

Less Stressful Decluttering, Downsizing & Moving



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Goals of this Educational Series

1. Provide guidance on how to properly downsize efficiently with less stress
2. Overview of the assistance a Move Manager provides
3. Help families to overcome their fears and hesitation
4. Details on each stage of the downsizing process
5. Local solutions and resources
6. Tips and Tricks learned along the way

Overview of Walsh Senior Solutions

Launched in April 2018. Now has 8 Team Members.
Has helped ~3,100 families in 6.75 years

Saw the need after helping my parents in Princeton
downsize Twice in 15 months (yikes!)

Comprehensive Solution for Decluttering, Home
Staging, Packing, Moving, Unpacking, Selling,
Donating, Junk Removal, and Vacating homes

John Walsh, Founder and President. Grew up in
Princeton. Lives in Pennington with wife and son



- Declutter • Move • Sell
- Junk Removal
- Donate • Pack/Unpack
- Estate Cleanouts • Organize

What We Prevent 🤔



Move Manager - Services and Process

Free In-Home Consultation, + Estimate
+ Arrange several Sessions over the
first 2 weeks

Create Floor Plan with exact measurements

Find Profitable Solutions for Excess Possessions

Sell items through Auction Houses & Estate Sale

Handle the Consignment and Online Selling

Ship excess possessions to Family/Friends/Buyers

Handle Donation, Junk Removal, and Scrap Metal

Moving Company + Pack, Unpack, + Remove Boxes

Estate Cleanout, House Cleaning, Vacate House



Move Manager Overview

Who They Help, Service Area, and Pricing

Who Do Move Managers Help?

Focus is on Seniors, but help All Ages!

Parents, Adult Children, Family, Friends,

Realtors, 55+ & Senior Living
Communities

Attorneys (Real Estate, Family Law, Estate
Planning, Elder Care)

Financial Advisors/Retirement Planners

In-Home Health Aides, Dr./Social Workers

Service Area:

All of NJ and Greater Philadelphia

Headquarters: Nassau Street in Princeton

Pricing:

Free In-Home Consultation then Estimate

Per Person/Per Hour Rate

No Commission taken of items sold

National Association of Senior Move Managers (NASMM) Insurance, Bonding and Training

Walsh Senior Solutions is Mercer County's only Senior Move Manager trained by the National Association of Senior Move Managers (NASMM.org)

Trained, Insured and Bonded through NASMM

NASMM is a Not-For-Profit with ~1,000 organization members. Only professional association in North America devoted to helping the senior population with life transition issues. Founded in 2002 with Membership growing at ~15% per year

Members reviewed for insurance and experience requirements prior to acceptance

Required to earn Certificates in Senior Move Management Ethics & Safety

Strict Code of Ethics

Confidentiality & Privacy are critical



3 Stages of Moving

“Not Ready”?

Before House Photos:

Before Closing Date:

We are the needed help Declutter
Packing/Moving/Unpacking

“Where do I even start?” Sort
Donation & Junk Removal

Create a plan/Deadlines Able to photo entire home Floorplanning

Helping Adult Child Court/estate planning Home Closing

When Should I Start to Downsize?



By [Ellen Ryan](#) August 26, 2019

LIVING

Don't Need to Downsize Yet? Great. Start Now.

<https://www.nextavenue.org/dont-need-to-downsize-start-now/>

The Downsizing Process “Where Do I Even Begin?”

Moving at any age is difficult. Moving for older adults is even more challenging

Some families haven't moved in 10, 20, 30 or 40 years

Creating a new home is highly personal and always emotional

Begin with having a conversation with your family members to see what items they are interested in. Obtain that clarity first, not last

Challenges involved in Every Move

Emotional	Time	Physical Requirements
Cost		
Fear	How long will it take?	Becomes much harder when alone
New Home		
Loss of Freedom	What time of year	Packing and Moving Boxes
House Repairs		
What comes next?	Estate Sale/Yard Sale	Transport items to Consignment
		Reverse Mortgage
Preserve Memories	Adult Children's Time	Transport items to Donation

