



## 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.

### SRES® Designee **Tori Vaughan, SRES®**

Tori earned her SRES® designation in 2012, after spending many years as a senior healthcare manager for Assisted Living communities, Memory Care Communities and Skilled Nursing Centers. She is a Certified Relocation and Transition Specialist® and a Certified Senior Advisor®, along with being an Associate Broker at ERA Ben Porter in North Alabama.

Tori's extensive senior healthcare background, B.S. in Psychology and core studies in Gerontology, all helped her to recognize the true need for specialized services for the aging population in our communities. She is an advocate for seniors, and is involved in local groups such as Caring Connections (committed senior service professionals) and an Alzheimer's Advisory Committee, in addition to partnering with a local Elder Law attorney to present the education program "*Stepping Into Your Future*"©, to local senior healthcare communities.

Tori authored and published the "*MOVING COMPANION*"© guidebook to assist seniors and their families during the complete senior transition. She also authored and developed "*Your Senior Move Partner*" ©, a licensed business development program for fellow SRES® agents to gain the confidence and motivation to launch their businesses and cultivate their own referral networks. This was a labor of love, and she saw her listing referrals increase by 90% within the first two years. Her philosophy is that although she can assist many seniors and families in her own market, if she helps other agents to do the same thing, the effect can be exponential and create a wonderful ripple effect. "We are a big civilization, comprised of many different communities. All of us combined, each SRES® agent who is involved and engaged in this process, makes a great TEAM of professionals to offer much-needed services. We are united in

our purpose: to meet the needs of our senior neighbors and be able to deliver the best services to them. Together, we can make such a difference and change lives for the better. This is a humbling thought, but the one that drives me and blesses me every day.” In keeping with her favorite Vince Lombardi quote, “Individual commitment to a group effort – that is what makes a team work, a society work, a civilization work.”

Tori believes that each day we should aspire to create and deliver solutions for the many obstacles that transitioning seniors face, and partner with them as they navigate the process.

“Working with seniors and their families during a transition is the most challenging, yet rewarding, experience for me. I’m blessed to be an SRES® agent and to provide resources to other SRES® agents to make a difference in the lives of others!”