

business spotlight

By Danielle Rotella Adams

HERE TO HOME

Transition Specialists for Busy Families and People 55+

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www.here2home.com

For someone not familiar with your company, how does Here to Home help clients during their moving process?

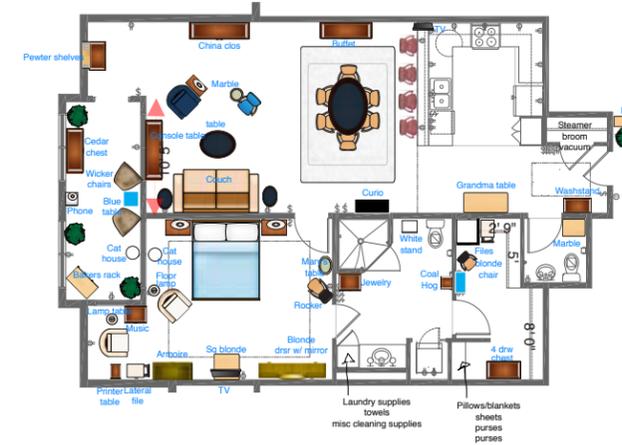
We simplify and streamline the moving process for our clients. Moving can be overwhelming so we offer knowledge and a process for moving to reduce time and stress for our clients. Some of our clients haven't moved in several decades and wonder where to start and what steps to take. We have helped people move more than 350 times and with that experience, we know how to successfully plan and organize many types of moves.

Moving can be very stressful. What are some of the benefits of having Here to Home assist during a move?

A large majority of our clients move from their home to a senior living community. We try to make the transition to their new home easy so they can enjoy living there from the beginning and don't spend the first few days feeling encumbered by the unpacking process. When we leave, their new home is completely set up and they can begin meeting new neighbors and being part of the community.

How do you organize a big move?

The process in my mind is clear. We plan, plan, plan and thus streamline the actual moving process. For instance, if someone is moving from a 4,000 square foot home to a 1,500 square foot home, less than half of their stuff can move. We start with a scaled floor plan, and measure furniture and closet space to see how everything will fit in the new space. Once our clients know what will go with them, they know what won't go, as well, and together we determine what to do with the items that won't fit.



Planning a move Always begins with a floor plan!

What advice do you give people who are thinking of moving?

It's about having realistic expectations. If a family has lived in a home for 40 years, it took 40 years to build it up and it will take more than a weekend to downsize that home. It's important to also understand that it can be an emotional process. Objects have meaning associated with them and I suggest looking around your house and "pan for gold" early in the process to analyze what is really important, separating objects into those that hold meaning and others that can be let go.

My advice to people starting the downsizing process is to categorize cluttered areas of a house into four-hour bites. Breaking your home into sections and tackling one area at a time relieves the 'overwhelm' of having to touch everything in the house. Four hours is about all the brain can take dividing things into "go with" and "no go." Decision-making can be the most exhausting part of moving!

What is the hardest part for people who are downsizing from a large home to a small home? And how do you support them during the process?

It can be difficult to visualize the size of the new space, especially if it's smaller than the previous one. People can feel obligated to keep everything they own, and it's important to choose what to take and what not to take. We don't make decisions for our clients but inform them of their options. Once decisions have been made, we bag up items to donate to a local charity like TROSA, and box the other items to move. We handle the physical part as well as the logistical part of letting go of objects and moving them.

How did you get started in the moving business?

My parents were my inspiration. I started this business after I moved my parents in Virginia from a big house, to a small house, then to a senior living community. I realized how difficult moving can be, and knew I wanted to be able to help others throughout the process. There are over 1,000 professional senior move managers around the country and an excellent resource is the National Association of Senior Move Managers found at NASMM.org. They guide me in my business tremendously and are great at connecting people with skilled professionals throughout the United States.

Tell me about your family.

I have two teenagers -- my daughter is 16-years old and my son is 18-years old -- and we also have two cats.

What do you do for fun?

I am fortunate to live in Durham, one of the foodiest towns around! I love trying new restaurants with Picnic and Blu being two of my favorites. Of course, I love the Durham Bulls. I also enjoy cooking and traveling, especially visiting the beach, and when I die I think heaven will be just like Tuscany!

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