

 (269) 276-4055

heritagecommunity.com



HERITAGE
COMMUNITY

OF KALAMAZOO

November 2022



HERITAGE TODAY

EXPERIENCE THE FUTURE OF RETIREMENT LIVING

MONTHLY news

FROM THE HERITAGE TEAM



Greetings!

Welcome to *Heritage Today*, a newsletter created exclusively for those interested in independent living at Heritage Community of Kalamazoo. As we approach Thanksgiving, a season of celebration, fellowship, and gratitude, the Heritage team would like to take a moment to thank you for your interest in this long-loved community!

As one way of showing our thanks, we are continuing to offer our special, limited-time holiday pricing incentive on select residences at The Artisan. Make your deposit by December 31, and you'll save \$300 per month on your monthly fee. This Thanksgiving, give yourself the gift of a secure future at an affordable price. To schedule a tour of The Artisan, call Sales Counselor Joe Pennington today while inventory lasts. You may reach Joe by calling 269.276.4055.

Or, if you aren't ready to move just yet, or you have your eye on a certain residence that isn't yet available, join Our Inner Circle. By placing a nominal, 100-percent refundable deposit, you'll have first dibs on reserving the residence of your choice as it becomes available, while gaining access to a wealth of benefits as you wait. See *A Word About Our Inner Circle* for details.

As a reminder, you're invited to join us for the much-anticipated Revel Creek Grand Opening Celebration on November 9. Then, be our guest at one or both of our Holiday Housewarming events on December 6 and December 8. See *Prospect Events* for event details.

In other news, see *Community Updates* for photo highlights of life on campus. Read this month's *Spotlight* to meet brand-new Revel Creek resident Bob Escamilla as he shares his experience of living at Revel Creek so far. Peruse *Common Questions* to learn about limited availability at Revel Creek, moving-support services to make your move to Heritage as seamless as possible, and details of The Artisan's holiday pricing incentive on select residences. And finally, learn about our *Staycation* program, where Heritage Community becomes your vacation destination for three free days. And find out how you can earn \$1,000 when you help us grow our Heritage family in the *Friends to Neighbors* section.



Warmly,
The Heritage Team



"Gratitude makes sense of our past,
brings peace for today,
and creates a vision for tomorrow."

~ Melody Beattie

**Celebrate the Season with Holiday Pricing Incentive:
\$300-per-month Savings on Select Residences
at The Artisan until Dec. 31st.**

Call Today to Learn More! Inventory is Limited.

a WORD ABOUT OUR Inner CIRCLE



YOU'RE THE FUTURE OF OUR HERITAGE

Welcome to Our Inner Circle, a special Circle created for those who are planning for a future move to Heritage Community, and who are awaiting the availability of a specific residence of choice.

By placing a nominal, 100-percent refundable deposit and becoming a member of Our Inner Circle, you will have first dibs on reserving your preferred residence as it becomes available. And while you wait, you will gain access to a wealth of financial and lifestyle benefits, including exclusive invitations to Heritage Community's events and activities. This means you'll have an opportunity get to know the current residents and fellow future residents, allowing you to become a part of our community and to start building friendships before you move in.

With the recent opening of our all-new independent living residential building, Revel Creek, and with continued interest in The Artisan, residences at Heritage Community are in high demand. As you await the residence of your choice, Our Inner Circle is where you want to be.



**Join Our Inner Circle today—
and reserve the residence of your choice.**

Take advantage of the many benefits listed below.* The financial benefits are only available if you join within 30 days of your first appointment with a Heritage Community Sales Counselor. So, call today to place your fully refundable deposit!

Members of Our Inner Circle receive exclusive benefits, including

- First monthly fee waived upon move-in
- \$2,500 credit to cover moving costs or personalization of your residence
- Lifetime discount of \$100 off second-person monthly fee (Certain stipulations apply. Please ask a sales counselor for details.)
- The right to reserve the residence of your choice at any time
- Exclusive invitations to member events and dining opportunities
- Access to the fitness center including one complimentary training session
- Entrance to monthly community events and scheduled entertainment
- Priority access to healthcare, including skilled care and rehab, should you need it before becoming a resident
- And more!

To learn more about joining Our Inner Circle in time to receive limited-time financial benefits, please contact us any time at 269.276.4055 or visit our website: <https://bit.ly/ziymSpi>

