

Intergenerational Bonding Trends-Resources for Housing, Financing & Caregiving

Transcript

Good morning, Memphis and Welcome to our internet listeners and podcast listeners across the 50 states. You're on real estate mortgage shop and I'm your host Jo Garner mortgage loan officer. You can connect with me at Jo Garner.com. Our general topic today is intergenerational bonding trends, resources for housing financing and caregiving. Today's Show is sponsored by real estate attorneys Rob Drawn and Shelly Rothman of Griffin Clift Everton and Mashmeyer and for your home purchase or refinance. Give Rob and Shelly a call over there at 901 752 1133 subscribe to get real estate mortgage shop podcast with show notes at Jo Garner.com. Call us while we're live today July the 25th 2020 at 901 535 9735 (wrec)

You know, parents grandparents and their sons and daughters are often moving in together under one roof for caring for an older family member maybe companionship or or economic reasons, and I'm going to be sharing some stories from the mortgage desk of solutions that some of my mortgage clients have used for financing.

Mary Lou Nowak of Mid-South Home Helpers and Brad Hyde of Mid-South Health Systems., Arisa. They are going to be talking about they're going to be sharing some advice when it comes to giving care and communicating with a loved one and we're going to have another special guest, you know, Genell Holloway with health benefits plus later back in the co-host chair today. We have Mary Lou Nowak of Mid-South Home Helpers, and we say Mary Lou she knows what to do when it comes to non medical assistance for your loved ones to stay comfortably and safely in their own homes, and you know Mary Lou you've shared some great tips on how to file long-term care claims. You've shared some great tips on communication to and caregiving so that people can get the best experience for their loved one. Mary Lou take a moment introduce yourself and tell us what Mid-South Home Helpers does for your clients.

Well, thank you. That's very complimentary Jo. Yes. We provide Mid-South Home Helpers provides in home care and home means wherever you are at so that could be an independent living senior community, assisted living or in a residential home and we help with those activities of daily life, you know, the things that all of us able-bodied people sometimes take for granted get up and go every day. So bathing toileting meals, light housekeeping and we specialize in having mature engaging caregivers.

And you do very very well with that and you're all so great at giving advice on when a client needs care in the type of care. So thank you so much.

Thanks for having me. I wanted to introduce Brad. Brad, I think we've known each other probably six or seven years. Absolutely. Yeah, and he's a community liaison director for Arisa health in Arkansas. And I think you told me that's the largest health behavioral provider.

Yes, Arisa the single largest behavioral healthcare provider in the state of Arkansas. It's the third largest healthcare provider in the state of Arkansas. So yeah, absolutely.

What do you guys do when you say Behavioral Health?

We have outpatient. We have inpatient we have substance abuse care we treat from adolescence to to the I don't know if there's a number at the top whoever's old enough to participate is old enough to participate so. It's a full spectrum over 41 counties in the state.

But you handle everything from substance abuse to maybe maybe Alzheimer's to Dementia?

Yes. Absolutely. If you can if it's a part of Behavioral Health or if you think it's part of Behavioral Health we care for it.

There you go Brad Hyde, you've talked it up to us at talk shop. That was a fantastic presentation. Thank you.

Well, you know, there's a lot of changes going on when it comes to intergenerational bonding in the National Alliance for Caregiving and AARP recently stated that nearly one in five Americans are 17 percent are giving care for someone over 50 or older in the trend picked up during the Great Recession over 10 years ago is continued to climb and we've seen a spike in this number during of course the covid-19 pandemic and if you or someone, you know has been exploring living arrangements for an aging loved one needing care other situation where families are deciding to live under one roof, we're going to explore some housing and financing options available to you later in the show. But here's a client story and the thought process that they used to make the right decision when it came to where to live.

