# Stay or Go Workbook Start Here

Helping homeowners make the best decisions for their future Created by Brian Schwatka, Realtor and Transition Specialist (DRE# 01426785)





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This workbook is for homeowners who are trying to decide whether to stay in their homes or make a transition to a new home. I've been working with transitioning homeowners since 2004 and I've seen first hand how difficult it can be for homeowners to decide whether to stay or go. I've spent my entire career creating the Stay Or Go Homeowner system and I do NOT want you to sell your home, until you've explored all of your options and it makes sense for you and your future plans. The steps in this workbook will help you break your Paralysis of Analysis:

**Step #1: EVALUATE** your homeownership in the areas of your finances, health, support network, trust and estate, and your real estate. This exercise will *reveal your imbalances and start point*.

**Step #2: ENVISION** your ideal future, whether you are staying or going. You can't leave your dreams to chance. This exercise will give you a clear picture of how you want your life to play out. Where do you picture yourself in 5-10 years? This will help you make the best decisions.

**Step #3: EDUCATE** yourself so that you can make educated decisions for your future. I always say that Competence = Confidence. By watching specific *educational videos* (webinar recordings), you'll prepare yourself to have productive meetings and make the best decisions.

**Step #4: EXPLORE** *all your options* by seeking counsel with business professionals. You'll need to discuss finances, health, your support network, your trust/estate, taxes, real estate and the areas *WHERE* you might want to go. Once you've gathered all of that information, you'll use the "*Prioritization Grids*" to narrow it all down.

**Step #5: EXECUTE** your FlightPlan. Airplane Pilots never leave the ground without a detailed plan spelling out every step of the journey and making sure they are prepared for emergencies. I'll help you plan your journey so that you'll have the *clarity, certainty and confidence* you need.

I've been using the Stay Or Go Homeowner System to help homeowners make the best decisions for their future for over two decades. If you decide that you are in fact going to make a transition, I would love to be one of the Realtors that you interview so that you can benefit from a stress-free transition from one chapter of your life to the next.

Feel free to make an appointment on my calendar at: <u>StayOrGoHomeowner.com/appointment</u> If you have any questions, comments, concerns or requests, please contact me directly.



## **Homeowner Information**

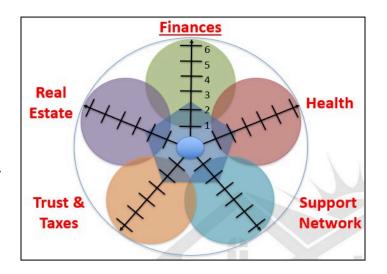
Owner 1:	Age:_	Age:					
email:		Phone:					
Owner 2:			Age:_				
email:		Phone:					
Property Address:							
Health and Support	Network (Frie	nds, Family and N	Neighbors)				
Relationship	Name	Who lives in	Can supp	Can support me?			
My:			YES	NO			
My:			YES	NO			
My:			YES	NO			
My:			YES	NO			
My main concerns a	re:						
□ Downsizing		☐ Home condition					
☐ Outliving my fund	ds	☐ Health condition					
House-Rich, Cash-Poor		<ul><li>Retirement Communities</li></ul>					
☐ Changing my min		☐ Taxes (Capital Gains)					
☐ Occupying or Vac	_	☐ Co-Owner passing away					
☐ Proximity to frier	ids/family	☐ The in-h	☐ The in-home care industry				
☐ Pets	setata mariliat	□					
☐ Fluctuating real e	istate market						

### **Step 1: EVALUATE** Your Homeownership

#### Let's see how balanced you are:

#### **Self-Evaluation Instructions:**

- 1) Answer all six questions, for each of the five categories.
- 2) Add up the number of YES answers and score the number at the bottom of each.
- 3) Starting from the center of the wheel, ⇒ plot your scores (1-6) in each category.
- 4) Connect the dots and you will see how balanced your wheel is, or isn't...



