

1. NASMM (National Association of Specialty and Senior Move Managers)

- They do all the work you don't want to do
- Pick 1 and do well, then go to a second after you are doing well with the first

2. Senior Living Communities

- Assisted Living, Memory Care, CCRC's
- Drive down the street and open your eyes
- www.LeadingAge.org

3. Senior Solutions & Placement Companies

- A Place for Mom & Care Patrol
- These groups help families find a place to move the aging family member (paid for by the community)
- They all have local agents &/or franchise owners
- www.aplaceformom.com and www.carepatrol.com

4. Professional Organizers

- Professional organizers tend to have 20-50 customers a year & are 1 to 2 people businesses
- They have active monthly meetings (~20-100 professional organizers attend)
- www.NAPO.net

5. Realtors

- Senior Real Estate Agents (SRES)
- They have to empty the houses (I tend to let NASMM folks lead this relationship, but support both)
- www.sres.realtor

6. Local Auctioneers

- Their customers are selling LOTS of stuff & they have a LONG closing cycle
- Focus on auctioneers that have online & in-person sales
- Their biggest cost is labor to move the items
- www.auctioneers.org

7. National Auctioneers

- www.EBTH.com
- www.MaxSold.com
- Many, many others (check your local)

8. Storage Companies

- Leave something at the front desk for consumers to take with your # on it (not just website)

9. Life Care Managers

- Aging Lifecare Professionals that manage medical & non-medical needs for aging family members to age well
- Often out of town clients
- www.aginglifecare.org

10. Funeral Home Directors

- 3rd generation, etc.
- They do know when people are moving (expiring)
- They need your referrals

11. NARFE (National Active Retired Federal Employees)

- Focus on the LOCAL offices (go to the meetings)
- www.NARFE.org

12. BNI & Rotary

- Services organizations
- Pros & cons of each

13. Church Groups

- *If you are already involved
- Training groups at big churches
- They are DIY anyway

14. Financial

- Trust, Estate & Will planning – www.aateela.org
- Financial partners
- Legal guardians – www.guardianship.org

15. Other (strange)

- Weird services companies that have people sitting multiple times a week, speaking with their client (health focused)
- Chiropractors & haircut folks