



# GOOD ENOUGH FOR MOM ■

*How you can help your  
parents transition  
into retirement*





FOR MANY, THEIR PURPOSE AS WELL AS THEIR IDENTITY IS WRAPPED UP IN A CAREER THAT HAS COME TO AN END.

While many seniors have planned well for retirement and are able to enjoy these years to the full, others find themselves dealing with challenging circumstances – often without support.

Physical safety, financial resources, physical and mental health, social interaction and relationships are just some of the issues retirees and those approaching retirement face today. And because most parents wish to live independently and avoid becoming a burden to their children, they often hide their fears about the future.

Taking the time to understand their challenges, so that you're in a position to offer sound advice, can make all the difference. Our hope is that this guide will provide all the information you need.

### WHAT ARE THE IMPLICATIONS OF RETIREMENT?

Moving into retirement involves both physical change and a psychological transition, with the latter being difficult for some seniors to come to terms with. For many, their purpose as well as their identity is wrapped up in the career that has come to an end. Understanding the transition process is hugely valuable in helping your parents make the retirement chapter of their lives a meaningful one.







YOUR INTEREST IN THEIR SITUATION AND THE DECISIONS THEY FACE CAN GO A LONG WAY TOWARDS HELPING TO MINIMISE THEIR FEAR OF THE FUTURE.

THE STAGES OF

# transition

Before we can understand transition, it's important that we understand the difference between transition and change. Change is what happens in the real world. Transition is what happens in the mind. And, when planned change fails, it's often because someone has been unable to make the transition mentally.

While we seem to make the shift from one chapter to the next fairly seamlessly when we're younger, these shifts become increasingly difficult as we grow older and find ourselves confronted with fewer options. Depending on how your parents perceive transition, the process may be fast or slow. But, in order for it to be successful, they must move through three clearly defined stages.

1

## Endings\*

Taking stock of what they are leaving behind as well as what they will carry forward into the new chapter of their lives – finances, accommodation, lifestyle, relationships, interests and priorities – is the beginning of your parents' transition to a happy retirement. Letting go is often difficult.

2

## Neutral Zone\*

This is the in-between space, a time of uncertainty and opportunity as they consider what they have lost, but before they have embraced the new future. This is the time for them to consider options that were not previously possible and imagine and prepare for the next chapter.

3

## New Beginnings\*

Having let go of certain elements of the previous chapter of their lives, your parents are now free to move on to establishing a new life: setting new goals, dreaming new dreams, living with new purpose and continuing to add value to their family and community.

If your parents are unable to move from one stage to the next, they may find themselves powerless to enjoy new beginnings like retirement. And, in the absence of new dreams, goals and a positive self-image, they may become unhappy, withdrawn and possibly even clinically depressed.

It's important to communicate with your parents as they transition into retirement. Your understanding and advice will be invaluable as you coach them through letting go, explore new living options with them and help them to make appropriate retirement choices. Your interest in their situation and the decisions they face can go a long way towards helping to minimise their fear of the future.

*\*Based on William Bridges' Transition Model*



# THE FEARS OF aging

Most seniors face four major fears as they grow older. At Evergreen Lifestyle, we pride ourselves on the fact that our Partnership for Life promise addresses all four directly.



## FEAR #1



**Vulnerability to crime and violence**

### Physical security

At Evergreen, your parents' physical security is our number one priority. Our villages are secured using a combination of the latest on- and offsite technology as well as physical guarding. Access control is tight and our guards are friendly and helpful.

## FEAR #2



**Outliving retirement funds**

### Financial peace of mind

Your parents can accurately plan their financial future thanks to the Evergreen Life Right. In addition, the financial strength of our shareholders offers residents peace of mind.

## FEAR #3



**Loss of dignity**

### Continuous care

High-quality healthcare, delivered by registered, experienced nurses and therapists is available at Evergreen's on-site Care Centres. Services include regular clinics, occupational therapy, home-based care, 24-hour nursing and recuperative care, frail care and palliative care. At Evergreen we deliver care with dignity.

## FEAR #4



**Isolation and loneliness**

### Sense of community

Village life revolves around a Lifestyle Centre, where residents spend time socialising, dining or enjoying the many clubs and special-interest groups that meet regularly. This is also where lasting friendships are formed. Facilities at the Lifestyle Centre typically include a dining room and bistro, TV lounge, games room, bar, library, outdoor deck with braai facilities, heated indoor pool, gym, salon and laundry.