And it's a Linda Lovelace is story not her real name, but I call it do you love where you live and need to make changes or do you want to stay. Linda Lovelace called me with this dilemma. Should I stay or should I go? Instead of downsizing after retiring she and her daughter and son-in-law to go in together to buy a larger home with a mother-in-law wing and sell Linda's home that she had been living in for years. The problem was that her daughter's family really liked the old home place its land the pond the woods out back the layout of the house and Ms. Lovelace had a licensed contractor come and look at the feasibility and cost of the, you know, remodeling into that separate living unit to the existing home place. So, you know, of course Linda would have her private space. Well, they talk with a trusted realtor. They looked at other homes out there available that they could buy and Linda and her family. They thought about you know, the layout the proximity to work shopping doctors offices. They compared the numbers to what it would cost to remodel their home to make it work for their family or by adding that living space or buying a new home and here's some questions to ponder if you are trying to decide to stay in your current home. Or maybe your parents current home remodel it to live there or if you should buy a different home

Does the layout of your home work well for you and your family? Are you in close proximity to people and places that make living in your current location convenient? Do you have good you have a good relationship with their neighbor? That's another one. What what would it cost to remodel versus buying a different home to meet your changing lifestyle needs once your families under the same roof? Will the covenants and restrictions and Zoning in your area allow you to make these changes to your home? you know, if you want to do a tiny house or you want to build an extension are these allowed under your zoning and covenants and restrictions, check that out. You need a realtor a good contractor really, of course the mortgage officer to do the numbers, but what do you want to accomplish with your mortgage make your plan work your plan if the deal works for you today? Let's do it today connect with me at Jo Garner.com.

You know we've a couple of minutes. I want to Pivot over to Mary Lou Novak Mid-South Home Helpers and Brad Hyde. And can you guys you were talking earlier about communication? I mean talking about that until we go to break here.

Well, you know when you come from different generations, there's a different way of communicating. So when you're all under one roof, you definitely have to have some patience but I but I weren't yeah, but I also wanted to mention that you know, you typically want to work with someone when you need help that you know and both Brad and I both belong to different organizations that are groups of person professionals. So if you you know hear us today and you trust what we're saying if you call us and it's not in our wheelhouse then then we know professionals right Brad. Oh, yes. I'm a professional Network on aging and

oh, that's an absolutely great resource. I mean if we don't know what we know we know someone who does know it? Absolutely, so reach out to us and we'll help you out takes a village. It does, a big one.

You're on real estate mortgage shop on Joe Garner your host mortgage loan officer. What do you want to accomplish with your mortgage make your plan? Let's work your plan and at the deal works for you today, of course, we want to do it today when we come back Mary Lou Nowak and Brad Hyde are going to be sharing some more wisdom from the caregiving side and we have a special guest in Genell Holloway of health benefits. Plus it's going to give us a few tips about that that insurance benefits. So we'll see you guys back in just a moment.

I'm Greg Inman of Next Day Access and Memphis, Tennessee, and you're listening to real estate mortgage shop, and now back to your host Joe Garner Sierra Pacific Mortgage Company Inc in MLS 1788 license in Arkansas to 3921 license by the Mississippi Department of banking and Consumer Finance 1788 licensing to see 1094 to 646. Typically Drive, Cordova, Tennessee 38016 Equal Housing lender.

Music....

All right, and we are a family you guys are in our family out there. We're all sitting around the studio table. Hey, Dan, did you know we got to be thousand of our friends sitting around here? Y'all are looking good. You're on real estate mortgage shopping. I am Jo Garner or your host mortgage loan officer. You can connect with me at Jo Garner.com and you can also call me at 901-482-0354. I'd love to hear your story. And let's look at some numbers. You would be really surprised on a refinance or a home purchase. just how good it is.

In the studio today. We're talking about intergenerational bonding trends resources for housing financing and caregiving. And we've got Mary Lou Nowak of Mid-South Home Helpers. She does a non medical assistance in the home and we've got Brad Hyde with me. He's he's our resident psychologist. I guess you would say. What are you Brad?

I'm not a psychologist. So the for the record I am not a licensed therapist. So I'll just add that. I have done this. I've worked in this field for 27 years. So I hate saying that number. Yeah, it's it's what's the name of the company again?