Step 1: Evaluate your current home

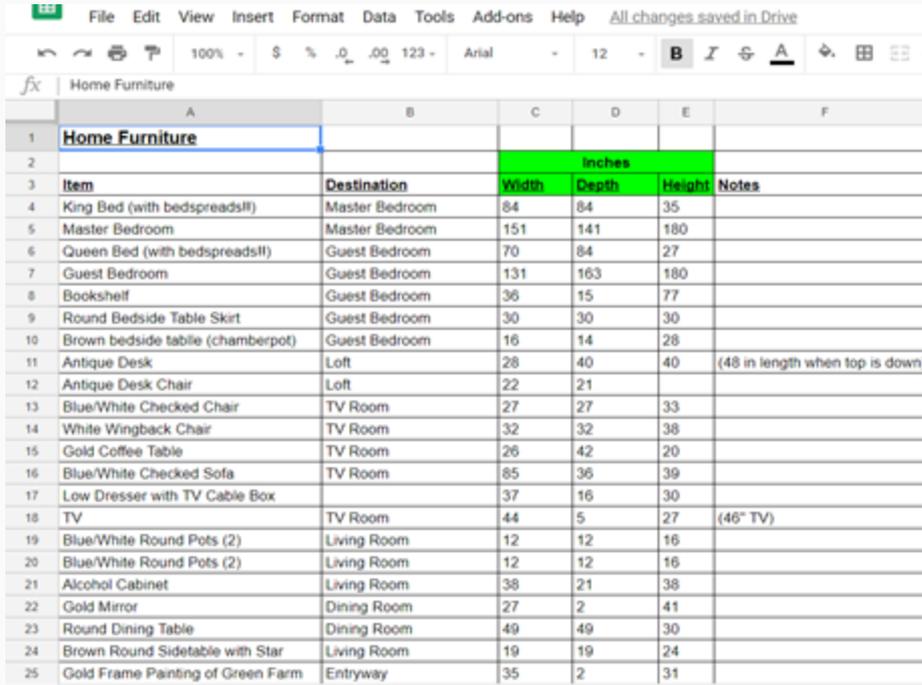
Are there rooms or spaces that are not used?

Spaces that are overflowing with possessions?

What 3 rooms/spaces create the most anxiety for you? (Class Input)

What tactics have your used to tackle these issues? (Class Input)

Step 2: Inventory and measure your current furniture and artwork



Item	Destination	Width	Depth	Height	Notes
King Bed (with bedspreads!)	Master Bedroom	84	84	35	
Master Bedroom	Master Bedroom	151	141	180	
Queen Bed (with bedspreads!)	Guest Bedroom	70	84	27	
Guest Bedroom	Guest Bedroom	131	163	180	
Bookshelf	Guest Bedroom	36	15	77	
Round Bedside Table Skirt	Guest Bedroom	30	30	30	
Brown bedside table (chamberpot)	Guest Bedroom	16	14	28	
Antique Desk	Loft	28	40	40	(48 in length when top is down)
Antique Desk Chair	Loft	22	21		
Blue/White Checked Chair	TV Room	27	27	33	
White Wingback Chair	TV Room	32	32	38	
Gold Coffee Table	TV Room	26	42	20	
Blue/White Checked Sofa	TV Room	85	36	39	
Low Dresser with TV Cable Box		37	16	30	
TV	TV Room	44	5	27	(46" TV)
Blue/White Round Pots (2)	Living Room	12	12	16	
Blue/White Round Pots (2)	Living Room	12	12	16	
Alcohol Cabinet	Living Room	38	21	38	
Gold Mirror	Dining Room	27	2	41	
Round Dining Table	Dining Room	49	49	30	
Brown Round Sidetable with Star	Living Room	19	19	24	
Gold Frame Painting of Green Farm	Entryway	35	2	31	

DO NOT forget this step

Most people overlook the importance
and “eyeball” the dimensions



Step 2: Inventory your clothing and household items

Be Specific - don't estimate! How many hangers, books, dishes

Will provide a sense of how much you have

Questions to ask yourself:

Do we cook often anymore? How many times per week?

Do we entertain in the home?

Do we host for Holidays? How many people?



Step 3: Visit your future home and take measurements

Obtain floor plan from Move-In Coordinator or Realtor

Visit more than once! Take photos and videos

Critical to take your own measurements - Inches Matter!