**AT EVERGREEN, WE DELIVER CARE WITH DIGNITY.**



# What financial considerations

## COULD YOUR PARENTS FACE?

By the time they retire, your parents' only income will likely come from investments, mature RAs, share dividends and possibly rental income if they own more than one property. By helping them to make sound financial decisions now – these may also include decisions about retirement accommodation and reinvesting retirement funds – you'll ensure that they don't outlive their savings.

Then there's the question of legacy capital. Some seniors choose to prejudice their retirement lifestyle to ensure that they leave their children a financial legacy. While this may be appropriate for those who've

created sufficient wealth to fund their retirement and leave assets to the next generation, those with fewer financial resources at their disposal may find that not being a financial burden is the best gift they can give their children. If your parents fall into the second camp, think seriously about having a conversation with them and removing the burden of legacy capital from them.

Finally, if you find that your parents are receiving less attention from financial and retirement fund advisors than they did while they were accumulating their wealth, consider enlisting the help of a trusted independent financial advisor.



## DOES MODERN RETIREMENT MEAN GIVING UP WORK

Research confirms that staying engaged by working after retirement leads to improved health and happiness. If your parents have accumulated sufficient assets over the years, they may be tempted to spend all their time and energy on personal endeavours. While there's nothing wrong with this approach, there may come a time when they find that another cruise or golf holiday becomes less fulfilling.

By encouraging your parents to keep working – this could take the form of volunteering for a charity or serving as mentor in their field of expertise – and to stay active in their family and community, you'll be instrumental in helping to create a sense of purpose, which can make the retirement years far more rewarding.

If your parents have insufficient resources to fund a long retirement, working may be a necessity rather than an act of giving back to society. Fortunately, there are many

opportunities for seniors to continue making a living after retiring from the corporate world. These include consulting in their area of expertise, taking on temporary assignments or turning a hobby into a business.

Encourage your parents to remain active and engaged, and keep an eye out for symptoms of anxiety and depression – it can be difficult for seniors to recover once they fall victim to mental illness.

**ENCOURAGE YOUR PARENTS TO REMAIN ACTIVE AND ENGAGED.**





HOW IMPORTANT IS

# health & vitality

Staying healthy in retirement will not only benefit your parents' wellbeing (they'll continue to engage with family and friends as well as society at large), but their bank balance, too (they'll have fewer medical bills).

While genes have a huge role to play in longevity and wellness, there's plenty we can do to live healthier lives. And while your parents may know what to do when it comes to keeping their health on track, they may lack the will or the desire to get going – the gains are less obvious as we grow older. By encouraging your parents to exercise, maintain a healthy diet and stay mentally active, and introducing them to fun new ways of doing this, they'll stay healthier for longer and the whole family wins.



Healthy  
body



Healthy  
mind



Healthy  
finances





WHAT ABOUT A

# place to stay

Deciding where to live in retirement is an important decision and one that will use up a significant portion of your parents' retirement funds. There are many options for them to consider if they decide to downscale from the family home. These include a smaller home or apartment, a residential estate or a retirement village. The key is to make a choice that will not involve a further relocation later in life when, for a variety of reasons, change becomes more difficult.

Your parents will more than likely seek your advice on this matter. While you may be reluctant to make the decision for them, you can help them by asking yourself the following questions:

1

Which **location** will meet their needs in terms of proximity to support networks, family and friends, their doctor, shops and restaurants?

2

If it's a **freehold purchase**, will the property be **easy to maintain** as they grow older and can it be made 'age friendly' as their needs change?

3

If it's a **Life Right purchase**, is the developer financially secure and does it have a proven track record?

4

If it's an **estate**, are levies and costs transparent and affordable?

5

Does the retirement home have **adequate security**?

6

Does the retirement home have **sufficient**

**facilities** for a happy lifestyle?

7

Will they have access to **healthcare facilities** when needed?

8

Does it **'feel right'** for your parents?

Will there be access to **frail and dementia care** if needed?

One of the biggest decisions you and your parents will make relates to the purchase model. In South Africa, seniors have a choice between freehold, sectional title, Life Right, share block and rental retirement village options.



# WHAT DO YOU NEED TO KNOW ABOUT PURCHASE MODELS?

1

## Freehold

No doubt your parents are currently living in their own freehold family home. In this model, security, maintenance, gardening and other services are their responsibility and they won't have access to the community and facilities that are typically part and parcel of living in a retirement village.