Our company is Arisa Health. Yes. All right Behavioral Services. Yes like that.

All right. Well, we're going to take a moment and every now and then we like to do the Talk Shop business tip for Real Estate Pros and talk shop offers free education and networking for anyone

interested in real estate or in business or health and wellness and talk shop is made possible by the financial support of its sponsors and advertisers for more about talk shop. Go to talk shoppe, that's Talk Shoppe spelled the old English way and you'll find out more.

Our talk shop business tip today. We have talked shop sponsored Genell Holloway of hHealth Benefits Plus. In her role as benefits consultant, Genell is passionate about helping individuals be better prepared for those difficult times in life and Genell Holloway of Health Benefits Plus. What is our talk shop business tip for Real Estate professionals today.

Well today I will talk shop tip is whether you'll your loved one is battling a terminal illness or not. We all know the reality is that we are aging every day. There are some steps we can take in advance to make the aging process easier for our family. They're legal document that you need to put in play to for who had authority to make decisions on your behalf. You have to let them know what your wishes are you need to have a will trust medical directive all those things and you need to make a financial plan to cover all those expenses along the way and that part of well, I can help you with having that difficult conversation now, will make the journey so much easier. When my husband was first diagnosed with his terminal cancer. We sat down and talked about what quality of life meant that each of us and how we wanted to move forward with the plan from being able to die at home to planning the funeral service. We also got our legal document and financial affairs in order. I have complete Peace of Mind knowing that I'm carrying out his wishes as we move to the different stages of life.

Genell you're a beautiful person inside and out and thank you so much for this being a part of our talk shop group and being a part of all the things that you do in our community and we appreciate you how do we contact you at Health Benefits Plus?

I'm you can call me at 901 270 1127. That's the best way to reach me.

Before we go pivot over what tilt in a nutshell. What do you do at Health Benefits Plus again. Tell us again what you offer.

I help individuals and business owner do benefits for themselves and for their employees. We include health insurance, supplemental such as cancer critical illness short-term disability and life insurance and well as retirement option that don't lose money when the stock market falls.

And that is for individuals, and as well as groups and Realtors out there listen up. This is a great deal for you. If you are out there as a 1099, you know salesperson. We're going to go back over to Mary Lou Nowak. Thank you so much Genell. And Brad Hyde and we're talking about caregiving right now.

Yes. Well, there's some key factors that you can be aware of to see whether your family member needs help that's their physical appearance evaluating their cleanliness or standard of living and whether that's diminished and also memory. Repeating of course is an easy one to see sometimes but other times family members tend to hide the fact that they don't or are struggling with memory. So some of the little things that you can notice would be outdated food in the refrigerator and just generally their standard of living has diminished and it could be due to eyesight or memory or just physical challenges. How about you Brad?

Well, I think that you know that communication being direct with them talking to them knowing that you need to take a moment. If you become frustrated with someone you're caring with that be direct

with them and asked them to be direct with you. Yeah, because I think communication is the key to accomplishing anything with anybody else. Yeah, we were talking about it earlier that you know, sometimes we're raised in a way that we're soft about what we say as to not hurt somebody's feelings. Yes, but that makes it a bit challenging when you're at a care situation, right because you can't

Absolutely, ER well when you know when we're carrying when we're children caring for our parents the dynamic in that relationship has shifted because we're used to obeying and I mean even as you get older,

Being respectful

yes, yes and in they care for you, I mean, you know if my dad doesn't remember his Facebook password one more time. It's going to end our relationship it really we're going to be done. I have tried he has tried and so my frustration level goes out of the roof when he says I really need to change my password.

You mean your human Brad?

Yeah some say that so yeah, but that, you know, I even struggle with that. I have to communicate with multiple groups different ages all that and still I can get to the point where I get frustrated with him when he's trying to use his giant remote on his television, and I'm just saying pushed the yellow button just please for the love of God push the yellow button.

So that is so good what you know during our Facebook live you guys were talking about an analogy about when we're caregivers how we need to take care of ourselves first in order to be better caregivers and Brad you used those Ah Ah moment for me. Well about the cell phone.

