



Having the Retirement Village Conversation

A guide to assist friends and family to have the conversation around retirement living.

Understanding the Journey

Having a conversation with your parent(s), or friend, about moving to a retirement village is one of life's more challenging discussions. It's natural to feel apprehensive. You're not trying to take away their independence; you're hoping to help them maintain it in a safer, more supportive environment with a better lifestyle.

Remember: This conversation is about enhancing their quality of life, not diminishing it. Approach it with love, patience, and respect for their autonomy.

Before the Conversation

Preparing Yourself

Do Your Homework

- Research options thoroughly (like Glenfield Grange)
- Understand the financial aspects
- Visit villages yourself first if possible
- Read the village comparison documents (every village has one)
- Prepare information to share and discuss

Check Your Motivations

- Are you responding to real concerns or your own convenience?
- Have there been specific incidents or gradual changes?
- What does your parent/s actually need versus what you think they need?
- Do they have an existing "care package"

Timing Matters

- Choose a relaxed, private moment
- Avoid holidays, stressful periods, or immediately after incidents
- Allow plenty of time, don't rush
- Consider having the conversation at their home where they feel secure

Starting the Conversation

Opening the Discussion (Without Causing Defensiveness)

Instead of saying:

- "You seem overwhelmed."
- "I'm worried about you."
- "You should downsize."

Try saying:

- "I've been thinking about ways to make life more enjoyable for you and allow you to travel more."
- "I came across this beautiful community and thought of you."
- "How are you feeling about managing everything at home these days?"

Conversation Starters That Work

1. **The Future-Focused Approach** "Mum/Dad, I was wondering what your thoughts are around what you'd like the next chapter to look like? What would make you happiest?"
2. **The Observation Approach** "Has the garden/maintenance been more challenging lately. How are you feeling about it?"
3. **The Dream Approach** "If you could design your ideal lifestyle right now - less worry, more time for the things you love - what would that look like?"
4. **The Information Approach** "Glenfield Grange is quite different from typical retirement villages. Would you be open to hearing about it?"
 - a. It has vast gardens that are all maintained for your enjoyment. The gutters are cleaned so there is no work to do.
 - b. The village will allow you to downsize and travel, knowing everything is safe and secure.
 - c. The village will allow you to enjoy activities rather than be spending every day maintaining gardens and a big house.

Questions to Explore Together

Understanding Their Perspective

Ask open-ended questions and **truly listen** to the answers:

About Current Lifestyle:

- "What parts of your day-to-day life bring you the most joy?"
- "What tasks or responsibilities feel burdensome lately?"
- "Are there things you'd like to do more of but can't because of home maintenance?"
- "How do you feel about your social connections right now?"

About Their Concerns:

- "What worries you most about staying in the house?"
- "What would concern you about moving somewhere new?"
- "What does independence mean to you?" (This is crucial - understand their definition)
- "What would you need in order to feel at home somewhere new?"

About Their Values:

- "What matters most to you in where you live?"
- "What would you never want to compromise on?"
- "How important is it to own your home versus lease it?"
- "What does security and peace of mind look like to you?"

Addressing Common Concerns

"I'm not ready to scale down"

Response: "This isn't a nursing home - it's independent living where you own your villa and land, just like your current home. You have complete freedom without the maintenance burden."

"I don't want to lose my independence"

Response: "Actually, this could give you more independence - no lawn to mow, no gutters to clean, no worrying about home security when you travel. You'd have time to do what you actually enjoy."

"I can't afford it"

Response: "Let's look at the financials together. When you factor in your current home maintenance, rates, insurance, and repairs, plus the fact that you'd own the property at Glenfield Grange, it might be more affordable than you think. When you sell your current property, you'll have more options financially and money to enjoy."

"All my memories are here"

Response: "Your memories go with you, and you'd be creating new ones. Plus, you'd be taking your favorite belongings and creating a home that's uniquely yours - just more manageable."

"I don't want to live with 'old people'"

Response: "Glenfield Grange residents are active, independent people who've chosen to simplify their lives. It's a community of like-minded individuals who still drive, travel, and live full lives - they just don't want to worry about maintenance. Some of the residents are still working, as the minimum age of entry is only 65."

Introducing Glenfield Grange

Why Glenfield Grange Is Different

When the time feels right, share these unique advantages:

Ownership, Not Renting: "At Glenfield Grange, you actually own your villa AND the land - it's freehold strata title. This isn't like renting in other retirement villages. You're a property owner with a real asset."

Space and Beauty: "It's the most spacious retirement village in Toowoomba - 8.5 acres with only 64 villas. Beautiful gardens everywhere, reflecting Toowoomba's Garden City heritage. Every villa is unique."

True Independence: "You'd have your own villa with your own exclusive courtyard. The only difference from your current home is that all the outside maintenance is handled for you."

Security Without Intrusion: "Nightly security checks mean you're safe and secure, but there's no one hovering over you. You come and go as you please."

Convenience: "Located in Middle Ridge with shopping, medical facilities, and cafes all close by. Plus, there are convenient transport options for outings and shopping trips."

The Perfect Transition: Glenfield Grange provides the perfect 'stepping stone' to independent living. The village is for people who wish to continue living independently, even if they have a 'package' and require occasional assistive support.

The Next Steps

Moving Forward Together

If They're Interested:

1. **Suggest a No-Pressure Visit** "Would you like to just take a drive by and see it? No commitment - just a look."
2. **Arrange a Village Tour** "The Village Manager offers personal tours. We could see the different villa styles and gardens together."
3. **Meet Current Residents** "It might help to talk to people who actually live there - hear their honest experiences."
4. **Review Finances Together** "Let's sit down with all the financial information - what your current home costs to maintain versus what this would look like."

If They're Resistant:

- Don't push - leave information and give them time
 - Revisit the conversation in a few weeks or months
 - Watch for changes in their ability to manage
 - Keep communication open and judgment-free
-

Important Reminders for You

Things to Remember

- ✓ **This is THEIR decision** - You can inform and support, but ultimately it's their life and their choice
- ✓ **Multiple conversations are normal** - Rarely does someone decide immediately. Be patient.
- ✓ **Emotions are valid** - Both theirs and yours. It's okay if the conversation gets emotional.
- ✓ **Timing varies** - Some people need a crisis to prompt change; others plan ahead. Identify which is most likely.
- ✓ **Respect their pace** - Pushing too hard can backfire and create resistance.
- ✓ **Celebrate the positive** - Frame this as a new chapter, not an ending.

Contact Information

Glenfield Grange Retirement Village

Have you been thinking about making life easier and more enjoyable?
If so, Glenfield Grange Retirement Village management would like to meet with you.
Come and take an obligation-free tour of our beautiful village to have a conversation about retirement.

Address:

12 Glenfield Court
Middle Ridge, Toowoomba QLD 4350

Phone:

General Enquiries: 1800 011 004
Village Management: 07 4636 4945

Website:

www.glenfieldgrange.com.au

Village Tours:

Available daily between 12:00pm - 2:00pm by appointment
Private inspections can be arranged at your convenience

A Final Word

Moving to a retirement village is a significant life transition and it's natural for it to feel overwhelming, for both you and your parent/s. Approach this conversation with empathy, patience, and respect.

Your parent/s have lived independently for decades. Honour that independence by involving them fully in this decision. Present information, share your concerns lovingly, but ultimately trust them to make the choice that's right for them.

Sometimes the most loving thing we can do is plant the seed and give it time to grow.

*Relax, Live & Enjoy Your Retirement - **Glenfield Grange***