look it over, but willing to bag it up.
- **Bags of.....**
 - What is THIS still doing here?

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The Cost of Clutter

- **Time**
 - Clutter = more 40% more housework
- **Space**
 - 80/20 Rule
- **Emotional**
 - How does your space make you feel?
 - Weight-
- **Workplace**
 - Average of 1hour per day – wasted
- **Money**
 - Rented storage space, buying duplicates, late fees

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Men & Women

- **Women:** objects that connect us to others in the present and the past- photos, family heirlooms
- **Men:** action items and status items- tv, electronics, trophies, tools, fitness
- Consumer Report survey of 500 couples: over 40% confess to fighting about clutter.



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Where to begin

- **Pick a day, pick a room, pick a friend.**
- **Start an Inventory and track: 80/20**
 - Recycle/toss
 - Donate
 - Bequeath
 - Sell
 - Keep
- **Side notes about planning**
 - It's ok to re-gift
 - No more "stuff" for gifts
 - Donate in son or daughters name.
 - Marketplace
 - Ask for help
 - Empty space
 - Broken? Toss it

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Are we there yet?

- Clean out the house**
 - Dumpster/trash 45%
 - Donate 50-80%
 - Auction/estate 25-35%
- Auction or Estate Sale :**
 - COVID changed everything.

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The Struggle is REAL

GRIEF **RELIEF**

GUILT **SADNESS** **LOSS** **ANXIETY** **UNCERTAINTY** **EXCITEMENT**

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Helpful Resources

Books & On-Line

- ▶ Grandma's Yellow Pie Plate
- ▶ Don't Toss My Memories in the Trash
- ▶ Moving for Seniors: A Step-by-Step
- ▶ Moving in the Right Direction



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Share the Love

- ▶ SOS Relocation Guide
- ▶ Jessica's Attic
Wabash Center
- ▶ YWCA Domestic Violence Program

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Final Thoughts

- ▶ Safety First
- ▶ Have a **plan**
- ▶ Identify your **goals**
- ▶ Identify reasons for **Attachments**
- ▶ Get an "**accountability partner**"- SOS
- ▶ Move from "**quantity**" to "**quality**"
- ▶ Feel ALL the **emotions**

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Questions?



"I'm retiring soon and looking for something more comfortable...like a loafer."