Measure the width of closet hanging rods - calculate

Floor plans do not show A/C or HVAC, overhangs, or light switches



Step 4: Floor planning process

Removes the chance for a Moving Day disaster!

Measurements help to reduce the emotional attachment

Forces hard decisions to be made now, not later

Will reduce Moving Costs



Step 5: Sorting - Keeping Items for the New Home

Opportunity for you to evaluate your possessions

Enlist family or friends to help you decide

Make a list: Love, Need, Discard

Be Ruthless - make the hard decisions now

First impulse is usually the right one

Try on all your clothing



Step 5: Keeping for New Home - Clothing

Try on all your clothing; Time consuming, but important

Is clothing with buttons (dress shirts, button cuffs etc.) appropriate now or in the future?

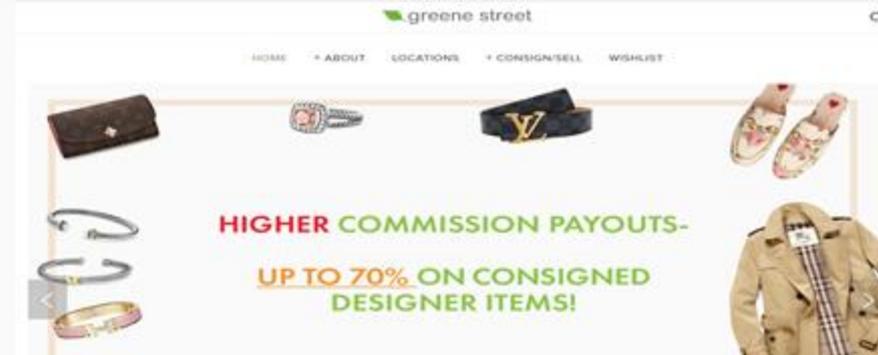
Men - are all your business suits needed?

Women - are your high heels and purses needed?

Are you keeping the item because you love it or you received it from someone and would “feel guilty”?

Don't cling to something just
because you spent a lot of
money on it.