## **Evaluating Your Financial Position:**

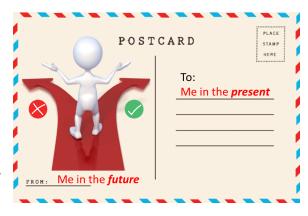
$\square$ I know exactly what my monthly income and expenses are			No			
☐ I am cash-flow positive every month	Yes		No			
☐ I have liquid funds to pay for in-home care services (\$6K-\$20K/Mo.):	Yes		No			
$\square$ I have an investment portfolio and an adequate net worth	Yes		No			
☐ I have Long Term Care Insurance	Yes		No			
$\square$ I have a formal written financial plan that spells out my future	Yes		No			
How many <u>YES</u> answers did you answer above: 1 2 3	4	5	6			
Evaluating Your <i>Physical (Health and Social)</i> Position:						
Evaluating Your <i>Physical (Health and Social)</i> Position:						
Evaluating Your <u>Physical (Health and Social)</u> Position:  ☐ My health is good and will stay relatively the same for the next 5-10 years:	Yes		No			
	Yes Yes		No No			
☐ My health is good and will stay relatively the same for the next 5-10 years:						
<ul> <li>☐ My health is good and will stay relatively the same for the next 5-10 years:</li> <li>☐ I keep my mind and body active:</li> </ul>	Yes		No			
<ul> <li>☐ My health is good and will stay relatively the same for the next 5-10 years:</li> <li>☐ I keep my mind and body active:</li> <li>☐ I have a great social life and stimulating experiences:</li> </ul>	Yes Yes		No No			
<ul> <li>☐ My health is good and will stay relatively the same for the next 5-10 years:</li> <li>☐ I keep my mind and body active:</li> <li>☐ I have a great social life and stimulating experiences:</li> <li>☐ I drive myself wherever I need to go, and I enjoy driving:</li> </ul>	Yes Yes Yes		No No No			

Evaluating Your <u>Personal (Support Network)</u>	Po	sitio	n:			
☐ Someone lives with me (married, roommate, etc.):				Yes		No
☐ I am happy and safe in my current living situation:						No
☐ My immediate family lives near me:						No
☐ My local friends and family are willing to care for me:						No
☐ My neighbors are willing to help and support me:						No
☐ I can relocate without ties to my friends, groups, hobbies				Yes		No
How many <u>YES</u> answers did you answer above:	L	2	3	4	5	6
Evaluating Your <u>Trust and Estate</u> Position:						
☐ I have a trust in place:				Yes		No
☐ I have reviewed my trust in the past 5 years:				Yes		No
☐ I know how the title is held to my home						No
$\ \square$ I know what to do when/if a co-owner passes away:				Yes		No
☐ I know that I will avoid probate should a co-owner pass:						No
☐ I have a list of home upgrades and the cost of each upgrade						No
How many <u>YES</u> answers did you answer above:	L	2	3	4	5	6
Evaluating Your <u>Real Estate(Functionally)</u> Po	siti	on:				
☐ My home suits my lifestyle today (size and function)				Yes		No
$\hfill \square$ My home is in a safe and friendly neighborhood				Yes		No
☐ My home is in good condition				Yes		No
$\square$ My home has been upgraded for safety				Yes		No
$\hfill \square$ My home has a downstairs bedroom and full bath				Yes		No
$\hfill \square$ I enjoy and can afford maintaining the condition of the home						No
How many <u>YES</u> answers did you answer above:	L	2	3	4	5	6
<u>Homework</u> : Now go back to page 4 and plot your five nu	mber	s on t	he eva	aluation	whe	el.

#### **Step 2: ENVISION Your Ideal Future**

#### Instructional video: www.StayOrGoHomeowner.com/vision

Now that you have completed Step 1 and you know where you stand in the areas of your finances, health, support network, trust and estate, and your real estate, it's time to look forward. You can't leave your dreams and decisions to chance. If you don't have a clear picture of where you see yourself in 10-15 years, you'll end up wherever life throws you. We need a pro-active meaningful plan, not a reactive mystery plan. Let's create a roadmap so that you can make the best decisions for your future!



We're going to define what is most important to you so that when you need to make difficult decisions, you'll pick the best option that matches your vision of the future, not just your present moment impulse.

Take some time to yourself to clear your mind of all the craziness in the world. *This is the most important part of your Stay Or Go Journey*. Think about what you love and what makes you feel fulfilled. This will help us gain some clarity and purpose for the next chapter in your life.

