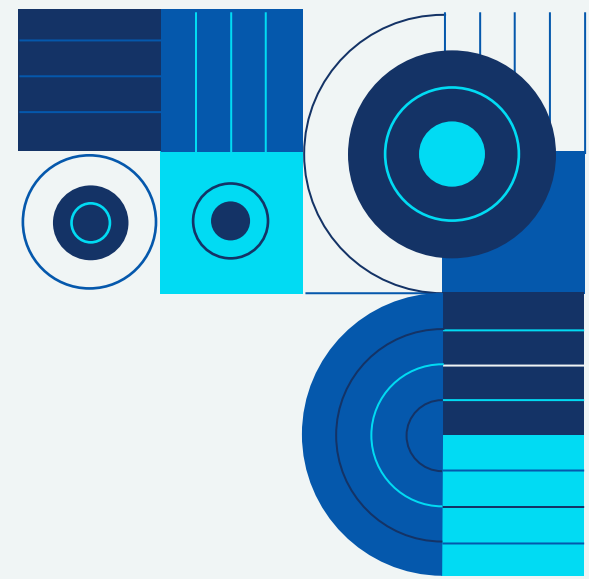
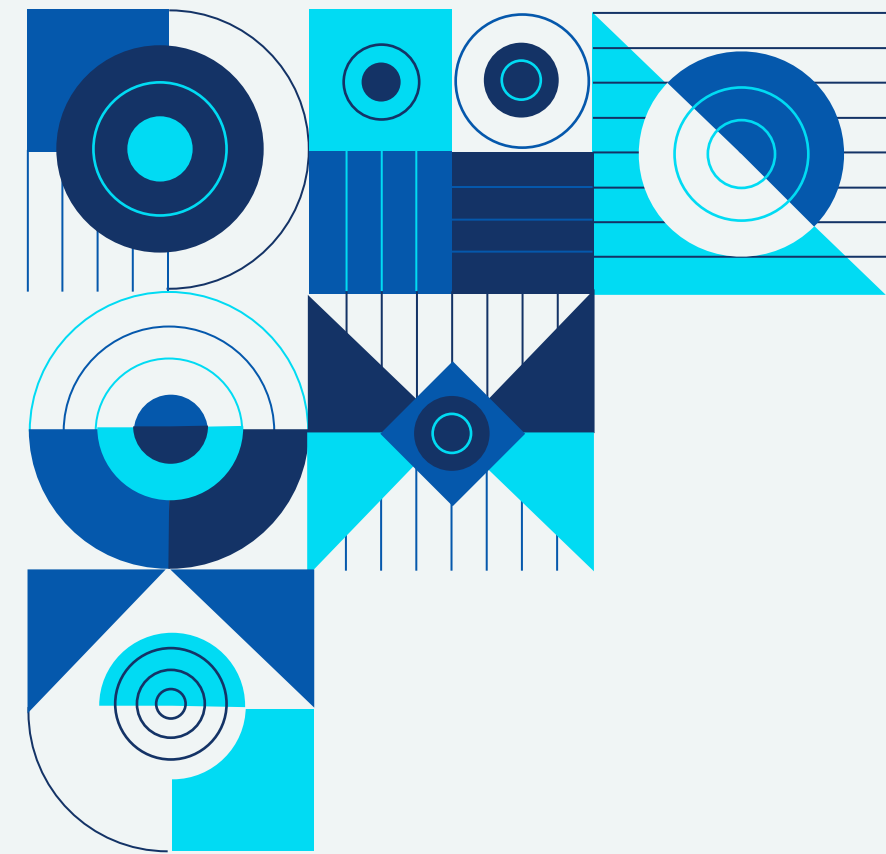




**Networking Means
Never Having to Say
You're Sorry**





Hello! I'm...