Step 6: Consignment - Local Options for Clothing



Step 6: Consignment - Local Options for Furniture

Curated Collections in New Hope, PA
<https://www.curatedcollectionsbc.com/>



Gilded Home in Langhorne, PA
<https://www.gilded-home.com/>



Step 7: Online Selling

Can be sold Nationwide/Globally or on a Local level

Ship sold items to the buyer or meet in person

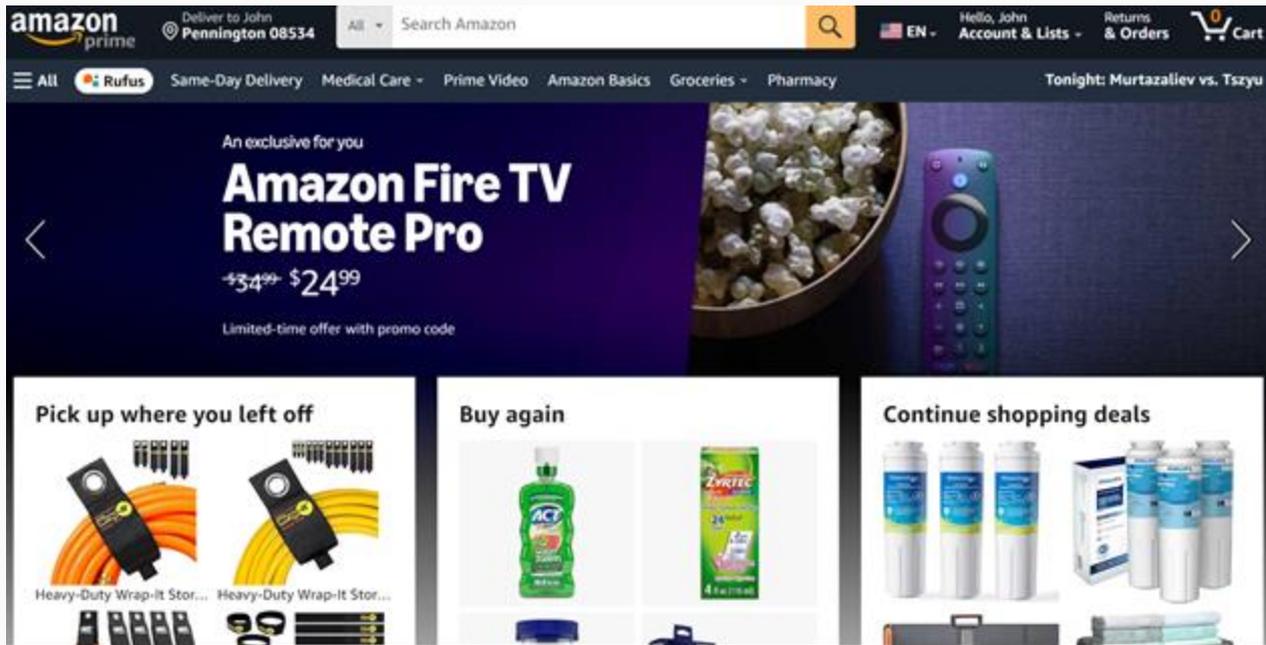
Safety

Have the buyer come pick up the item

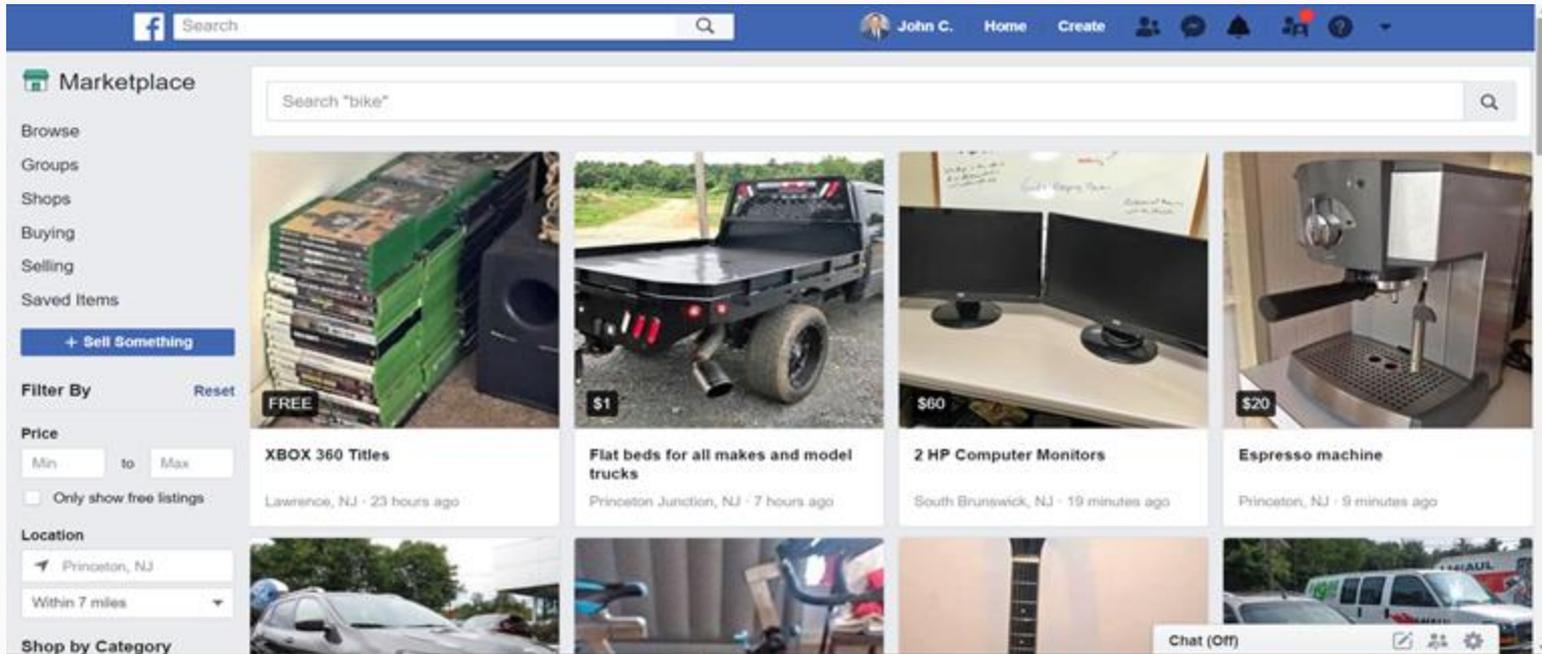
Price to sell vs. time



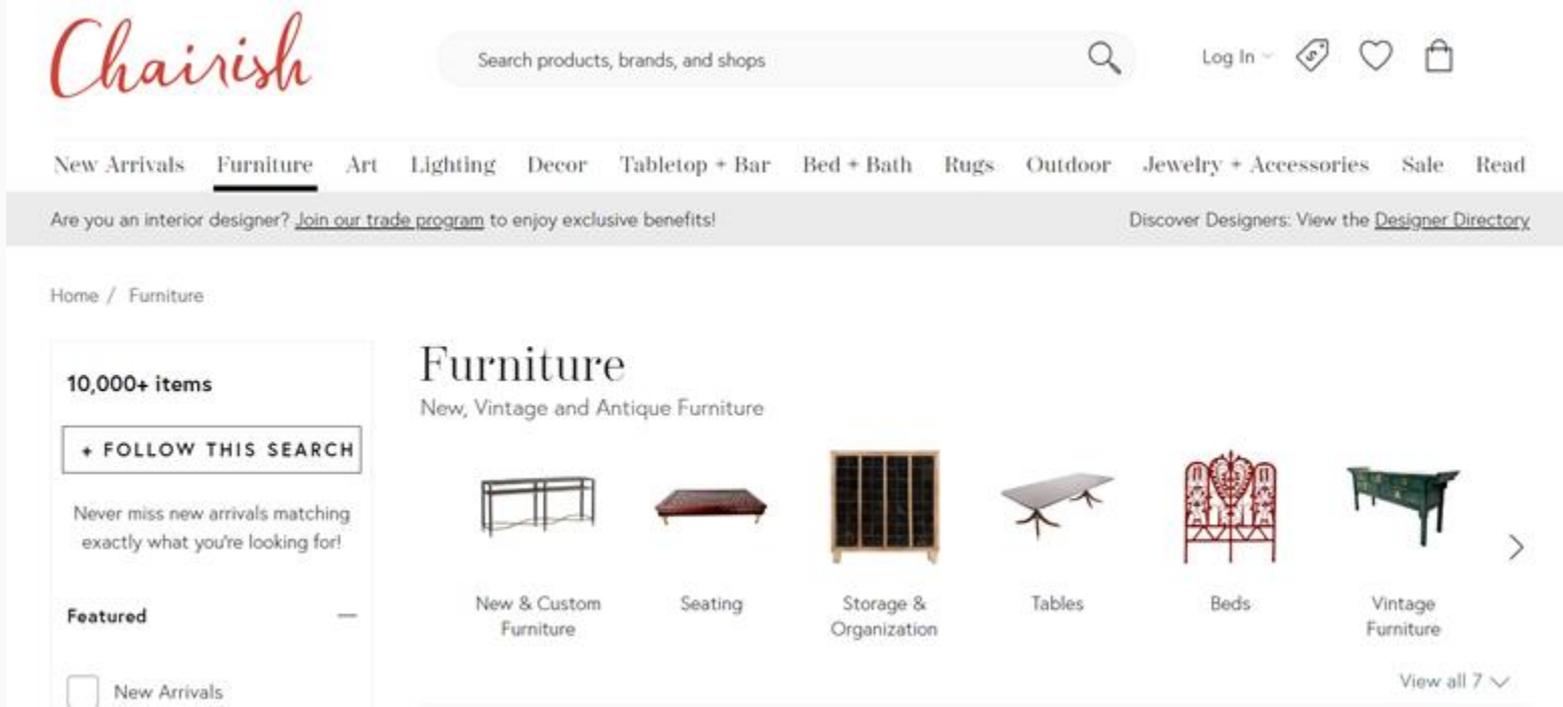
Step 7: Online Selling - Amazon



Step 7: Online Selling - Facebook Marketplace



Step 7: Online Selling - Chairish.com



Chairish Search products, brands, and shops  Log In   

[New Arrivals](#) [Furniture](#) [Art](#) [Lighting](#) [Decor](#) [Tabletop + Bar](#) [Bed + Bath](#) [Rugs](#) [Outdoor](#) [Jewelry + Accessories](#) [Sale](#) [Read](#)

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Home / Furniture

10,000+ items

+ FOLLOW THIS SEARCH

Never miss new arrivals matching exactly what you're looking for!

