

PROFESSIONAL ORGANIZING

**PS** PRACTICAL  
SOLUTIONS  
SENIOR MOVE MANAGEMENT



## **Estate Distribution Services**

**Organizing – Relocation – Professional Assistant**

**Cathy Bates**

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# We both deal with people during challenging situations



# When Managing a Case

- You want things done the proper way
- But you don't want to have to do it yourself
- Need one person to manage the entire process
  - Inventory
  - Moving
  - Selling
  - Junk Removal
  - Realtors
  - Handholding



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- Cathy Bates started Practical Solutions in 2003
- Company has been featured on the Hoarder's show twice
- Practical Solutions is fully insured and bonded
- Employees undergo rigorous background checks and are comprehensively covered by worker's compensation insurance
- Team members follow a strict code of ethics
- We serve our clients with the dignity and respect
- Just good people who want to do something meaningful



# Distribution of an Estate


- Estate administrator doesn't know where to begin or who to ask for help
- May leave the house for years because doesn't know what to do or have the time



# Inventory and Appraisal

- **Inventory**

- Describe item and include picture
- Provide fair market appraisal
- Arrange for appraisal on high value items
- Inventory items by where they are stored

Room	Description	Value	Photo
Bedroom 2	Cedar Log Queen Bed	\$2,000.00	

# Deal with the Stuff

- Distribute to beneficiaries
- Sell
- Donate
- Shred sensitive documents
- Sharps removal
- Dispose of medicines
- Proper disposal of hazardous waste
- Return medical equipment
- Electronic waste disposal





# Sell Things of Value



- **Auction House**
  - Select high value items they can sell
- **Specialty Vendors**
  - Best for collectibles, guns, coins, stamps, jewelry, etc.
- **Estate Sale**
  - Best option if time allows and enough value
- **Online Auction**
  - Everything sells for fair market value



# Stage the Home

*Allows you to make more and sell the home more quickly*

- Remove excess clutter
- Rearrange furniture to highlight features of home
- Oversee necessary repairs
- Have the home cleaned



# Client Must Relocate

## Circumstances:

- Death of a spouse
- Dementia
- Stroke
- Accident



## Don't have help:

- There is no family
- Kids have young kids
- Children are busy with work
- Family lives out of state
- Don't speak with family

# Move Management Services

- Floor Plan
- Downsize
- Pack
- Move
- Unpack
- Clear Home



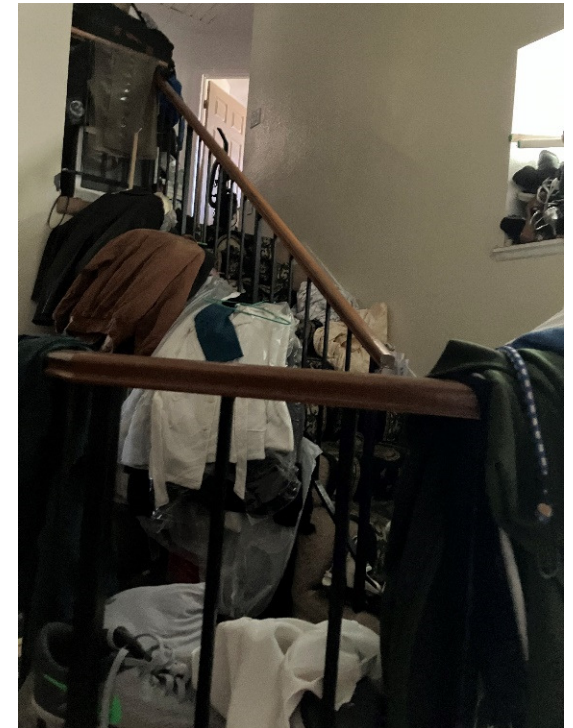
## Resources

- Placement Advisors
- Realtors
- Hauling Services



# Home is Not Safe

- Bedroom with no access to a bed
- Living room with no where to sit or paths
- Unsafe clutter on stairs





# Aging in Place

- Allows client to stay home longer
- Create a safe, clutter-free environment
- Oversee home modifications
- Create space for caregivers to assist clients



## Resources

- Geriatric Care Managers
- Social Workers
- Caregiving Agencies
- Handymen



# Have you ever been in a house where:

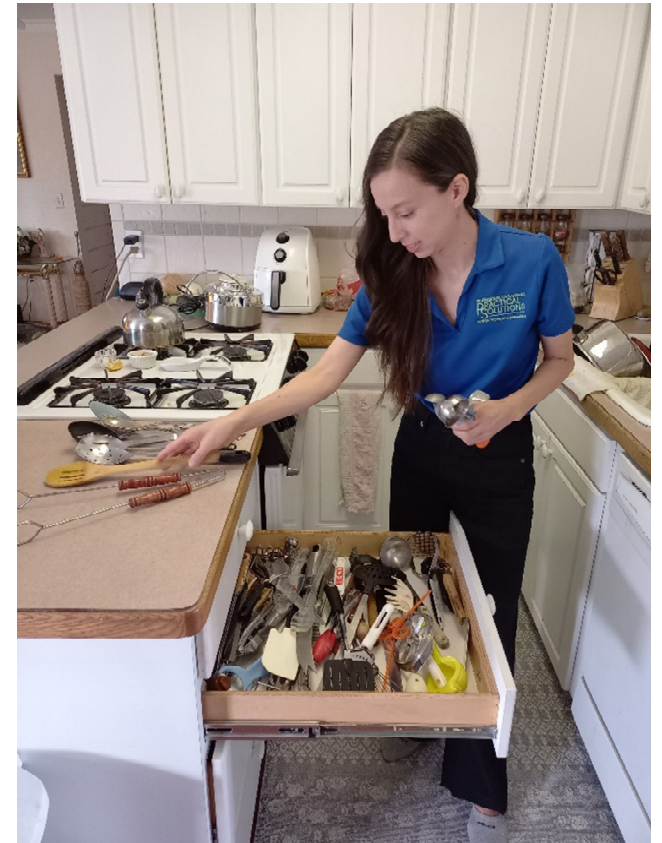
- You can't open the front door?
- There are narrow paths through the house?
- The smell is over-powering?
- The client is sleeping on a pile of trash on the floor?





# Hoarding and Chronic Disorganization

- Hoarding is a psychological disorder/OCD
- Create clutter-free environment
- Provide hands-on therapy to make lasting changes
- Work with Riverside and San Bernardino County



# Estate Planning Client Needs Help

- They can't seem to get the paperwork together
- Spouse who has passed always did that
- They don't have a family to help
- You are unable to complete the Trust





# Professional Assistant Services

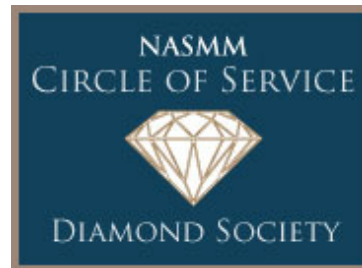
- Escort client to meetings with attorney
- Retrieve and organize documents and info requested
- Ensure that the client understands decisions
- Making sure assets are in name of the trust



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## **Let's Connect!**

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