Fritzi Gros-Daillon

MS, CSA, CAPS, UDCP, SHSS

Director Education and Advocacy, Age Safe America

*Author, "Grace and Grit: Insights to Real Life Challenges of Aging
for Adult Children and their Parents"*

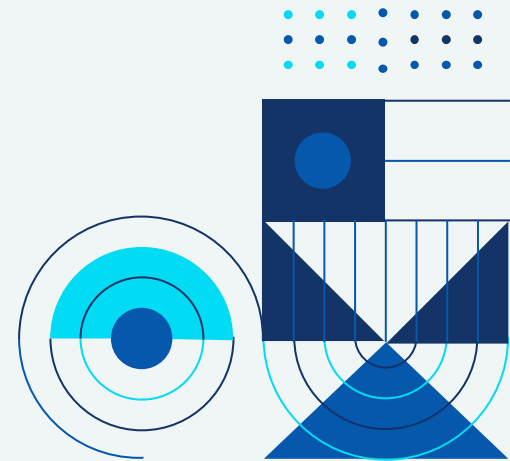
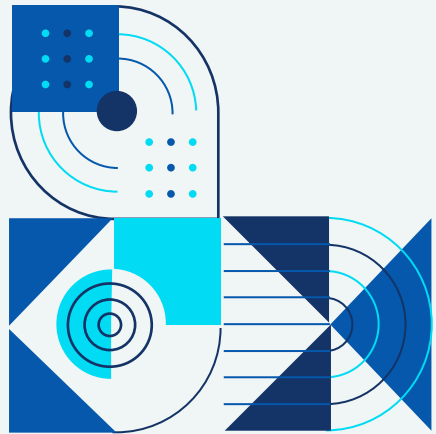
Some facts about Boomer homeowners.

85%

People want to remain
in their homes.

90%

Have done nothing
to prepare!





Did you know?

1 in 3 people over 65 will fall. 1 in 2 over 80 will fall.

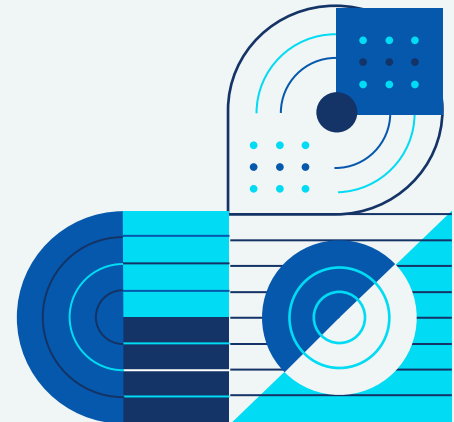
If the fall is inside the house, the likelihood of a second fall within a year is 50%.

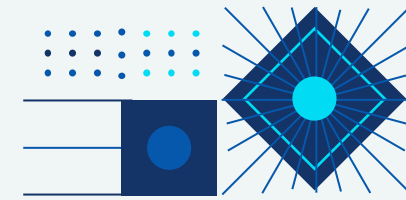
That's nearly 100,000 people falling every day.

COVID and post-COVID world

Rate of falling increased during 2020 and 2021.

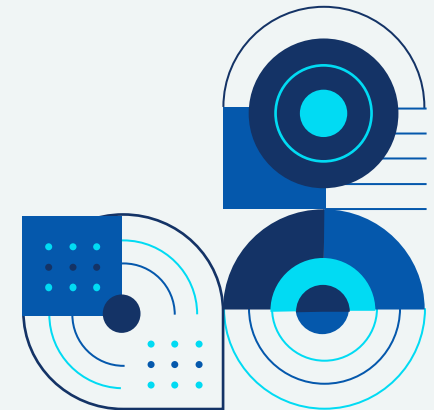
40% of people who fell did not seek and/or receive medical attention by health care professionals or family members.

