

Questions for choosing a Certified Senior Community Advisor?

1. Are you independently owned or are you part of a franchise?
2. Do you receive compensation from 3rd parties?
3. Will your recommendations be unbiased and not based on advertising fees, directory listings, or “pay to play” editorials?
4. Are you contractually obligated to anyone?
5. Are you contractually aligned with a nonprofit?
6. Do you have to meet a sales quota?
7. Do you actually go to each site and check to see if the operations are as stated? In other words, “boots on the ground”?
8. Do you offer one on one, in-person service?
9. Do you research all alternatives?
10. Can you legally make recommendations?
11. Do you deliver a custom, comprehensive portfolio?
12. If so, how many properties will be listed?
13. Do you offer pre and post move assistance?
14. How much will you charge for this service?
They should not be charging you for this service. They are compensated by the place you choose at a fair rate.
15. Will you double check to make sure I get a fair rate or take advantage of any “specials”?

16. Do you check a facilities licensing?

17. Are you a licensed Senior Real Estate Specialist?

18. What other certifications do you have that qualify you for this job?