



Sr Moving Consultants, Auction & Estate Sale Companies Aren't The Only Ones Helping Seniors Move

Auctioneer Charles Fudge comments that Auctions and Estate Companies have long been helping seniors move, especially when they had no one else to turn to. Now Senior Moving Consultants are all the rage, but be prepared to pay for their services.

Oct. 9, 2009 - [PRLog](#) -- Crystal River, Citrus county, FL Senior moving companies are on the rise. Almost overnight, they've popped up all over the map. One can pay just under \$1500 for a 3-day course to become certified as a Senior Transition Specialist. Senior Transition Specialists help the elderly sort and pack their personal items, liquidate their estate, hire a mover, organize and more. But, is this really something new, or have they re-branded an age old concept of helping our elders? These companies are charging for services that Auction Businesses and Estate Sale Companies alike have been providing to their older clients for years, but they were doing it out of the goodness of their heart. They didn't know that helping seniors make the transition to assisted living or a relatives home could mean dollar signs. Instead they helped because it was the neighborly thing to do.

Do a Google search and the names are endless. Senior Transitions, Caring Transitions, Gentle Transitions, and Mature Movers are just a few. They even have an association: The National Association of Senior Move Managers, a 501-C-3 Not-for-Profit organization.

Why have these companies become necessary? Isn't there anyone who cares enough about the elderly to help them with their move to assisted living or to be near their children without compensation? Are family and neighbors too busy to help them? What happened to "Love your neighbor as yourself". There two types of businesses that do have been around for ever and a day helping seniors prepare for moving day and many of them don't charge extra. Those businesses are Estate Sale and Auction Companies. Although they may not specifically advertise this service, for years Auction Houses and Estate Sale Companies have worked with seniors and their family members to help this transition go smoothly. They sort, organize, make necessary arrangements, and take it upon themselves to see that their clients are ready for moving day. Most leave the home free of debris, "broom clean" and ready for a Realtor, and if the home really needs a deep cleaning, they'll call in a professional cleaning crew and even bring unsold items to a charity of choice.

The liquidators of the "good ol' days" didn't charge for the little extras and either do most of the present day businesses. . The auctioneer or estate sale companies make their profit on the liquidation of the items in the home that are not being moved, and not for helping the senior with the other details. These "details" can become overwhelming to a client, but are matter-of-fact for liquidators, who move seniors day in and day out. A huge smile or a warm hug from the client is compensation enough for going the extra mile. Years later these companies continued to reap rewards in the form of word-of-mouth referrals from family, friends, and neighbors who were impressed at the kindness displayed by the liquidators.

Auctions and Estate Sale companies evidently haven't been doing a good job of advertising the extras they offer. They may not be aware that there are people charging for the services they take for granted.. If they were properly advertising the many ways in which they help the elderly, there would have been no room in

the market for the new industry based on helping seniors move. These senior transition companies are NOT moving companies. They simply help the seniors prepare for the move, just as most auctioneers and estate sale companies do. One charges, the other most often does not.

Most Florida Auctioneers, where the elderly make up a majority of their clients, will tell you that at least 50 percent of their business involves assisting the elderly move "back up north" or into Assisted Living, or liquidating estates after someone has passed. The senior, a relative, executor, attorney or realtor begins with a call to the estate sale company or auction business.. The liquidators present several options: The items can either be sold outright to the auction or estate company, they can be consigned to an upcoming Antique or Estate Auction, or they can be sold in an estate sale -- either at the client's home or in the business' own facility. The auctioneers and estate sale representatives don't always reveal all the little "extras" they do. But, whichever method of liquidation is chosen, once they are hired, they instinctively act as an extension of the client's family and do everything they can to put everyone's mind at ease regarding the move -- and they usually do this without charge. They tend to go above and beyond the liquidation itself, and most, if not all of this, is still done for FREE.

Citrus County Auctioneer, Charles Fudge, says, "Seniors make up the majority of our clientèle. We treat everyone like family. Anyone who hires us receives enough help and that they wouldn't need a moving specialist. We can have a senior packed, unpacked, and settled in assisted living or a smaller home in about 24 hours. The sooner we can get them settled, the better. We want them to feel "at home" in their new residence right away, and this happens more quickly when the things they love surround them. We make sure their medicine and pet food is easy for them to find. They want a photo of their deceased spouse on their nightstand, and their grandchildren's photo hanging on the wall. We make sure they have food in their refrigerator and hang their clothes in the closet. We do everything we can to make them feel at home and comfortable". He goes on to say, "We treat each move as if we were moving our grandmother and we keep in touch with concerned family members.. Our cleaning crew may have to clean their new residence and we always prepare the former residence for the Realtor or next resident. We receive many thank you notes.. A great deal of our business comes from referrals from people we've helped move, their realtors, relatives, or even their neighbors, who've observed the whole process.."

Employee Amy Stalker says of Fudge, "He does this all for FREE because he is a very kind man, with a special place in his heart for the elderly" He has moved more people into assisted living and set up than she can count, and his only compensation is commission on items he sells for them or profit on items he purchases for resale." She goes on, "He wouldn't think of charging extra to help seniors make the transition. Once, he not only helped a man sort and pack and hire a mover when he moved into assisted living in New England, but Fudge actually flew Up North to help the man settle in and unpack." Charles. Fudge may take helping clients to the extreme, but he is not the only liquidator helping seniors transition.

Senior moving consultanting may sound like an innovative idea, but the services they provide are not really new. They've taken something that loved ones, neighbors, auction houses and estate companies have been doing for many years. They helped their clients out of kindness, especially when the seniors had no support system. And now, senior moving consultants have taken the principal of giving seniors the help they need during a transition, and turned it into a business.

Before hiring a specialized company to help your loved one with a move, consider your options. Find out what "extras" your local auction house or estate sale company will provide when you hire them to liquidate all or part of the contents of your home. Find out which services they will provide for free and which services may cost extra. Compare prices with those charged by senior moving specialists, and you may find out that an auction or estate sale company is all you will need.

For additional information, contact Antique Auctions by Professional Appraisers & Liquidators at 811 US Hwy 19, Crystal River, FL. Their website is <http://www.charlifudge.com> or call them toll free at 800-542-3877.

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Charles Fudge is the owner and auctioneer of Antique Auctions by Professional Appraisers and Liquidators, LLC. He's been holding Auctions and Estate Sales for almost 4 decades. We specializing in Antique Auctions, Estate Auctions, Antique Appraisals, Probate Assistance and Estate Liquidation. We buy items outright or accept them on consignment. We've been working with families to move their loved ones to assisted living for over 35 years. Senior downsizing and probate liquidation are our specialty. Referrals from Realtors, Attornies and clients upon request.. Their website is <http://www.charlifudge.com> and their phone number is 800-542-3877. They are a member of the National Auctioneers Association and Florida Auctioneer Association.

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