



## SRES® Outstanding Service Award

An SRES® Outstanding Service Award recipient must have shown extraordinary performance and presence in their respective community; demonstrated that they are a source of knowledge and expertise in working with the senior market; and must have shown exceptional principles and furtherance of the principles of good practice among REALTORS® and the 50+ market.

### Jill Hart, SRES®

A relative newcomer, Jill's specific objective for becoming a REALTOR® in 2015 was to help the 55+ demographic. From living with her grandmother as a child, to making sure her own children saw the value of the wisdom their elders had to share, to being actively involved with non-profit organizations that provide services to seniors, the thread of honoring this generation has been woven into her life.

Through conversations with adults making transitions from a long-time home, she identified a need for a REALTOR® in the community who understood the physical and emotional nuances of a move late in life. A business acquaintance was wildly supportive of Jill's quest for finding a professional agent with the demeanor to serve the senior demographic and encouraged Jill to get her real estate license saying she would be the perfect person to fill that role. That marked the beginning of her journey helping senior clients navigate housing transitions.

Jill authored and published a book, *Downsizing With Heart* which she provides to clients to help them through the process of making decisions related to downsizing. She hosts workshops on a variety of topics to help the senior community at large. Homeowners planning to sell appreciate her ability to identify and work through their "sticking points". Buyer clients benefit when she leads them to think realistically about their future needs.

Jill is the 2020–21 Board Chair for the Council on Aging of Henderson County whose mission is ensuring no one ages alone. She co-chairs TRIAD Henderson County, partnering with local law enforcement to educate seniors about fraud and elder abuse. Jill also serves on the Board of the Blue Ridge Literacy Council which provides literacy programs for adults.

Jill is a broker with Blue Ridge Real Estate, a boutique firm serving the Western North Carolina market.