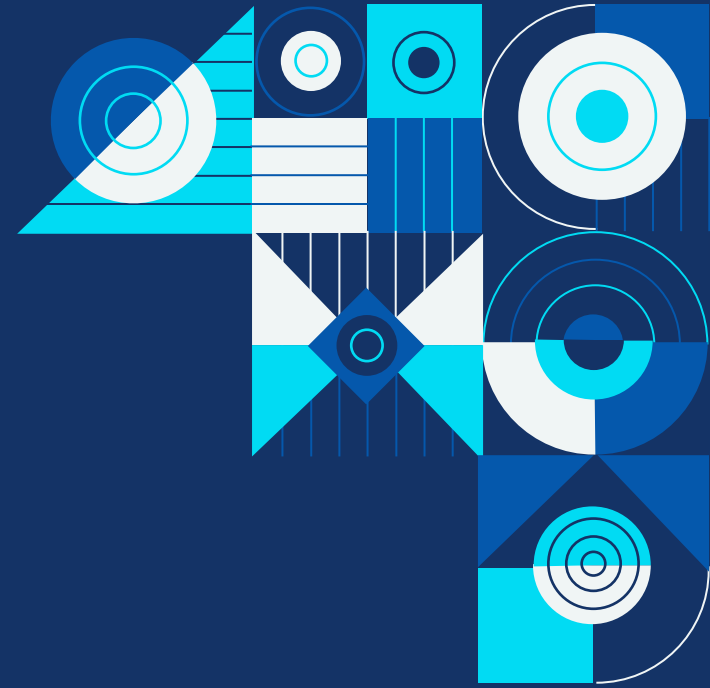
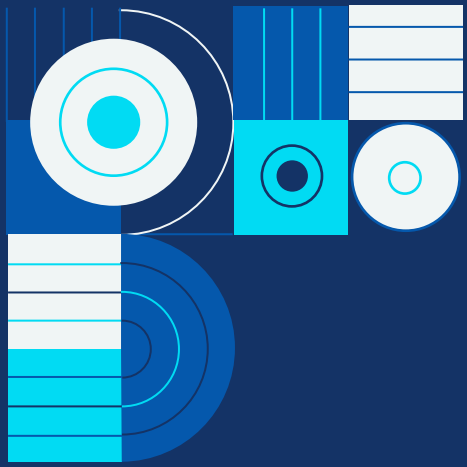




Let's jump right in!

- Goal: Never have to say you're sorry
- Client needs/questions/expectations
- Where are the resources
- Action steps



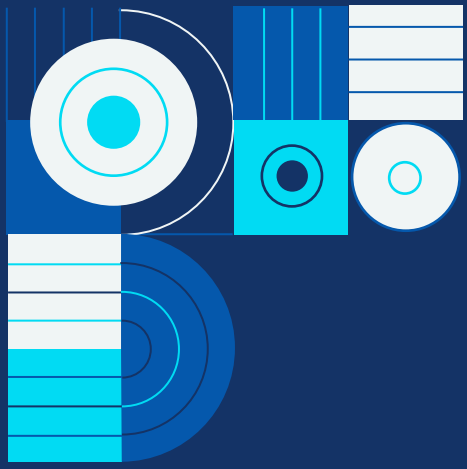


01

Our Goals

Be the go-to resource for your clients.

Collaborate with senior services professionals
to build business.



