

# Senior Living Conversation Card

## Conversation Starters

The goal of your first talk should not be to convince them of anything right away. It's just to start the conversation.

### 1. Connect it to someone they know

"Remember Susan? Found out she moved to a senior community, and **it sounds like she's loving it**. Have you ever thought about what kind of place you'd like if you ever wanted to move?"

### 2. Tie it to their well-being

"I've noticed you don't go to your book club as much anymore. **Is it getting harder** to get out and about?"

### 3. Make it about planning ahead

"I want to make sure we always have a plan in place **so that you're the one making the decisions** about what's next."

## Focusing on Positivity

Instead of framing it as a loss, help them see the potential benefits.

"giving up independence"

**"having more freedom"**

"leaving home"

**"gaining a new community"**

"needing help"

**"making choices"**

"stuck in a routine"

**"more social opportunities"**

## Countering Resistance with Empathy

"I'm not ready."

"I understand. This isn't about making a decision today. I just want us to talk about what's important to you **so that you always have choices.**"

"I don't want to leave my home."

**"I know how much the house means to you.** Let's talk about what you love about it and how we can make sure you have those same comforts in the future."

"I don't need help."

"You've always been independent, and I admire that. **This isn't about needing help now.** It's about making sure you stay in control of your future."