

# *Sierra Pointe Seminars*

Scottsdale's Finest Luxury Rental Retirement Community  
14500 N. Frank Lloyd Wright  
480-767-9800

## **Saturday, October 17**

*11:00 a.m. Seminar*

*1:00 p.m. Brunch (free)*

### **Rental vs Buy-In**

*What's the difference and which is right for you?*

### **Featured Speaker: Tom Mertensmeyer, President, Senior Financial Benefits**

If you or a loved one is considering moving to a retirement community and are exploring the differences between a rental and lifecare community, this seminar is for you. Tom Mertensmeyer, president of Senior Financial Benefits and a recognized financial consultant with 30 years experience, is a professional leader and advisor in the retirement housing industry. With facts, figures and humor, Tom explores the financial differences between these to help you determine which is best for you.

Call 480-767-9800 for reservations.  
Valet parking for your convenience.

## **Sunday, November 15**

*1:00 p.m. Brunch (free)*

*2:00 p.m. Seminar*

### **Selling Your Home in Today's Market**

*How to do it and why you should do it now.*

Waiting on the economy? Challenging times create many questions. What if I wait too long? What if Congress takes away the current tax free capital gain? If you haven't looked at these questions from a fresh point of view, you may have more reason to be motivated than you thought. Don't put your life on hold!

### **Featured Speaker: Tom Mertensmeyer, President, Senior Financial Benefits**

Tom Mertensmeyer, a financial consultant with 30 years experience, is a recognized leader and advisor in the retirement housing industry. Bringing facts, figures and a fine sense of humor, Tom presents a financially compelling and clear case for selling your home now.

### **Marti Hedges, Interior Designs and Staging**

Learn what staging is and how to make your home look like a model for sale. See before and after photos that give you great tips you can easily do yourself.

### **Teri Strawbridge, Su Casa Team**

Are you getting what you need and deserve from your realtor? Learn how to choose and be a partner with the realtor who's right for you.

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