02

What are the client's needs and wants

FAQs

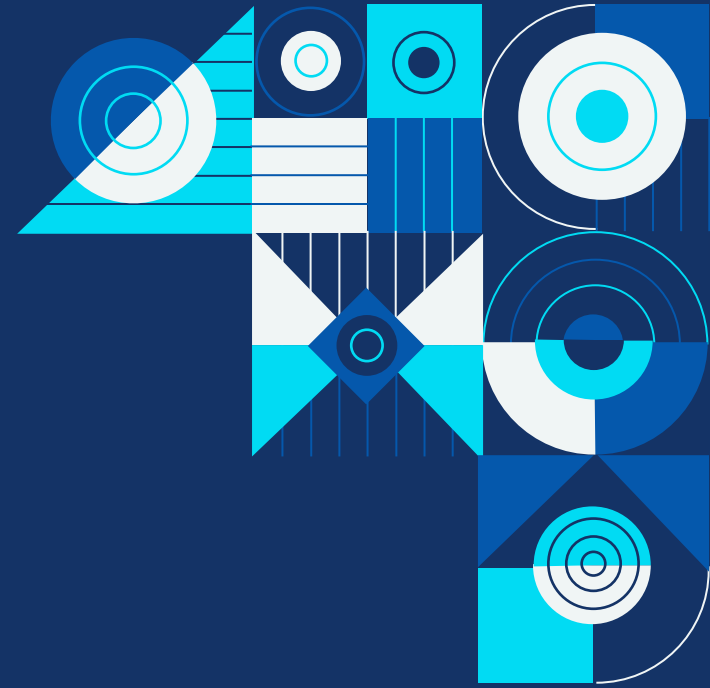
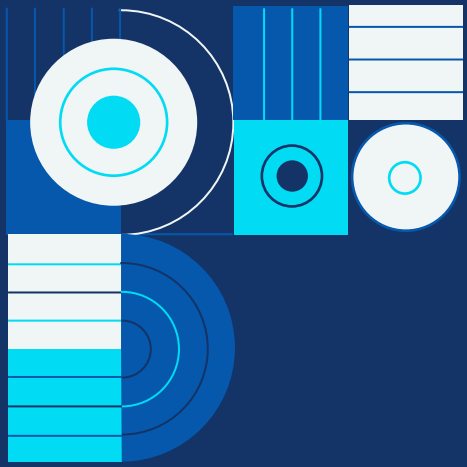


FAQs

Does the HECM make sense for me?

How do I get the paperwork ready?

How do I get the house ready?



03

Where are the resources?