Let's have some fun fantasizing about what a perfect day/life looks like for you. Grab a pad of paper, a glass of wine, coffee or tea and get comfortable. Close your eyes and picture yourself at some point in the future (5 or 10 years down the line), fully living your dream and fulfilling your purpose everyday. Engage all of your senses. Describe what you experience as you move through your days and weeks.

Write down some bullet points and then turn that into a written story format. Be sure to state everything in the present tense and keep it positive. Focus on pleasant images and describe what you see as though it were happening right now.

Where are you? What does it look, sound and feel like? What are you doing? Who is with you? What do you need so that every day is joyful? What must you avoid to be happy? Pack it with passion! Make it authentic, grand, optimistic and wondrous!

By the end of this exercise you can put it all together into a comprehensive picture so that you can make decisions and create the steps that will take you toward this satisfying future. These compelling images will motivate you, keep you energized and give you a target to shoot for.

And best of all, this exercise will help you make the best decisions for your future, whether you are staying or going.

#### Here are some *ideas* for what you may want *MORE* of in your life:

Good healthcare nearby.

Friendly neighbors.

Time with Friends and family.

Learn a new hobby.

Read books or Write a book.

Land or large campus to walk on.

Volunteer or join/create a cause.

Light, bright, and airy home.

Go to plays, concerts and events.

Meet new people.

Organize my pictures. Play golf, bocce, pickleball, etc.

Join or start a club. Build things.

Take educational classes. Play chess, bridge, hearts.

Go to church, pray, meditate. Gardening

Swim, Yoga, Stretch, Walk. Take more Naps!
Forests, lakes, mountains, rivers. Live my best life ever!

When am I at my best? - What's my idea of being happy? - What brings me joy?:	

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#### Here are some *ideas* for what you may want *LESS* of in your life:

Barking dogs, squawking birds. Security systems and crime.

Home maintenance. Home clutter and all the stuff.

Roofs, heaters, plumbing, electrical.

Cooking all the time.

Trash on the highways. Bills, mortgages.

Traffic congestion and road rage. Politics: more red/more blue.

Driving in general. Rain, heat, humidity, hail, fog.

The neighborhood that has changed. Earthquakes/tornadoes/hurricanes.

Some not-so-great people around me. Questionnaires to fill out...

Solicitors, door-door salespeople. Responsibilities!

#### When am I at my worst? - What drives me crazy? - What steals my joy?:

#### **Step 3: EDUCATE** Yourself through webinars and video recordings:

#### Webinar #1: Should I Stay or Go? - How to Decide.. (1 hour)

Deciding whether to stay in your home or make a transition to a new home is one of the most important decisions you'll make in your lifetime. In this live 60-minute webinar, we will cover:

- Who should decide to stay or go?
- What are your options and the costs?
- Where are the funds for your care coming from?
- When should you stay or go?
- Why should you choose retirement communities over in-home care services?
- How to finally decide, one way or the other!

A video recording of this webinar is available at: www.stayorgohomeowner.com/sogh

#### Webinar #2: Retirement Living Communities - 101 (1 hour)

Many homeowners shy away from retirement communities because they don't know enough about how they work. By explaining the different types of communities and their benefits, it will dispel all of the myths. In this live 60-minute webinar, we will cover these topics and more:

- What is a 55+ Active Independent Living Community?
- What is a Shared Equity Community?
- What is a Continuing Care Retirement Community?
- What's the difference between a buy-in (entrance fee) or a month-to-month?
- Are Skilled Nursing and Memory Care on campus?
- What are the requirements and expectations of a Retirement Community?

A video recording of this webinar is available at: www.stayorgohomeowner.com/communities101

#### Webinar #3: Breaking your Paralysis of Analysis (1 hour)

You've done your research, but you're still on the fence and can't decide if you should stay in your home or make a transition to a new home. You may be suffering from "Paralysis of Analysis". It's time to get off the fence and into your new life!

In this live 60-minute webinar, we will share our top 10 reasons why you should make a Decision and/or a Transition.

