

A Real Time Saver

If you have ever been appointed or represented a conservator or an executor then you too have inevitably faced the daunting task of having to deal with their real and personal property. The scenario for me, several years ago, was a nightmare and probably a familiar one for any practitioner in this field. I was appointed the conservator for an elderly woman who could no longer care for herself. She was soon unable to stay in her home. With no family to make the major decisions regarding her real and personal property, the responsibility fell on me. This conserved quickly morphed into my court-appointed nana.

Her home, the one she and her husband built, was filled with 50 years worth of stuff. Stuff in the wet basement, stuff in each and every room, closet, cabinet, and drawer. Most of this stuff was of no use or good to her in the assisted living facility. Most of this stuff had to be disposed of in order to sell the home and create cash-flow for her future care. This home also required major repairs to make it marketable. It took weeks to get rid of 50 years worth of accumulated stuff and hundreds of calls and appointments to get the house repaired and ready for listing. When it was all said and done, I swore I would never do it again.

Several months ago, I came across an article in the *Fairfield County Business Journal* featuring the company Turning Point Real Estate Services, LLC. Turning Point Real Estate Services, LLC specializes in helping fiduciaries streamline the process of emptying a home of personal belongings, making any and all the necessary repairs and preparing the house for sale. It was one-stop shopping. I read the article thinking: *what a brilliant idea* and *why didn't I think of that?* I clipped the article knowing it would come in handy. It did not take long.

I soon got a call from a woman whose mother passed away. My client, executrix, was the sole beneficiary of her deceased mother's estate. The deceased left a home in need of major repairs and filled with 25 years worth of stuff. Making matters worse, my client, being physically disabled, was unable to clean out the home and make any repairs. My client was completely overwhelmed, but I was completely prepared. I called Turning Point Real Estate Services, LLC.

I personally met with Gary Ferrari, one of the managing partners of Turning Point Real Estate Services, LLC, and his associate at the home one afternoon to do my first walkthrough of the property. From the basement to the attic, this house did not disappoint: it was filled with stuff. Stuff was in each and every room, closet, cabinet, and drawer. The home was also in need of a serious overhaul in order to get it ready for sale. I started having court-appointed nana flashbacks. However, once in contract, my only responsibility was receiving status updates. In less than one month's time, the house was empty, repaired and listed. The transformation was impressive. Also impressive was the enormous amount of personal items that were donated to worthy charities.

Thus far, my client has been thrilled with all of the progress. Mostly, I am thankful that Turning Point Real Estate Services, LLC delivered. Dealing with this company has truly been a wonderful experience. Turning Point Real Estate Services, LLC has also proven to be a valuable resource. The amount of time I saved not having to deal with the issues of getting rid

of stuff, home repairs and listing allowed me to focus my time on the legal needs of my client. It has been a real timesaver!

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