National

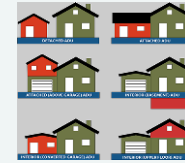
Regional

Local

Resources



Contractors



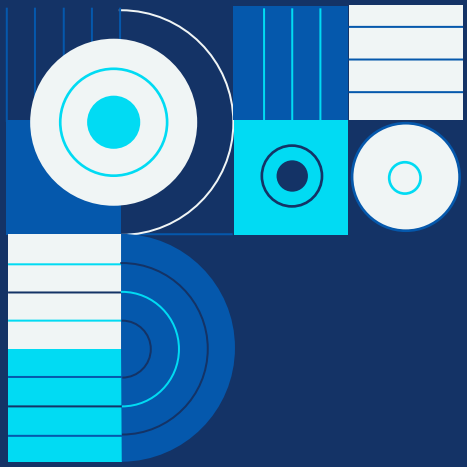
ADU Coalitions



Area Aging Agency

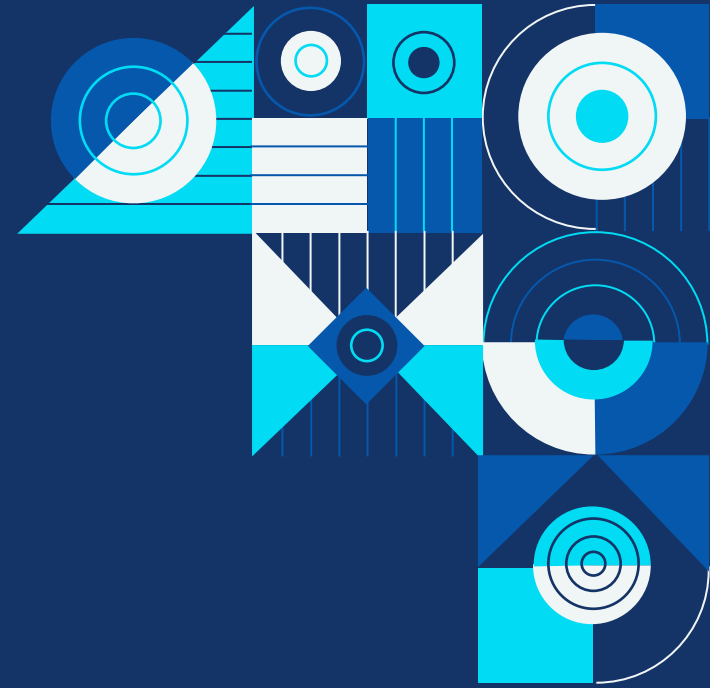


Social Media



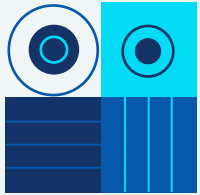
04

Action Steps



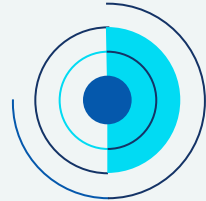
Set your intention to make it happen!

Action Steps



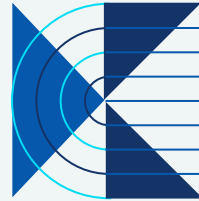
Monday

Make the list of most common client requests.



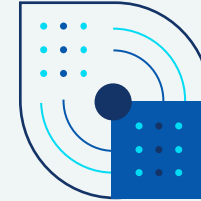
Tuesday

Research organizations with members who provide the services



Wednesday

Find in-person or online meeting information and schedule/attend



Thursday

Follow up with new contacts. Share opportunities.

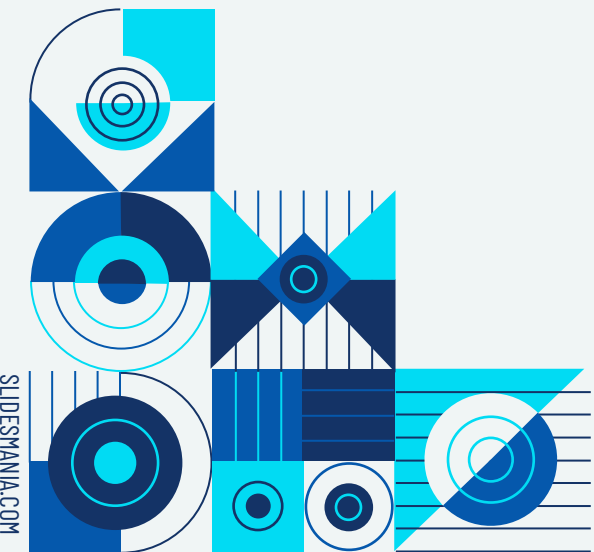
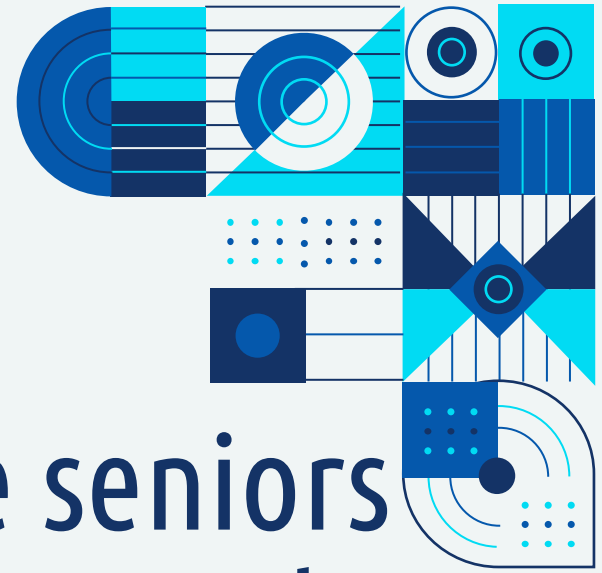