A video recording of this webinar is available at: ww.stayorgohomeowner.com/paralysis

#### Webinar #4: How it ALL Works – From Decision to Transition (1 hour)

This live 60-minute webinar we cover the four stages of your transition and show what happens:

- Before you're on the waitlist,
- After you're on the waitlist
- Once you've selected your new home
- During your move-out and move-in to your new home

A video recording of this webinar is available at: www.stayorgohomeowner.com/how-it-all-works

#### Webinar #5: Your Real Estate "Flight Plan" - Stress-Free home selling (1 hour)

Your bags are packed and you're ready to make the transition to your new home and sell your old home. The goal is to get the biggest return on your investment while reducing stress and avoiding mistakes. Airplane Pilots never leave the ground without a detailed Flight Plan.

In this live 60-minute webinar, you will learn about:

- Selecting a Pilot (Realtor)
- Your documentation (reports and disclosures)
- Preparing for take-off (home preparation)
- Take off (what to expect and accepting a purchase contract)
- Prepare for landing (Contract accepted, Now What?)
- Arrival at your destination (What to expect at the community)

A video recording of this webinar is available at: <a href="https://www.stayorgohomeowner.com/flightplan">www.stayorgohomeowner.com/flightplan</a>

### **Step 4: EXPLORE** all of your options by seeking council:

- Meeting with the sales director at a retirement community allows a homeowner to gain a
  clear understanding of the services, amenities, and costs. The sales director can explain pricing
  and financial options. This interaction prepares the homeowner to meet with their financial
  planner.
- Meeting with a financial planner before deciding to move to a retirement community is essential to ensure the senior homeowner fully understands the financial implications of the transition. A financial planner can help evaluate their current assets, income, and expenses, determine affordability, and assess how the move fits into their long-term financial goals. This professional advice helps the homeowner make a financially sound decision while protecting their future stability.

#### Seek Council with a Transition Specialist for a "Homeowner Analysis"

It's time to get together with Brian for "The Homeowner Analysis". We will use your completed "Stay Or Go" workbook to start putting the pieces of your puzzle together and come up with a plan.

#### During our 1 hour *Homeowner Analysis* meeting, we can discuss:

- Your past/current Homeownership
- Home improvements and current value
- Capital Gains Taxes Step up in basis?
- Financial / Trust / Taxes
- Health and Support Network
- Vision of the future and prioritization
- Staying in your home (age-in-place)
- Relocation to another area
- Retirement Community Differences:
  - 55+ Active Independent
  - CCRCs (IL, AL, Skilled & Memory)
- Not outliving your funds
- Fluctuating Real Estate Market
- Sell for cash-out or Rent for cash-flow?
- How to hold title and avoid probate
- Occupy or Vacate your home if selling?
- Creative financing so you can move first
- Downsizing tips and tricks
- Home preparation Do's and Don'ts
- Selling "as-is"
- Real Estate 101
- Marketing your home to the World
- Home Pricing with a Comparative Market Analysis (CMA)
- Timeline of your transition



To schedule a personal Homeowner Analysis with Brian, on the day and time of your choice, go to: <a href="https://www.stayorgohomeowner.com/appointment">www.stayorgohomeowner.com/appointment</a>



#### **BONUS EXERCISE**: Let's *Prioritize* your wants and needs:

In order to make the best decisions and choices, you have to prioritize your search criteria. What are you REALLY looking for in a new home, or a new area to live in? The prioritization grid will tell you empirically, what your priorities are, in order.

If you have a list of preferences or choices, and you want to list them in order of importance, you can use Richard Bolles' prioritizing grid (from What Color Is Your Parachute?) to help with this problem. I've added some examples below for helping you fill in your grids.

Whenever you have ten items (or less) where you need to decide which one is most important to you, which one is next most important, etc. this prioritization grid should help immensely. Instead of trying to decide between ten items, you need only decide between two items at a time. The question is always: "If I could have "A" in my life or "B", or "B" but not "A", which one would I choose?".