Absolutely where everybody's got a cell phone. So you will all understand this when we when our cell phone battery goes dead or is dying we go and we plug it in and we charge it up. We don't charge it up for the next phone call because if you did imagine if you did that you would be like when is that call coming? How long is that call going to be you're going to rush it you're going to have anxiety. We're going to get frustrated. Just like just say what you're saying and get it over with. Why do we give more attention more care to our cellphones than we do to ourselves because so true. We've got a charger. I bet you cannot care for someone else if you're not caring for yourself. So if you sit there and you feel like you're being selfish because you need 10 minutes away an hour away a day away. You aren't you're actually doing so much more for that person you're charging your battery so that you can have that long conversation and communicate with them just like your cell phone because when our batteries going dead we get frustrated we get anxious all that.

Yeah, we can't give from an empty Cup, right? It's got to be full.

No. We absolutely can't and it gets any in that analogy just charge your battery and you cannot you, you know, there's a reason why on the airplane they say put the oxygen mask on you first if that's passed out, you're not going to help someone get their masks on and so if your cell phone battery or if your personal human battery is dead. What can you do for someone else and that person may be absolutely totally in need of you.

You know what I found to is that people who give give you know, Genell you're one of those people you care for several people, you know, yeah, they tend not to put thought into what is it that makes me happy? What is it that recharges my battery? I strongly suggest and I've done this myself get out a nice

clean white sheet of paper and write down maybe 12 things that you enjoy. It could be a smell not be thinking about not big things. Yeah. Coffee whatever it is and then go to those things that recharge your battery. Take a moment to really think about it.

Yes tank is it is fair to say I'm going to separate myself from this situation just for a few minutes because sometimes you can have that just that simple breathe in breathe out then go back into the fray go back into battle and go in there and you're recharged and you can fight the good fight

And put it on your calendar, you know, put those things on your calendar that are going to recharge you. Mmm.

Well, I know Mid-South Home Helpers, you've helped so many of our listeners people that Talk Shoppe people I know and giving them that chance to go out be recharged and your caregivers are in there. They know what to do like Mary Lou.

Well, I could spend a lot. I mean I could do a whole show on how we transition someone to outside help in the home and we do it in a way that is not only the meat of the help but also, you know understanding what their personality is and they're soft needs are and I could talk a lot about that but I won't here. Try to match. Yeah, they're Giver with the person. Absolutely.

Yeah, you're good at being able to tell who needs to go with who and Brad Brad's coming back to Talk Shoppe. We're getting ready to go to break. But Brad, what day is it? You're coming back to talk to talk show. It's the third Wednesday of the month at 9:00

Yeah, that was Mary Lou's telling you because I just go when she tells me to be there. Oh my God. What am I supposed to be there? Just say, it's August 17th. That's the that's a Talk Shoppe Day Let's talkshoppe.com. Go to upcoming events. You'll see where it is and we're virtual. You can just click on there and join us the 19th the 19th. Okay good for you. Okay. I kind of put you guys on the spot. Well, you're on Real Estate, That's 2022. I think it's no.19.

You're on real estate mortgage shop. I'm Jo Garner your host mortgage loan officer. You can connect with me at Jo Garner.com and find me hanging around Sierra Pacific mortgage here in the Cordova area. But wherever your mortgage journey I would love to be on it with you when we come back, I'll be sharing some Mortgage Solutions some financing Solutions and some stories of some brilliant rockstar clients and how they came up with some great answers. I think you'll be interested in give us a call 901-535-9732 We'll see you guys back in just a moment.

Hi this is Jackie Woodside from Marlborough Massachusetts author of Calming the Chaos back over to Real Estate Mortgage Shop with your host Jo Garner.

Music....