Featured —

 New Arrivals

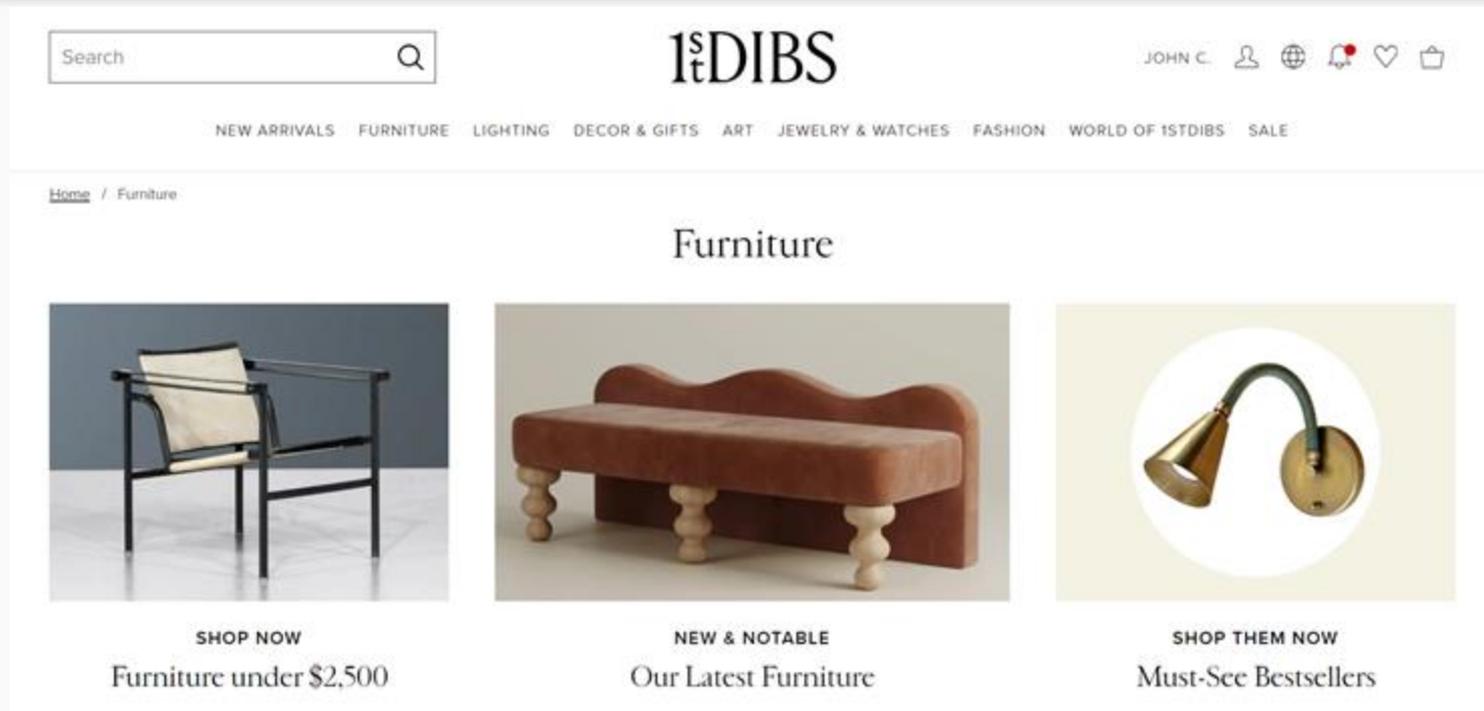
Furniture

New, Vintage and Antique Furniture

-  **New & Custom Furniture**
-  **Seating**
-  **Storage & Organization**
-  **Tables**
-  **Beds**
-  **Vintage Furniture**

