

# The **POWER** of ATTORNEY PROJECT

## **Selling Mom's Home**

Welcome to the Power of Attorney Podcast which is part of our Conversations that Matter Podcasts. My name is Mary Bart, Chair of Caregiving Matters. This podcast is intended to provide general information only and is not intended to be a substitute for seeking personalized legal, financial or other advice. This podcast raises issues that our audience can further explore on their own in their own local communities with their own local experts. This project will help to be a call to action for families to solve their issues, find solutions to their problems, and have greater peace of mind.

**Mary-** Our guest speaker today Kathy Sitby and she is president of a company called Selling Mom's Home. Welcome Kathy to our project.

**Kathy-** Thank you for having me today.

**Mary-** Well thank you and I must say your name for your company is intriguing. Could you please tell me about your business?

**Kathy-** Sure! Actually we help families with elderly or older parents to sell their homes. We help them transition from their home into a condo, retirement residence or even a long term care. It's a very emotional time for all involved and we offer resources to help them with legal and financial issues. We can often help them with their move and help them to remove or dispose of items they no longer need, offer cleaning services or if they want to refresh or remodel their home we have contractors we can also refer. The key is that we manage the whole process and help them to get the most out of the value of their family's greatest asset.

**Mary-** Thank you for that. My next question is, what are some of the issues that families face when deciding to sell mom's home and some of the things about what to keep and what to sell?

**Kathy-** Well, what we find is that families can act on emotion during these times which makes decision making very difficult so if there are several siblings involved with various emotions and issues it can get in the way. We will make suggestions as to what to sell and what to give away and of course the final decision is that of the family. Emotions that come into play with siblings involved and we are there to be the neutral party.

**Mary-** Just to put a personal touch on this, I can remember when we were selling my mom and dad's home and it was so hard on me because I looked around the house, saw my life and my memories and what to give away and what to keep is a part of your life and to go through this alone is really hard so I think what you offer is a third party service to offer some balance I think to the whole equation to help the families say what is really important here. What you do is so important because it helps families move to the next step so that's what you are all about.

**Kathy-** That's exactly what we are all about. I had my own struggles myself. My mother passed away last year and there's four of us in our family and everyone had their own opinions where some wanted to do some upgrades on the house and others didn't really want to do anything which made it very difficult. You're right...you look around your home and you see this is the home you were raised in, and it can be very difficult. Many weekends of hard work and all the emotional feelings to do with my mom and 48 years of accumulation that had to be removed and they have stuff everywhere after so much time and decisions have to be made and decisions as to who wants to do what. We are there to help the family decide what is really important to keep or not to keep and if we can help them out in that way that's what we are here for.

**Mary-** You meet with families and you look at the front door and look at what's inside and they will be full of stories and they will wonder why did we ever keep this? And how can we get rid of this? And there has to be empathy to the struggle they are going through so it's not just a matter of cleaning out the house but also

of having the kindness and patience to get through it with them. These are major decisions. When we sold my parents house I wanted a piece of the house and old heating grate in the floor and my sister said I couldn't take them but I wanted them because when I was brought back from hospital they put my basket there and my sister said no and so I took extra boxes of ceiling tiles from the basement. I took all kinds of weird stuff for example old carpets and stuff and I took items to remind me. It's not like selling the house you just lived in, it's a piece of you that you grew up in. I have to commend you for having the courage to work with this because you will see a cat's nest of gibberish and fighting. I really wish I had had you and your help when I was going through it. I hope people listen to this and realize you don't have to go through it alone. There are people who are kind and smart and logical that will help me figure out what to keep and what to divide or give to charity so I think what you are doing is so meaningful and important and at the end of the day you have to sell that home to pay for expenses or if someone passes. It is a hard journey.

**Kathy-** It is a hard journey and that's why if we can help someone that is our ultimate goal and we are here to help people through this difficult process and people can save time, money and emotional stress by allowing us to help them.

**Mary-** I agree with you that it is a huge milestone in someone's life and so Kathy can you tell me what benefits there are for people to actually hire you?

**Kathy-** We can save you time, energy and emotional stress. Circumstances are all different and we have the time to help consult with each family to make the decisions for a successful outcome.

**Mary-** That's important too because success is defined in so many different ways. Success might be selling at the right price, the right level of reno's or the right level of giving things away or selling things. I'm sure it is a mixed bag of things you deal with every day.

**Kathy-** Yes, and hopefully help them find the right buyer for their parents' home.

**Mary-** Our mom and dads would want the right house for the next person. They wouldn't want it sitting stagnant because that's what they did was bring life and

love to it. That's what they bought for us and that's what they would want for the next owner so thank you for that.

**Kathy-** Absolutely. We were very fortunate because the people that bought my parents' home are absolutely wonderful and I'm sure my parents couldn't be happier with who has their home now.

**Mary-** That's important because we can say we lived in this house for so many years and now it is somebody else's turn to renovate, change it and that's life and it takes great courage to do it

**Kathy-** Exactly and to create their own memories in their home.

**Mary-** So Kathy, as a wrap up, could you please share your contact information for our audience?

**Kathy-** Yes, you can reach us at our website at [www.sellingmomshome.ca](http://www.sellingmomshome.ca) or you can reach me at [kathy@sellingmomshome.ca](mailto:kathy@sellingmomshome.ca) or at 289-813-0540

**Mary-** Well thank you so much Kathy and thank you for sharing time out of your busy schedule to speak with us.

**Mary-** To wrap up today's podcast, Chis Kata, one of our board of directors, and I have a few closing comments.

**Chris - Mary, who are our initial project supporters?**

Mary – We wish to acknowledge that this project is funded in part by the government of Canada's New Horizons for Seniors Program. Our other initial supporters include Care Connect, The Care Guide, The Healing Cycle Foundation and Scotiatrust. Caregiving Matters is an internet based registered Canadian Charity dedicated to educating and supporting family caregivers. 90% of our work is done online and by leveraging technologies. 10% is done by producing local educational events. We leverage technologies in everything that we do ensuring greater reach and sustainability. I trust that we have given some of the highlights of our exciting new initiative. If you are interested in speaking with me about the project, please let me know. We look forward to your questions and your ideas.

**Chris - Mary, if listeners have questions, what is the best way for them to contact us?**

Mary Bart- You can contact me directly Mary Bart, Chair of Caregiving Matters at 905-939-2931. My email is [mary@caregivingmatters.ca](mailto:mary@caregivingmatters.ca) and our website is [www.caregivingmatters.ca](http://www.caregivingmatters.ca)