You're back on real estate mortgage shop you're in our house today. And we're talking about intergenerational bonding trends resources for housing financing and caregiving. I'm Jo Garner your host mortgage loan officer. I'd love to be yours. connect with me at Jo Garner.com. You can call me the old-fashioned way though. 901 482-0354 I'd love to hear your story and love to just explore some financing options with you. So many people say well I thought I had a good rate. I thought I had a pretty good deal. I'm glad I called you because now that we're looking at it. I can save \$400 a month. That's pretty good. And I shorten the term on my mortgage in some cases but in the studio today with us, we have

Mary Lou Nowak of Mid-South Home Helpers non medical assistance in the home Mary, Lou knows what to do. We have Brad Hyde and Brad is with Arisa Health Services. Yes in Arkansas and end Behavioral Department. There's and we have Genell Holloway with Health Benefits Plus and we love you Jenelle. So glad to have you good morning.

Yeah. Alright, so we're going to be here in hearing more for them later. But right now I want to talk about some financing options. I want to tell you some stories and share with you some good info.

What are some common real estate financing programs that you use when when you're working with an aging family member, well, one of them is the reverse mortgage. Now reverse mortgages I will say rarely are the best deal for people because if you have assets that can be reallocated to create an income you're going to give up a lot less equity position in your home and a lot less controlled. You'll be given up but in some cases if they're not are no other assets. It can be a godsend for a family

Just real quick. I had a gentlemen, call me after this show a while back and he said Jo, my mom is in a situation. She she and my dad they wanted to pay the house off early. So they've almost got it paid off, you know, they all about \$25,000 that things were \$250,000 or something, but the house needs repair mother's lost it part of the income when my dad passed away and he said we got to repair the house. So we don't have the money to do it. Mom needs the extra income. She can't afford to have caregivers like Mary Lou come in and take care of her. What do we do? For her it was a reverse mortgage. She got a lump sum part lump sum in there to do the repairs and then she got an income with a mortgage company paid her each month. So she could afford to live there comfortably safely and have somebody like Mary Lou come in and help her as needed. So that was the difference between this man's mother getting to stay in her house or having to leave and she got to stay. So. great deal for reverse mortgage. If you have a question about it call me. You have to be at least 62 years of age.

There you go. So you're saying Mary Lou's closer to that, than I am, that is what you're saying?

There's some shrapnel going on. Ouch..

That's just because I made you drive so far..

It was early. Its not far, just early.. really early.

So now we all need to go recharge or something. But reverse mortgages rarely are the exact answer, but for some people, you know, it is. There's some more information about reserve more reverse mortgages pm the blog you'll find on Real Estate Mortgage shops site Jo Garner.com on Monday.

You know at some point in a person's life, they're going to be making these changes and here's an example of how a grandma and grandpa used a reverse mortgage on their primary residence to purchase a second home several miles away. So they could spend four or five months out of the year with their little grandchildren in their lap and building some memories and I want to tell you a Carter and Claire Caldwell's story bounding over barriers to be with the grandbabies. What about making her

That is pretty adventuresome for a 62 year olds.

Yes it is.

Well, what about making your home pay you back? Well, have you considered a reverse mortgage? If you're over 62 years old? Well, that's what Carter and Claire Caldwell did and here's their brilliant idea and their I call them Rockstar mortgage clients. Carter and Claire called. Well, we're both over 62. They love their home next to the lake and their long-standing neighbors and friends, but the Caldwells yearn to spend time playing with their toddler grandchildren who lives several hundred miles away. These Grandparents were motivated to financially mastermind a way to get a second home near their grandkids. Want to know what their brilliant idea was? Well, the Caldwells paid off they, had paid off their mortgage on their primary residence. So it had all this equity sitting in it. They just didn't have the money down or the the income to afford to go buy a second home several hundred miles away. So they applied and got a reverse mortgage and the reverse mortgage gave them just like the other story a little bit of a lump sum help them put some money down on the second home several hundred miles away and it gave him an income. Now the mortgage companies paying them on their primary residence each month. So that gave them the money down a little money down to put down on a second home several hundred miles away near their grandkids and an income to help pay for the second home. Now. They still had to live in their primary residence over half the year.

