

Three advantages to financial professionals partnering with Chartwell

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Your senior clients and their families may be facing a number of challenging situations that you aren't aware of, including the need for more support as they age. Depending on the person, this could mean they are considering making home accessibility modifications to remain in their current residence, enlisting meal or homecare services, or even moving to a retirement community or long term care residence.

These decisions can be complex and life-changing, which is why it's important that you understand what options are available to your clients and the financial considerations of each choice.

Here are three reasons to consider partnering with Chartwell Retirement Residences, Canada's largest retirement living operator, so you can bring increased value to your business and clientele:



1 Build your knowledge about the retirement living industry to better advise your senior clients and their families

With Chartwell, you will gain access to retirement living education and resources, helping you to grow your expertise in the area of senior support options so you can help clients navigate their choices and lead the best life possible.

For example: consider your clients who are experiencing mobility challenges, memory loss or simply need more daily care, or clients who may've mentioned the difficulty their parents are having with home life. Perhaps they're struggling with maintaining their parent's home, coordinating services like homecare or meals on wheels, grocery delivery, transportation to doctors' visits, cutting grass or snow shoveling, and much more. How can you help?

When you hear about these challenges and understand what options are available, you have an opportunity to steer conversations to solution-based outcomes. By exploring the option of retirement living with your clients—whether it's the senior or the adult child concerned about their parent—you can provide clarity during a confusing and stressful time. This can open the door to an easier, simpler and more worry-free next phase of their life.