2

## Sectional Title

A sectional title retirement village typically offers access to a community and facilities, but residents need to self-manage the village by way of a Home Owners Association or Body Corporate. They may also need to employ a third-party managing agent to run the village. In addition, any major maintenance to the estate and new investment must be funded by residents via a special levy. If the home or village has been well maintained over time, they may benefit from property appreciation.

3

## Life Right

This option provides security of tenure for life, protected by an Act of Parliament. It is the most secure property right in South Africa and, as the name suggests, Life Right holders (both partners) enjoy a home and access to all of the estate's facilities for life. In addition, the estate is managed by the Life Right developer in terms of finance and administration, building and garden maintenance, food and beverage facilities, club house facilities, and security and healthcare services. The Act also prohibits special levies, so residents are never asked to provide funds for major maintenance, replacement of equipment or additional facilities.

At Evergreen Lifestyle, additional benefits include flexible purchase pricing and the ability to liberate emergency capital, if needed, during one's tenure in the village. On termination of the Life Right, the resident's estate will usually receive the original capital. Note: Different capital return models exist between Life Right developers.

4

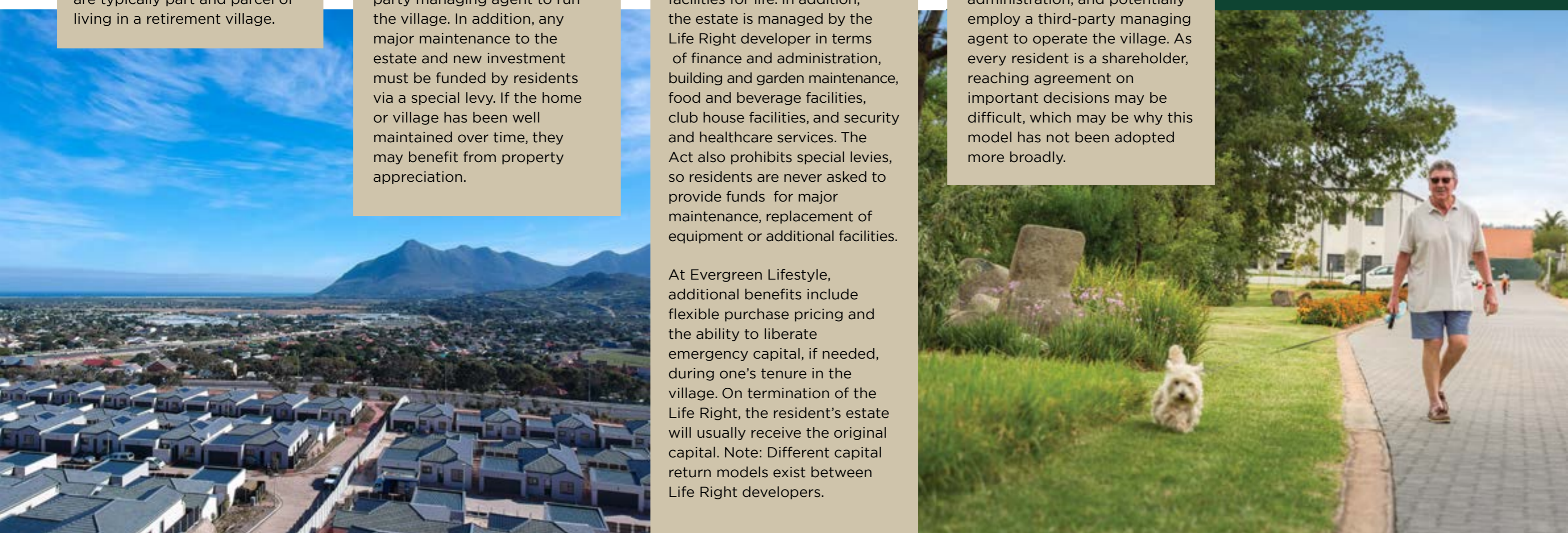
## Share Block

In this retirement scheme, purchasers become shareholders of the entire estate. As with the sectional title model, residents must self-manage the village, by appointing directors to run their own finances and administration, and potentially employ a third-party managing agent to operate the village. As every resident is a shareholder, reaching agreement on important decisions may be difficult, which may be why this model has not been adopted more broadly.

5

## Rental Stock

This option is mostly available in the lower economic and social housing categories. There is little rental stock available for middle income South Africans.