You know, I listen to this story, I see that Carter and Claire recognize that they don't want to spend a hundred percent of time with those grand babies. They recognize they need some time away to recharge their batteries that and say I'm buying a house there and moving next year. We still going to keep our house hundred miles away.

So there's a lot of wisdom there. We haven't even scratched right? Yes. But yeah, they loved having time to spend making those memories not just for them, but for their kids and grandkids as well.

If you want to explore those options, give me a call 901 482 0354. You know, there's other structures that you can use when you are when you're trying to think about what to do with your family. And one of them is I want to share this story about Harry and Helen Arlington, Harlington. Now, they used several different types of financing throughout like the 25 years that I dealt with them over a 25-year period. They used equity lines sometimes to do things and then they would pay it off as soon as they could this little equity line here or there. But Harry and Helen Harlington committed many years ago to put others first including their own family members. And time after time financial challenges physical illnesses and other of fife storms tried to blow this family off course, but each time the Harlington has regrouped and continued to put others interests first. This forced them to think of creative solutions and take action. The first time I met Mr. and Miss Harlington was about it was over 20 20 years ago about 25 years ago when they were buying a home. They wanted a 30-year fixed mortgage so they could afford to help their children who were finishing up college. The Harlingtons set up a system to make extra payments to try to pay off the mortgage early, which they were really knocking it down. The mortgage rates dropped. Mr. Arlington, and I explored some refinance scenarios with a much lower rate a few years later and he switched over to a 15-year. He's like, hey, I'm paying extra. Anyway, why don't I just get the same paid off in 15 years and lower the rate to do it. Sweet. So that's what we did. We did that and a few years later, Mr. Arlington called me and he had some very bad news. He had received this from his doctor and by this time the shorter 15 year mortgage had allowed him to significantly pay down the balance on his mortgage he has saved a lot of money doing this. But true to his commitment to putting others first he gave up his desire to pay off the mortgage completely and instead we looked at taking the smaller balance left and refinance to still a lower rate. But on a 30 back to a 30-year term and the payments this way would be much just drastically lower than what he was had been paying before. So if he should pass

away before his wife she would be able to easily make the payments on this remaining small mortgage on a 30-year term with a much smaller payment and leave plenty in the budget to pay for her own personal care and keeping up the house. Over a 20-year period the Harlingtons saved tens of thousands of dollars on what they paid on their mortgage by taking advantage of rates when they could refinance to lower interest expenses. They also saved thousands by eliminating years off their original mortgage and they used that mortgage to that house and that equity to, they refinanced restructured here. They had those options available to help them in different times of their life. Mr. Harlington does not his real name, but he passed away recently, but he has left his wife in such good a good position financially.

So what I learned from listening to that is that you don't get your 30 year mortgage. And then on the you go back and talk to your person again on the 29th year. It's a it's an ongoing, fluid conversation.. Yeah, because I mean I've said I said a 30 year mortgage when I bought my house, right and I'll be honest, it was probably 11 years before I talked to the bank again about my about my home loan.

Well, I think to a lot of you know, like for us we bought a large house for our kids with a large yard. That means a lot of upkeep. Well, I don't have any children in the home. So for me to have a 15 year mortgage doesn't make sense because I don't I know I'm not going to retire in that house.

Right? Right.

So why don't things you think about our money? I mean, hey, I'd rather have the cash flow.

Exactly. Well, there are so many things since I would invite people if you are out there right now thinking about life changes. Give me a call. I mean, I have a great team over at Sierra Pacific that allow me the time to talk with you one-on-one and explore some of these options of what you want to do a 15-year and rates are in this insanely low right now.

We just took advantage of that recently because we had a what do you call it when it has a balloon? It's a balloon. We did for whatever reason that was the right thing for us at the time but it was coming due like within two years. We didn't wait till the to the deadline. We did it now when the rates are low because who knows what's going to happen to the rates in the future. Take advantage.