**Step 1)** List the items you need to decide between, in any order whatsoever (Section A)

**Step 2)** Compare two items at a time, using the grid in Section B. *If you could only choose ONE...* Example: 1 vs 2, 1 vs 3, 1 vs 4, etc. Then 2 vs 3, 2 vs 4, 2 vs 5, etc. Until section B is complete

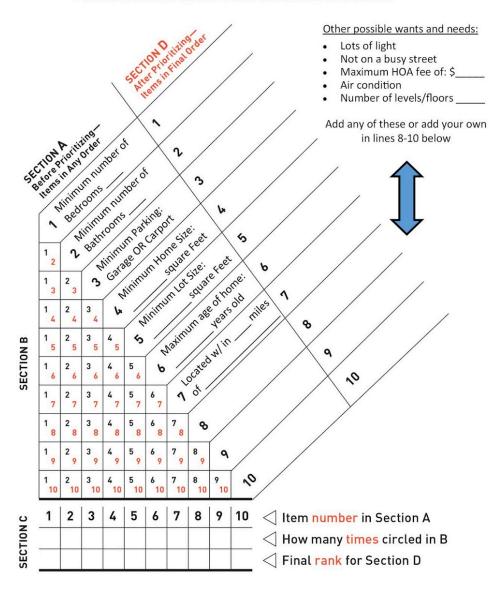
**Step 3)** Total the number of times each item/number got circled; and then do the final ranking based on that — the item/number with the most circles has a final rank of #1, the item/number which was next most circled has a final rank of #2, etc. — in Section C.

**Step 4)** Copy the list all over again, in Section D, putting the item you gave a final rank of #1 (in Section C) as your item 1 in Section D — but write out the name of the item, fully. Then look in Section C to see which has final rank #2 and copy it as 2 in section D, etc., until you have written out your whole list — now in the exact order of your preferences.

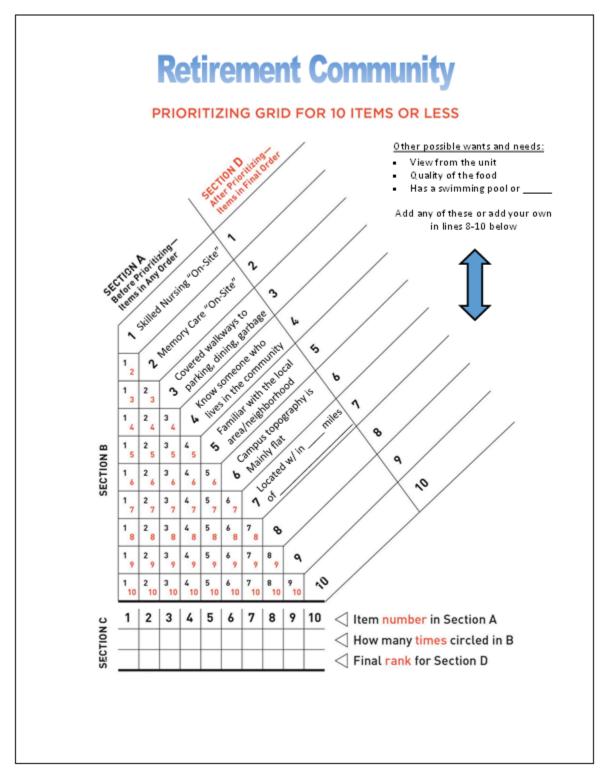
Source: What Color is Your Parachute?, by Richard N. Boles. (Ten Speed Press, publishers)

## **New Home**

#### PRIORITIZING GRID FOR 10 ITEMS OR LESS

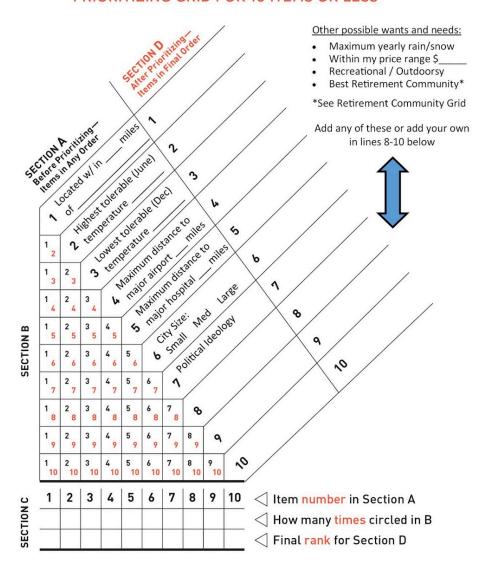


## **RETIREMENT COMMUNITY: Prioritization Grid** (with some suggestions)



## Relocation

#### PRIORITIZING GRID FOR 10 ITEMS OR LESS



## **Step 5: EXECUTE Your Plan**

Congratulations! You've 1) Evaluated your current homeownership, 2) Envisioned your ideal future, 3) Educated yourselves on your various options, 4) Explored and prioritized those options and now it's time to Execute on your plan. If you're still on the fence, feel free to schedule a Homeowner Analysis.

