

NRMLA's Reverse Mortgage Education Week is dedicated to teaching professionals who work with older adults how reverse mortgage loans work and how a HECM can help meet their clients' financial needs.

We know that the vast majority of adults 62 and over say they would prefer to age in place by staying in their own homes and communities as long as possible, but few have made any home modifications that would allow them to be safe and comfortable in their home as they age.

Caregivers, social workers, contractors, and others who regularly make home visits, see first-hand how significantly the home itself can impact a senior's quality of life.

* Entry steps and flights of stairs that make it difficult to leave or return home may cause even a moderately disabled person to stay inside without the ability to run errands, socialize, or do the things they once loved.
* Bathrooms that lack basic safety features may deter proper hygiene or contribute to falls that lead to medical emergencies.
* Cabinets, hardware, and light switches that are out of reach may limit access to the kitchen or other rooms in the house.

NRMLA is partnering with the American Society on Aging to educate their members about the innovations, modifications, and basic renovations that can be employed to make homes safer for aging adults.

On April 27th, we will present, "[*Aging in an Age Friendly Home: Managing the Costs of Home Modifications*](http://bit.ly/2nsSJge)," a free webinar featuring Louis Tenenbaum, one of the nation’s leading authorities on aging in place, and Todd Brickhouse, an expert on mobility modifications, who will discuss innovations in the industry, and Craig Barnes of the National Reverse Mortgage Lenders Association’s Education Committee who will explain how home equity can be used to help pay for them.

You can help NRMLA promote this event by inviting the eldercare professionals you know to register online on the ASA website: <http://www.asaging.org/web-seminars/aging-age-friendly-home-managing-costs-home-modifications-home-equity>

**Here's a sample note you can share with the eldercare professionals you know:**

Dear Colleague,

I'm writing to let you know about an online educational session for professionals like you who serve older adults. On Thursday, April 27th, the National Reverse Mortgage Lenders Association is partnering with the American Society on Aging to lead a webinar called "Aging [in an Age Friendly Home: Managing the Costs of Home Modifications](http://bit.ly/2nsSJge)," in conjunction with its [Education Week](http://bit.ly/2nh22fI) that runs from April 24th-28th.

The free webinar includes Continuing Education Units and will feature Louis Tenenbaum, one of the nation’s leading authorities on aging in place, Todd Brickhouse, an expert on home modifications, and Craig Barnes who is a member of the National Reverse Mortgage Lenders Association’s Education Committee. Speakers will:

* Describe home modification options that can make homes safer and more accessible for aging adults;
* List the typical costs for modification projects;
* Describe how homeowners can use home equity to manage the costs of home modifications; and
* Explain how Home Equity Conversion Mortgages, commonly called reverse mortgages, work and the consumer protections for reverse mortgage borrowers and their spouses.

For more background on using a reverse mortgage loan to pay for home modifications and for other purposes, take a look at these recent articles from national think tanks and financial writers:

* [Bipartisan Policy Center:](http://cdn.bipartisanpolicy.org/wp-content/uploads/2016/05/BPC-Healthy-Aging.pdf) "Healthy Aging Begins at Home"
*The BPC Task Force suggests that home equity, which can be accessed with a reverse mortgage among other financial instruments, offers owners a potential source of capital to cover necessary expenditures and enable them to age in place.*
* [Urban Institute:](http://www.urban.org/sites/default/files/publication/88556/seniors_access_to_home_equity.pdf) "Seniors Access to Home Equity"
*The Urban Institute states that current and future retirees could improve their living standards and financial security by liquefying a portion of their home equity to supplement their retirement income. This includes leveraging equity to improve in-home safety and mobility by installing senior-friendly equipment (e.g., stair lifts, ramps and grab bars) or pay for other home improvements.*
* [CBS News](http://www.cbsnews.com/news/smart-way-for-seniors-to-tap-home-equity/): "A Smart Way for Seniors to Tap Home Equity"
* [Chicago Tribune](http://www.chicagotribune.com/business/sns-tns-bc-pfp-journey-20170313-story.html): “Can a Reverse Mortgage Stabilize a Wobbly Retirement-Income Stool?”
* [Forbes](https://www.forbes.com/sites/wadepfau/2017/02/21/using-reverse-mortgages-in-a-responsible-retirement-income-plan/#62fc1f2e35e5): “Using a Reverse Mortgage in a Responsible Retirement Income Plan”
* [Wall Street Journal](http://finance.yahoo.com/news/behind-retirement-savings-catch-150600888.html): “If You're Behind on Retirement Savings, Here's How to Catch Up”
* [Kiplinger](http://www.kiplinger.com/article/real-estate/T040-C032-S014-why-reverse-mortgages-are-worth-a-look.html), “Why Reverse Mortgages are Worth a Look”

If you’re interested in learning about the types of home modifications and renovations that can improve your clients' safety, and the financial tools available to pay for them, NRMLA’s webinar is worth your time. To register, visit the [American Society on Aging](http://bit.ly/2nsSJge) website (you do not have to be a member of ASA to register).

If you have questions before or after the event, I’d be happy to meet with you to provide additional information.

Thank you,