Yeah, they're an artificially low because of the amount of bonds mortgage-backed Securities the fed is buying. But here's some other things to think about; If you're trying to look at remodeling like the story of Miss Linda Lovelace, it may be as simple as an equity line of credit a second lien equity line from the bank. It may just be that simple. You know, it may be a situation where you can't sell your house right away because you've got to fix it up, but you need to buy this other one over here right now. If that's the case you may be able to do what's called a departure home equity line and put it on your current home use that money to for the down payment on the house you're going to buy and then when you fix up and sell your current home your old home. You can pay off both of those mortgages. So there's all kinds of things you can do with that. There is a new program out through Fannie Mae right now. Not many people know about it. It's called The Family Opportunity Program and under certain conditions where you can prove that your parent cannot afford a house on their own a child the child can buy the house and not have to live there. The child doesn't have to live there. They just have to prove the parent can't do it on their own and you can get the same terms as if it's a primary residence. You get the same low rate low moving cost. The child does not have to live there if they're buying for their parent.

Thats awesome..

It is called Family Opportunity. Call me about that, and there's other financing resources. We don't even have time to cover right now. So we're getting ready to go to break. But give me a call 901 482 0354 Jo Garner.com and we'll see you guys back in just a moment.

Hi, I'm Miranda Griffin with Healthy Mid-South in Memphis, Tennessee. You're listening to Real Estate Mortgage Shop. Now back to your host Jo Garner.

Music....

All right, you're back on Real Estate Mortgage shop with Jo Garner your host and mortgage loan officer. You can connect with me at Jo Garner.com and I hope that you do because I love hearing from you guys. And we've got in the studio today Mary Lou Nowak of Mid-South Home Helpers non medical assistance in the home and so much more. We have Brad Hyde with Arisa Behavioral Services out of Arkansas and we have Genell Holloway with Health Benefits Plus.

And today we're talking about intergenerational bonding trends resources for housing financing and caregiving. And right now we're going to do something we like to do every week. Okay, and we're going to have Genell Holloway, I believe you have another tip for us.

I do and I want to just share with you really quick. We have some product that you can do to help ensure that your loved one to have the financial means to cover their expenses as they age. These are using a lot in life of life will have life insurance that help you also to have some tax-free income. The younger we start the process the more likely we are to be financially prepared. And it's been my experience that most of us want to stay in home in our home as long as possible. So having a financial plan in play with the right product will help ensure that we can honor the wishes of our loved one. Because we've had that difficult conversation to understand what our love ones want, it made every decision so much easier. I know we said this earlier too, but Peace of Mind comes from knowing what they want. So please sit down today and discuss your wishes. I'd be glad to help you take action.

Genell, you are beautiful. You're just beautiful person and I mean, we've had conversations at Talk Shoppe and all about, you know caregiving and especially with people you love and are close to and and you are a wealth of resource for that. So thank you for joining us. Thank you for being a Talk Shoppe sponsor and making all that networking and education free to our community. Thank you so much.

I love working with the professional group that are involved in Talk Shoppe. They, each person brings a part of the of the their expertise that we need to help everyone because we can't be one person for everybody.

There you go. That's a lot of wisdom right there. Well, you know speaking of Talk Shoppe, Genell, Talk Shoppe offers free networking and education to anyone interested in real estate business health and wellness. Talk Shoppe meets every Wednesday 9:00 to 10:00 AM, virtually on Zoom. Just go to talk shoppe.com. That's talk.Shoppe that's spelled the old English way talk shoppe.com and click on upcoming events tab. And right there's your online. You just click on that website. You can get right into our meetings and this Wednesday July the 29th, 2020 9 o'clock come and join fellow business people for The Mastermind Principle. And we do it based on the book Think and Grow Rich by Napoleon Hill.

Share ideas referrals resources with other business people in small groups. And Talk Shoppe events are free thanks to sponsors like Leanne Morse of All Things New. She helps people organized for downsizing or other family changes Leanne Morse organizes home, she organizes the move the estate sales too if you need it. Contact Leanne Morris at 901 488 9733, 901 488 9733.