# Is multi-generational living

## THE ANSWER

A concept as old as time, multi-generational living is where up to three or four generations live in the same household. Parents living with adult children is a cost-effective solution but can become challenging when a parent loses a partner, becomes frail, loses mobility or develops dementia.

Fortunately, there are variations of the multi-generational model within the Evergreen Lifestyle village community. While there are villages for those who prefer to live alongside others of similar age and interests, Evergreen is also building retirement villages in existing residential estates for those who prefer to live amongst people of all ages - including in Val de Vie in Paarl, Lake Michelle in Noordhoek, Sitari near Somerset West and Zimbali Lakes in KwaZulu-Natal.

This model is essentially a 'village within a village', where seniors can enjoy the best of both worlds - and where adult children can maintain a modern nuclear family lifestyle while still being in close proximity to their parents.



## WHAT ABOUT LONELINESS?

One of the greatest benefits of living in a retirement village is access to a vibrant community of people of similar age and interests, where residents can form lasting friendships and expand their support networks. Most retirement villages also offer social programmes and events that help strengthen this sense of community.

At Evergreen, residents enjoy a balance of privacy and community. While each home is a private space, there are plenty of opportunities to socialise or participate in the wide range of activities offered in our Lifestyle Centres.

AT EVERGREEN, RESIDENTS ENJOY A  
BALANCE OF PRIVACY AND COMMUNITY.





## HOW CAN YOU FUTURE-PROOF RETIREMENT LIVING?

People typically purchase retirement accommodation that is suitable for the early retiree who is healthy and able to live independently. But what happens when a retiree gets older and their needs change or they experience some sort of health challenge? It can be difficult to relocate in these instances, whether due to availability of capital, resistance to change or health impediments.

At Evergreen, we've taken these changing needs into account and

have coined the phrase 'matching lifestyle to life stage'. In our villages, residents can move seamlessly from house to apartment to Care Centre without having to sell a home or invest more capital. This is made possible by our flexible Life Right model and our shareholders, who take a long view of return on capital.

This means that your parents can move into a beautiful Evergreen home with a garden, where they can enjoy a lock-up-and-go lifestyle. They can then transfer to a luxury

apartment when they feel they'd like to downsize. And later, if needed, they can move to the Care Centre, where continuous care is provided.

While we can't predict the future, we can help our residents manage it without them having to move out of our villages - and that includes meeting their care requirements, from primary, home-based or recuperative care to frail, dementia or palliative care.





## WHAT ARE THE

# consequences of incapacity?

Some families may eventually face the challenge of incapacity, where a parent becomes unable to manage their own affairs due to a physical or mental impediment. In these instances, the duty of care often falls to adult children.

Many people believe that Power of Attorney enables them to manage their parents' finances and estate. Unfortunately, this is not the case. In terms of the South African law of agency, a Power of Attorney becomes inoperative as soon as the granter of the

power loses capacity. In other words, the agent may not have more power than the principal.

From the moment an individual exhibits behaviour consistent with a loss of capacity, the use of a Power of Attorney becomes problematic. This has far reaching consequences for both the ailing parent and their families. The solution is to immediately apply for the appointment of a Curator Bonis to take care of your parent's affairs.



## Two things to remember

1

Act as soon as you recognise that one or both of your parents have started to lose the capacity to manage their own affairs.

2

Consult a legal professional for assistance with the cumbersome process of appointing a Curator Bonis.



**THE DUTY OF CARE OFTEN FALLS TO ADULT CHILDREN.**

Once appointed, the Curator Bonis will act in the best interests of your parents and can assist your family with the many aspects relating to their future - including managing their estate and finances as well as taking decisions about their long-term care.





WHAT SHOULD YOU CONSIDER IN TERMS OF

# future care?

Healthcare is expensive and it makes sense to remain active and healthy for as long as possible. So, encourage your parents to live a healthy lifestyle in terms of diet, mental activity and age-appropriate exercise.

On his 88th birthday, while preparing to shoot his movie *The Mule*, Clint Eastwood was asked about his secret to longevity. His answer? "I get up every morning, go outside and don't let the old man in." American country and western singer Toby Keith was so inspired by these words that he turned them into a hit song. It's a great story.

At Evergreen, we call this 'active aging' and encourage a wide range of healthy activities in our villages. Remaining healthy, both mentally and physically, will contribute to a happy retirement and a lower spend on healthcare. However, when the inevitable need for care arrives, you want to be sure that your parents are close to essential healthcare services.

