

SNAP Shot: Jill Kearney

My company is Senior Moves by Design, located in the Lehigh Valley of Eastern Pennsylvania (Allentown area).

I have been a Senior Move Manager for almost 5 years (2 years before I found NASMM!).

Before I was a Senior Move Manager, I was a re-designer & real estate stager and marketed green technology to improve "sick buildings."

I got into this business because I was asked to (by my first clients!).

The greatest challenge in my Senior Move Management business is keeping a close eye on the quality of service we provide, as we add team members and as the company grows.

This profession has taught me you can find some way to share joy in every situation: By holding a hand, using humor, providing a hug or a listening ear. Just because moving can be strenuous, doesn't mean we cannot come in and wrap our arms around the family and make it a joyful transition. (We do it all the time... and get letters to attest to it!)

I grew up as an only daughter between two brothers. My mom took care of her mother-in-law and later so did I. She said her friends say, "No DIL does that!" And I told her... "YOU did!" Growing up, I was extremely shy and nervous, and I only found my voice and my power when I started working in corporate life, as one of just a few women in an engineering corporation. I used my differences to stand out and make a difference and encourage others today to do the same!

I will never ask a client to "get rid of junk."

Moving seven times myself actually helped me prepare for this career.

The one senior move job I will never forget involved a man who greeted me the first day, in full depression, saying "I am somewhere between stuck and totally stuck." After measuring all of his furniture, I asked him to tell me the story of his late wife. Slowly, he came back to life. Three weeks later, we moved him from the "sick house" where she died, into a new home. He became one of the most positive people we know and he attributes it to us! My then 17-year old daughter said, "Mom, remember how you said you always wanted to do something important? Well, this is really important stuff." (Sigh!)

If my life has a soundtrack, it's a Broadway musical! Lots of action and some singing along the way certainly helps!

My favorite movie is *The Holiday* because I love taking off on new adventure and seeing who I will meet!

My favorite place I've ever visited is Chatham, Massachusetts on Cape Cod. I hope to retire there.

I refuse to settle for mediocrity.

I believe this business is all about touching lives in a beautiful way, especially when they're not expecting it!

I'm good at Senior Move Management because I am passionate about what we do, have a great eye for design, I love grandparents (I only knew one of mine!) and I'm very organized.

When I'm not doing Senior Move Management, I am purging and reorganizing my own home. (How is it that the "shoemakers kids are always Barefoot!?" Haha!)