Thank you to Bill Emerling with Vista Points for financially providing Talk Shoppes education and networking to our business our real estate and health and wellness professionals out there. Talk to Bill today about setting up a Special Needs Trust to care for one of your loved ones. It's peace of mind for today and caring provision for your loved one later. Happy birthday Bill Merling its his birthday by the way.

Happy birthday Bill

Call Bill 888 422 4076 that's eight eight eight, four two two four zero seven six.

This episode of Real Estate Mortgage shop was also sponsored by real estate closing attorneys Rob Drawn and Shelley Rothman over at Griffin Clift Everton and Mashmeyer. And when you're ready to buy a home or maybe refinance one give Robin Sheliak all 901 752 1133, 901 752 1133.

Subscribe, you'll get our real estate mortgage show podcast. We'll throw the show notes and show notes in there for you. You can do that at Jo Garner.com. We want to remind you to make your plan. Let's work your plan if the deal works for you today, let's do it today.

And real quick from the Quote Corner. This comes from Readers Digest and here we go Brad. This is great. This is great wisdom. Are you ready? You ready? All right. "I've learned that the best time to debate family members is when they have food in their mouths"

I am bringing more food to my dad's house. I'm going to, I'm gonna bring just take out all the time. That's when that's when I'll talk to him because that's well. I mean look, like I said if there's a he calls the cable company to help him with his cell phone. So that's what I've got. My years of mental health care has prepared me for my dad's golden years, so I'm just I'm going to say that that's it or Mary Lou's Golden Years, whichever one comes is

Its really after you to put faster. I know, I don't qualify for the reverse mortgage at let's just say that

Do we want to say a number. Is it is it five years from now? Is it 2, is it 20 minutes? I dunno it's closer than me. So that's all I'm saying.

Yeah. Oh my goodness. Well, we've had some good tips today. Some good little barbs to Friendly Barb's as good as fun.

I want to share one more tip. And that is that you don't have to debate everything. You can pick your battle because you've already had that hard discussion that you know, what their wishes are. Yes. Yes, so then you don't have to debate it because it's already been decided.

And I have a tip, you know when you're talking with someone when you're interacting with them and you may reach an impasse I want you to take a moment to think from their point of view. I told a story earlier about my daughter and we were in church and when we sing in church when my daughter was much younger, I would put her up on the back of the seat in front of you so she could see and stuff like that and as she got older I debated on whether I should lift her back up.

And so one time we were trouble lifting her.

Yeah. Oh, yeah. I'm going to let that one go but so we would sing We would sing in one time. She said hey, will you lift me up when we were all standing and I said aren't you a little old to be lifted up on the back of the seat and she said yes, but all I see down here is butts. I did not think of her, you know what her relationship with this her perception of what and so I immediately lifted her up with gusto and with power. Yes onto the back of the because I knew I didn't think of her perspective.

Her perspective, right...

And a lot of times our conflict with someone or are not even a conflict but an impasse is simply we just aren't recognizing their perspective in something. And so if you I think if you take a moment to think of their perspective, you're going to have a whole lot more insight in what's going on with that situation.

You know, just recently had a conversation with a family member and they were, you know, expressing how They were disappointed that. you know, someone close to them didn't quite understand, you know, what their needs were what they needed to hear at a time or change their behavior. And you know, we just talked about it for quite a while because people can't give what they don't have. hmm, You know if they don't have the ability to be lets say soft, for example, when they're in a crisis situation there go to is to is to be agitated. You can't expect yeah or discrete or whatever the skill is if they don't have it. You know don't you can expect it.

We have been listening to Real Estate Mortgage Shop. I'm Jo Garner your host mortgage loan officer. Connect with me at Jo Garner.com. We've had Mary Lou Nowak Mid-South Home Helpers in the studio. Brad Hyde of Arisa Behavioral Health over there in Arkansas. Genell Halloway with Health Benefits Plus and catch our podcast on Monday at Jo Garner.com. Just click mortgage loan blog and you'll get in there. We'll see you next Saturday.