[View all 7](#) 

Step 7: Online Selling - 1stDibs.com



The screenshot shows the 1stDibs.com website interface. At the top, there is a search bar with the text "Search" and a magnifying glass icon. To the right of the search bar is the 1stDIBS logo. Further right are user account icons for "JOHN C.", a profile icon, a globe, a notification bell, a heart, and a shopping cart. Below the search bar and logo is a navigation menu with links: NEW ARRIVALS, FURNITURE, LIGHTING, DECOR & GIFTS, ART, JEWELRY & WATCHES, FASHION, WORLD OF 1STDIBS, and SALE. Below the navigation menu is a breadcrumb trail: Home / Furniture. The main heading is "Furniture". Below this heading are three featured items:

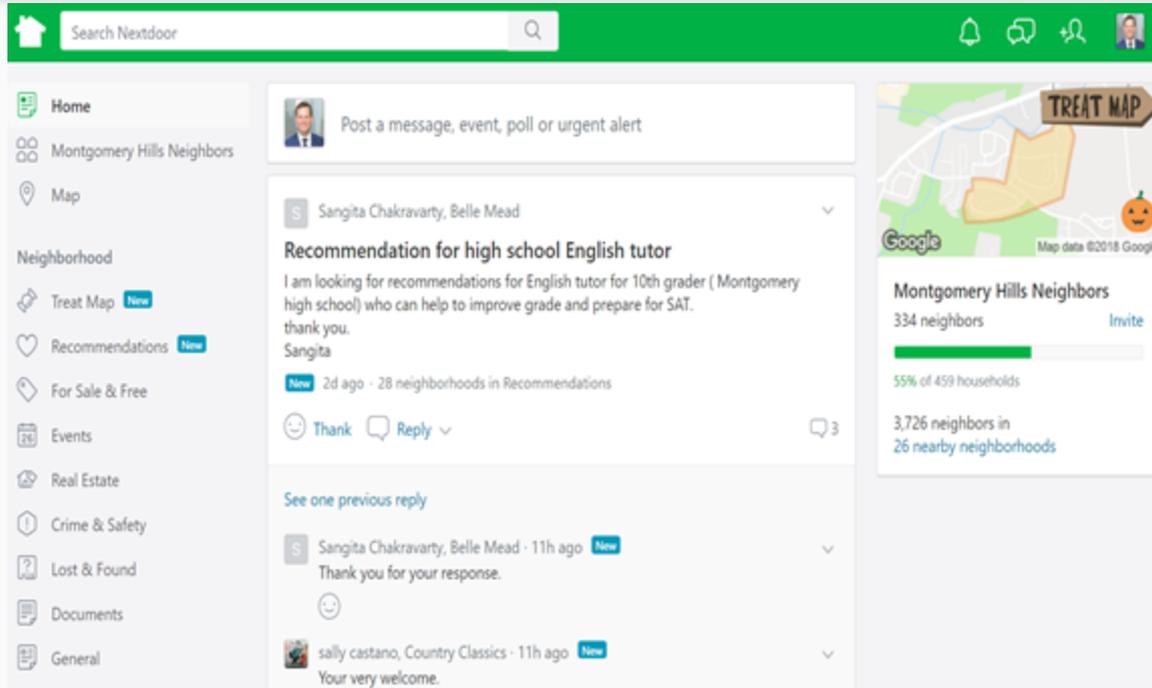
- 

SHOP NOW
Furniture under \$2,500
- 

NEW & NOTABLE
Our Latest Furniture
- 

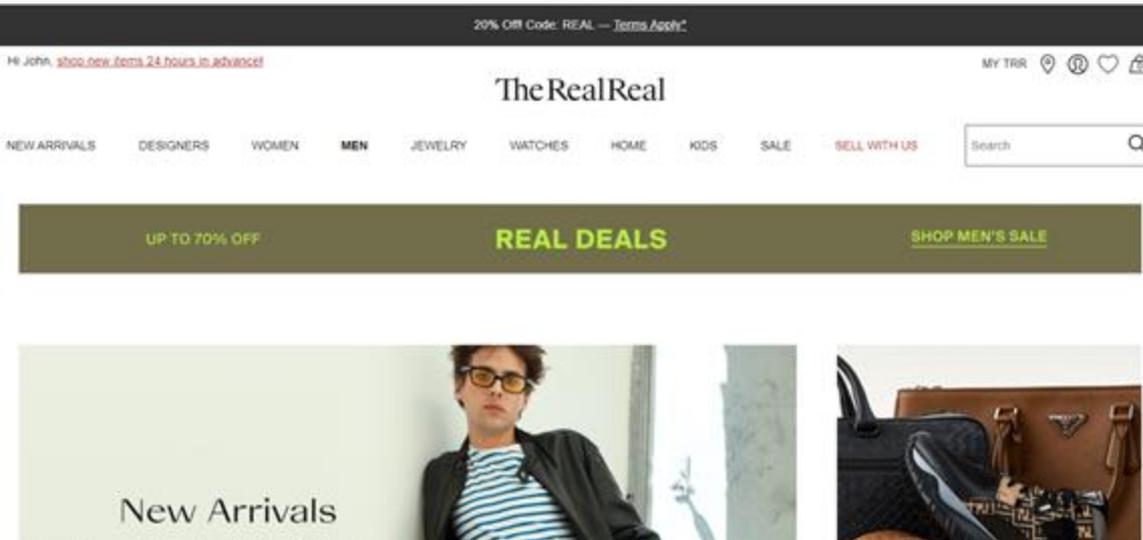
SHOP THEM NOW
Must-See Bestsellers

Step 7: Online Selling - NextDoor.com



- Community based
- Hyper Local
- Trusted and Verified
- Free
- Various services

Step 7: Online Selling - TheRealReal.com



Higher Value items

More luxury brands

Higher Commission Payouts

Online only, no storefront

Flat Fee for Pickup 1 or many items

Step 8:

Auction Houses, Antique Dealers and Estate Sales

Work with an Auction House for select high value items: Artwork, Jewelry, Furniture, Rugs

Many will provide feedback based on photos you send them. Likely will need to see the item in person

Usually they will need certificate documents/purchase details

3rd Party for us - Client will pay them directly

Step 8: Selling - Traditional In-Home Estate Sale



Advantage:

Disadvantage:

Items are pre-priced
“expensive”

Items might be deemed

Floor/Reserve pricing

Lack of negotiation/bidding

Buyers can hold/touch

Intrusive & held on weekends

Signature items a big draw Can't “track” sale progress in real-time

Step 8: Selling - Modern Online Auction



- 1 Fast results**