Evergreen's continuous care model provides a range of care solutions, from basic primary healthcare through to home-based, recuperative, frail, dementia and palliative care.



# 3

WAYS YOU CAN

## HELP YOUR PARENTS WITH THEIR HEALTHCARE

### 1

Encourage them to live a **healthy lifestyle**.

### 2

Make sure that their choice of retirement accommodation provides **access to continuous care** if required.

### 3

Make sure they remain on a **good medical aid** when they retire, as getting back onto one will likely be difficult and could have many exclusions.

If they feel that they cannot afford their medical aid premium, you may want to consider assisting them. This will be less expensive than funding healthcare for ailing parents who have no medical cover.



# Making the move

While moving home is stressful, even for young families, moving at 65 plus, while simultaneously scaling down, can be traumatic. And it's not simply to do with the physical effort involved – it's about saying goodbye to the family home and valued possessions, and then having to adjust to a new home and environment. Your parents would probably welcome your help with planning and managing the move. Here are a few areas where you may be able to offer input and assistance.

- Choosing which furniture and personal items will go to the new home. Think comfortable but not cluttered.
- Deciding what to do with family heirlooms that won't be needed or fit in the new home. This is often a sensitive issue.
- Deciding whether to sell, donate or discard furniture or other items that may be tucked away in a garage or store room. Encourage them to let go of items they won't need after the move.
- Scaling down on crockery and cutlery – aim to take no more than a four to eight piece dining set.
- Encouraging them to discard

broken items that they may be keeping to repair at a later time.

- Suggesting that they get rid of old toiletries and medications they no longer use.
- Helping them plan where furniture will be placed in the new home using a scale floor plan and ensuring that they are happy with the arrangement.
- Helping to arrange the physical move with the removal company and ensuring that their goods are insured in transit.
- Planning the move day with them and ensuring that they are taken care of while the movers are busy.
- Arranging meals and beverages during the day and helping them to settle in before their first night in their new home.
- Finally, participating in the important ritual of saying goodbye to the old home with its many memories.

At Evergreen, we're here to help your parents get settled into their new home. On request, our staff will be on hand to help with the move, hang pictures and rails if necessary, and make sure that your parents are looked after. And our village managers will be there to welcome them, show them around their new neighbourhood and make them feel at home.



**ON REQUEST, OUR STAFF WILL BE  
ON HAND TO HELP WITH THE MOVE.**



# How can you assist with the transition

## TO A RETIREMENT VILLAGE?

Moving house is always difficult and investing finite retirement funds in a scaled down home or a retirement village even more so. During this often difficult and stressful time, your parents may need to rely on your help and support.

Understand that they'll be going through a psychological transition and may have to let go of many things that are important to them – their family home, a familiar area, leadership roles they used to hold. Unfortunately, aging often means losing some of the things we hold dear, but once we acknowledge that change is the normal rhythm of life, it becomes easier to accept.



**BE SUPPORTIVE, OFFER ADVICE AND BE THERE FOR THEM WHEN THEY NEED YOU.**







# WE ARE EVERGREEN

There is no substitute for experience and our management team has more than a decade of hands-on experience developing, owning and managing retirement villages in South Africa. For us, only the best will do and you should expect nothing less.

We have been working with the Life Right purchase model since 2008, and we believe that we understand it better than most. We have not only delivered the benefits of the Life Right to our residents, but have also enhanced the value proposition to include non-

standard benefits like flexible pricing, the option to liberate emergency capital, facilitating cashless transfer from house to apartment, so that a resident can match their lifestyle to their life stage, and much more. Our promise of a Partnership for Life means that you will never be alone.

Our shareholders, the Amdec Group and the PSG Group, are financially strong and have been around for many years, so a Life Right agreement with Evergreen provides tremendous peace of mind financially.



## GET IN TOUCH

We'd love to show you and your parents around one of our villages, so that you can experience Evergreen for yourself.

To arrange a visit, please get in touch with us on one of the following:

- Call Sharon on 087 808 7000.
- ✉ [info@evergreenlifestyle.co.za](mailto:info@evergreenlifestyle.co.za)
- 🌐 [www.evergreenlifestyle.co.za](http://www.evergreenlifestyle.co.za)
- 📘 [/evergreenlifestyles](https://www.facebook.com/evergreenlifestyles)
- 🐦 [@Evergreen\\_LV](https://twitter.com/Evergreen_LV)

We look forward to welcoming you.