



## **How to Say It to Seniors** **David Solie**

### **Reviewed by Patty Scotten**

**How to Say It to Seniors** by David Solie is an excellent guide for persons who deal with older adults, whether it is within their families or the context of their work. I regret that I read the book after both of my parents had died; I could have used many of the strategies described in the book when dealing with my parents, particularly while they were experiencing multiple losses during the time of their declining health.

Originally, psychological research focused on the developmental stages of children and later was extended to the developmental stages of adulthood. The author begins his book with an overview of the developmental stages one undergoes in late adulthood. As human beings, we often interact, respond, and make decisions from the platform of where we are within our life experience and developmental stage in life. Solie enlightens his reader to those various stages and creates empathy for the emotions that often accompany each stage.

One of Solie's premises is that older adults will experience a feeling of loss about many things, including:

- Loss of identity, power, or status when one retires from their job
- Loss of loved ones and friends
- Loss of some physical capabilities
- Possibility of reduction (loss) of income

A series of these losses can result in a feeling of loss-of-control or mastery over one's life.

David Solie suggests a variety of creative approaches to incorporate within conversations with senior adults, not the least of which is instilling a language of empowerment. I have found utilizing this type of language in the sales process of retirement communities is gladly received by the prospect who is naturally an older adult.

**How to Say It to Seniors** is an excellent read for those dealing with older adults, in order to gain guidelines for personal and work-related communications.



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