From start to finish, the process takes 2 weeks and can be even quicker if needed. In that timeframe MaxSold sells, on average, 98% of everything listed.
- 2 Full transparency**

MaxSold leaves all past auctions available to view on our website and gives the seller a detailed report of what sold, who purchased it and how much they bought it for.
- 3 An unintrusive experience**

Unlike a traditional estate sale, buyers of a MaxSold auction only come to the sellers home once the items have been paid for.
- 4 Great low rates**

With competitive rates and only a 30% commission, MaxSold is a low cost sale of goods service.
- 5 A complete solution for selling everything**

MaxSold sells almost anything you can find in a home. From cleaning supplies under the sink to cars in the driveway, you can clear a whole house easily.
- 6 Safe and secure**

MaxSold buyers are escorted by either a MaxSold team member, or a professional organizer the entire time they are in a sellers home. We don't even have to publish the address of the auction if that is a preference.
- 7 Friendly and knowledgeable staff**

Whether a seller is interacting with a MaxSold team member on the ground, a member of our support staff or a partnering organizer they are sure to have a pleasant experience.
- 8 We sell everything, no "cherry picking"**

MaxSold doesn't "cherry pick" items so sellers can include almost anything they wish to sell. MaxSold will also send an auction draft to each seller to edit any descriptions, take away items they've made other plans for or even add photos.

Step 9: Donation - Local Resources



Behavior to watch out for

Expired/moldy food in the Refrigerator

Diogenes Syndrome aka “Senior Squalor”

Refusal to let go/irrational/delusional

Routine changes//weight loss/disheveled

Not accepting help/Not going to the doctor

Contents creating Fall Risk or Health Risk



Questions?

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