

GENTLY TALKING WITH YOUR LOVED ONE ABOUT “WHAT’S NEXT” THIS SEASON

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“LET’S FIND HOME.”

✨ The Holidays Are a Natural Time for Real Conversations

When everyone is home and the pace slows, small things become noticeable — the stairs Mom avoids, the heavy yardwork Dad still does, or how quiet the house feels with empty rooms.

This season offers a warm, loving environment to start talking about *future possibilities*, not sudden decisions.

START SOFTLY (SET A LOVING TONE)

Use open-ended questions:

- “How have you been feeling around the house lately?”
- “Is everything still comfortable for daily routines?”
- “If you could make life simpler next year, what would that look like?”

Avoid: pressure, judgment, or language that implies decline.

FOCUS ON QUALITY OF LIFE (NOT THE HOUSE ITSELF)

Shift toward the lifestyle they want:

- “Would you like more free time and less yardwork?”
- “Do you want to be closer to grandkids or medical care?”
- “Do you see yourself traveling more without worrying about maintenance?”
- “Are there rooms you never use anymore?”

KEEP IT MODERN: RIGHTSIZING = EMPOWERED PLANNING

Make it feel proactive, not reactive:

- “Most people start planning 1–5 years ahead.”
- “You don’t have to decide anything now — just explore.”
- “Rightsizing is about designing the next chapter, not giving anything up.”

ASK ABOUT EASE + COMFORT (NOT SAFETY)

This avoids triggering defensiveness:

- “Are there things around the home that feel like more work than they used to?”
- “Would one-level living feel easier for daily life?”
- “Would less yardwork free up time for fun things?”

LIGHT TOUCH ON FINANCES (POSITIVE ANGLE ONLY)

Keep the tone empowering:

- “Your equity could open a lot of doors if you ever wanted to simplify.”
- “There are programs that help update the home before selling— without paying upfront.”
- “Some communities include nearly everything, which can make life easier and more affordable.”

INTRODUCE A NO-PRESSURE RIGHTSIZING CONSULTATION

Keep it breezy and supportive:

- “If you ever want to explore options with no strings attached, Dina (our local rightsizing specialist) can give us a simple roadmap.”
- “It’s not about moving — just learning what’s possible.”

End the Conversation with Warmth

“I love you — I just want to support whatever makes life easier and happier for you.”

“No decisions today. Let’s just start the conversation.”

“Whenever you’re ready, we’ll figure this out together.”