



For the Klavers, The Grass is Truly Greener at Willow Valley



*Kristin Hambleton,
Sales Manager*

*Residents Martin
and Doris Klaver
enjoy the North
Courtyard Gazebo.*

Manor North Residents Martin and Doris Klaver had lived in a New Jersey retirement community but soon realized that as their needs changed, they could lose independence. Future limited mobility meant that if either spouse needed healthcare—a seven-mile drive from their cottage—they would be separated and dependent on others.

The Klavers wanted a residence with support and services in place, and where healthcare and independent living were nearby; so they reserved an apartment at another New Jersey retirement community. Later, Martin and Doris visited Willow Valley Retirement Communities prompted by a Willow Valley luncheon invitation. Due to the distance, they were invited for a “Be Our Guest” (BOG) overnight stay.

The BOG stay gave them the chance to experience the lifestyle. The Klavers, impressed with their guest apartment and the close proximity of amenities, changed their mind about moving anywhere else.

It was during their personal appointment with Sales Manager Kristin Hambleton that the Klavers expressed their desire to move to a residence that had all the amenities (such as pharmacy, dining room, bank, and activity room) on the same floor.

Kristin took them to see the apartments in Manor North that featured these amenities. Doris immediately fell in love with a two-bedroom deluxe apartment with a study that faced the courtyard.

When the Klavers compared costs they were surprised to discover that Willow Valley cost 40% less than the New Jersey community where they had reserved an apartment.

One aspect of the BOG experience that the Klavers enjoyed the most was the interaction with the Residents. They got a chance to meet other Residents and ask them questions. Martin says “Staying over gave us the window we needed to see what life is like here.” Doris concurs, “Willow Valley Retirement Communities is exceptionally well run.”

“A lot of people don’t consider the future. The key here at Willow Valley is that you won’t lose your independence, you’ll gain it.” *Martin Klaver*