Friday

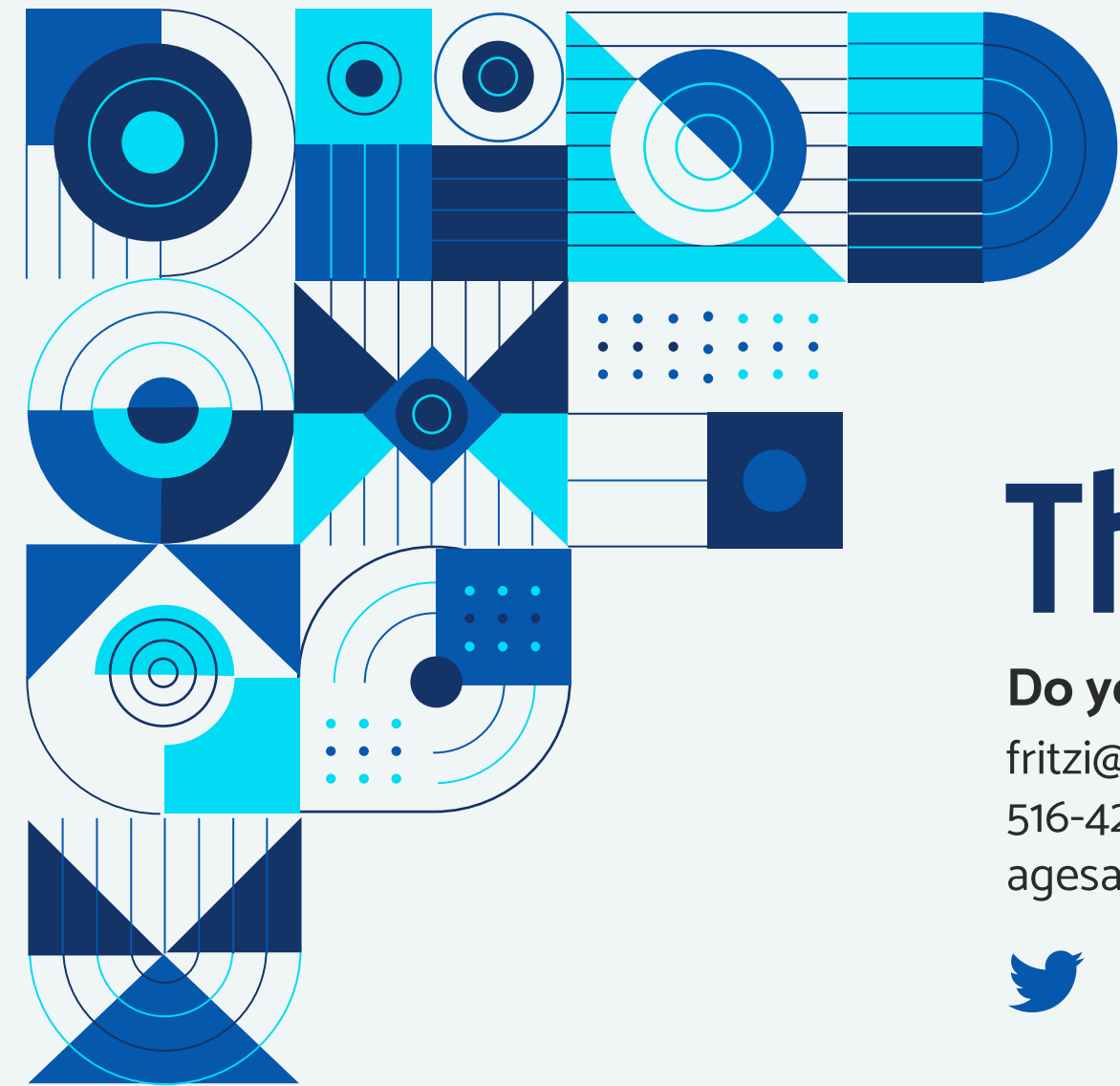
Create your success story portfolio with testimonials.

“

"Those of us lucky enough to serve seniors bear the burden of providing a compass to guide them down a path towards retirement dreams."



— Jeff Taylor, Founding Chairman, NRMLA



Thank you!

Do you have any questions?

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