If you have indeed decided to sell your home and make a transition, you need to know how it all works. I can help you create a detailed plan which spells out every step of your journey. I usually start working with my clients 1-2 years before they actually make their transition because there is a lot to do between now and then. The way I reduce stress for my clients is by spelling out all of their homework, well ahead of time.

My "How It All Works or Pre-Transition Guide" outlines all of the things that will be happening, at the retirement community and at your home between the time you make your decision until the time you make your transition. Brian will give you this 35 page document during your meeting with him.

The "Listing Manual" or "FlightPlan" is a 50-page, step-by-step guide to your entire real estate transaction. It's my way of offering constant communication, complete transparency, and repeatable systems. You'll always know exactly what's going, who's doing what, and what's happening next.

I would love to be your Realtor and give you a stress-free transition from one chapter of your life to the next. If you would like to learn more about my Real Estate practice or want to "virtually" interview me for the position of preparing, marketing, and selling your home, feel free to visit:

www.stavorgohomeowner.com/sell

If you would like to schedule a meeting with me, feel free to pick a day and time of your choosing, directly on my calendar by visiting: <a href="https://www.stayorgohomeowner.com/appointment">www.stayorgohomeowner.com/appointment</a>

Thank you so much for taking the time to complete this workbook. My goal was to give you a bit more clarity, certainty and confidence. I hope that you've learned some things along the way that you'll save time, money, and frustration down the road.

I look forward to hearing from you in the future. I'm always here for you, your friends and your family.



## **Free Resources**

Contact Brian Schwatka: <a href="https://www.stayorgohomeowner.com/appointment">https://www.stayorgohomeowner.com/appointment</a>

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Los Gatos, CA. 95032 Cell/Text: 408-499-9561

Email: <u>brian@StayOrGoHomeowner.com</u>

Brian's Assistant: Admin@StayOrGoHomeowner.com

The Stay Or Go Homeowner Website: <a href="https://www.StayOrGoHomeowner.com">www.StayOrGoHomeowner.com</a>

Should I Stay Or Should I Go Workbook: <u>www.stayorgohomeowner.com/start</u>

The Stay Or Go Homeowner Analysis: www.stayorgohomeowner.com/appointment

Request a Free Home-Quote or CMA: <a href="https://www.stayorgohomeowner.com/cma">https://www.stayorgohomeowner.com/cma</a>

Brian's Real Estate Webpage: <u>www.stayorgohomeowner.com/real-estate</u>

Interview Brian "virtually": <a href="https://www.stayorgohomeowner.com/sell">https://www.stayorgohomeowner.com/sell</a>

Meet Brian's Real Estate Team: www.stayorgohomeowner.com/aboutus

Listing of ALL Retirement Communities: www.stayorgohomeowner.com/communities

Retirement Community Matcher: <u>www.stayorgohomeowner.com/communitymatcher</u>

Relocation Services: www.stayorgohomeowner.com/reloaction

Relocation Matcher: <u>www.stayorgohomeowner.com/relomatcher</u>

ALL of Brian's webinar recordings: www.stayorgohomeowner.com/webinars

Quick educational videos: <a href="https://www.stayorgohomeowner.com/puzzle">https://www.stayorgohomeowner.com/puzzle</a>

Plan to age-in-place with in-home care services Page: <a href="https://www.stayorgohomeowner.com/stay">https://www.stayorgohomeowner.com/stay</a>

Stay Or Go Homeowner YouTube Channel: www.YouTube.com/c/StayOrGoHomeowner

Stay Or Go Homeowner FaceBook Page: <a href="https://www.FaceBook.com/StayOrGoHomeowner">www.FaceBook.com/StayOrGoHomeowner</a>