**This offer cannot be combined with other offers.*



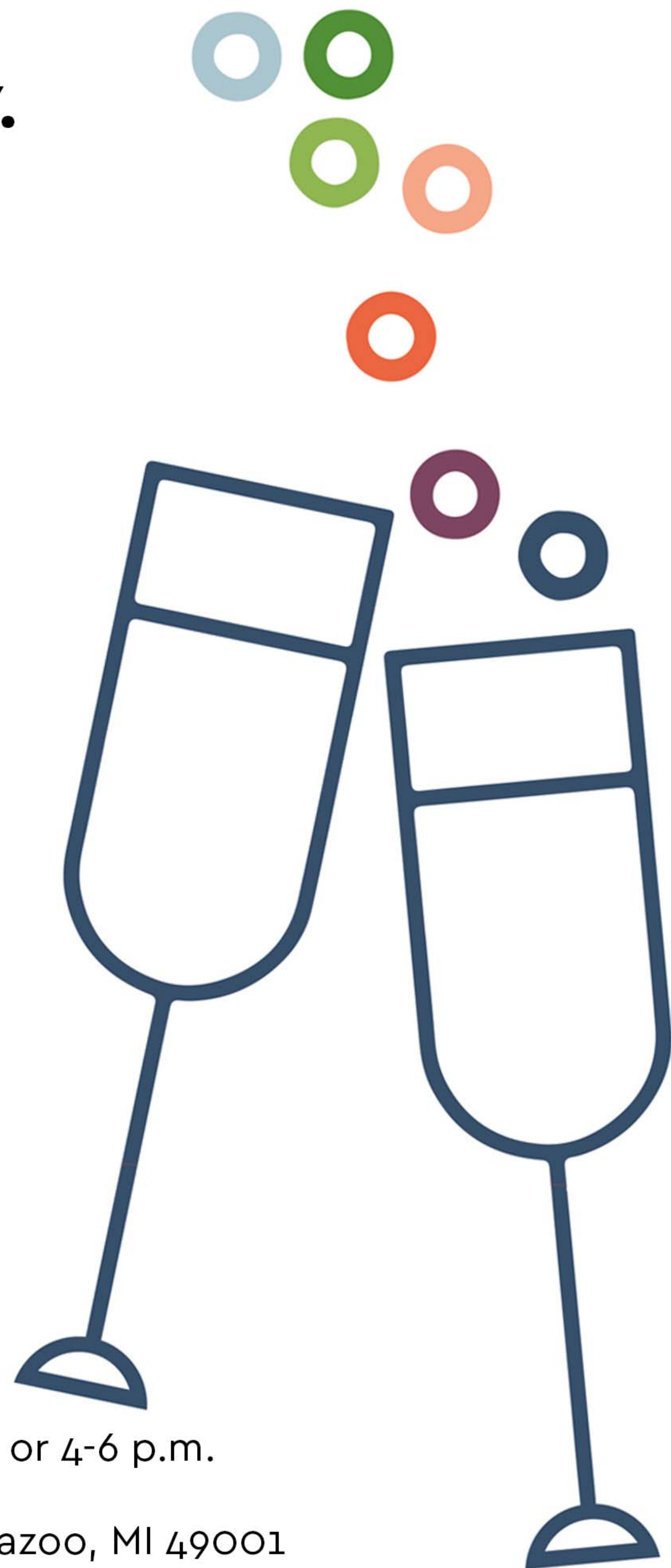
PROSPECT events

Revel Creek Grand Opening Celebration & Tour
Wednesday, November 9

IT'S TIME FOR SOME REVELRY.

It's been years in the making. And, today, we couldn't be prouder to share a first look at Revel Creek with those who have supported this bold venture with their interest and enthusiasm.

Please be our guest for this celebration and tour of our beautiful new residences and common spaces. Now you can truly be a part of Kalamazoo's newest and most exciting senior living experience.



When: Wednesday, November 9 |
10 a.m.-12 p.m., 12-2 p.m., 2-4 p.m., or 4-6 p.m.

Where: Revel Creek | 500 Revel Run, Kalamazoo, MI 49001

RSVP: To RSVP, kindly call 269.367.2555 or go online at heritagecommunity.com/events. Please indicate your preferred time. Space is limited.

Two Holiday Housewarming Events Tuesday, December 6 & Thursday, December 8



'TIS THE SEASON TO JINGLE & MINGLE!

The most festive way to kick off the most wonderful time of the year is by visiting our winter wonderland and experiencing a taste of our community firsthand, including the all-new Revel Creek. Our sensational culinary team is pulling out all the stops to showcase the season with cuisine that will send your taste buds soaring as you mix and mingle with future friends and neighbors at our two Holiday Housewarming events.

Celebrate with a mouthwatering brunch at **The Artisan**, a cocktail soiree at **Revel Creek**, or **join us for both!** Each gathering will feature savory and familiar favorites that blend classic flavors with the luxury of restaurant-quality cuisine. Attendees at each gathering will also have the chance to win a specially curated holiday gift—a private, chef-prepared dinner for you and your friends, right in your own home.

Please be our guest at one or both Holiday Housewarming events, and bring your filled-out Raffle Entry Ticket included in your mailed invitation, for your chance to win a Private Chef Dinner at your home!

A winner will be chosen at each event.

Limit one entry per household.

BRUNCH AT THE ARTISAN

When: Tuesday, December 6 | 10:00 a.m.

Where: Heritage Community | 2300 Portage Street, Kalamazoo, MI 49001

AND

COCKTAIL SOIREE AT REVEL CREEK

When: Thursday, December 8 | 4:00 p.m.

Where: Revel Creek | 500 Revel Run, Kalamazoo, MI 49001

RSVP: Call 269.367.8051 or visit heritagecommunity.com/events.

(Attendance will be limited and will follow all current state and local CDC guidelines.)

COMMUNITY UPDATES

ROOTED IN HISTORY. FOCUSED ON YOUR FUTURE.

CAMPUS LIFE FLOURISHES!



CRUISE WEEK CELEBRATION

In October, residents of The Artisan and Revel Creek shared in the fun of "Cruise Week Celebration" events, including our Hawaii-themed Captain's Dinner featuring a strolling violinist, as well as Casino Hour where they enjoyed roulette and blackjack.



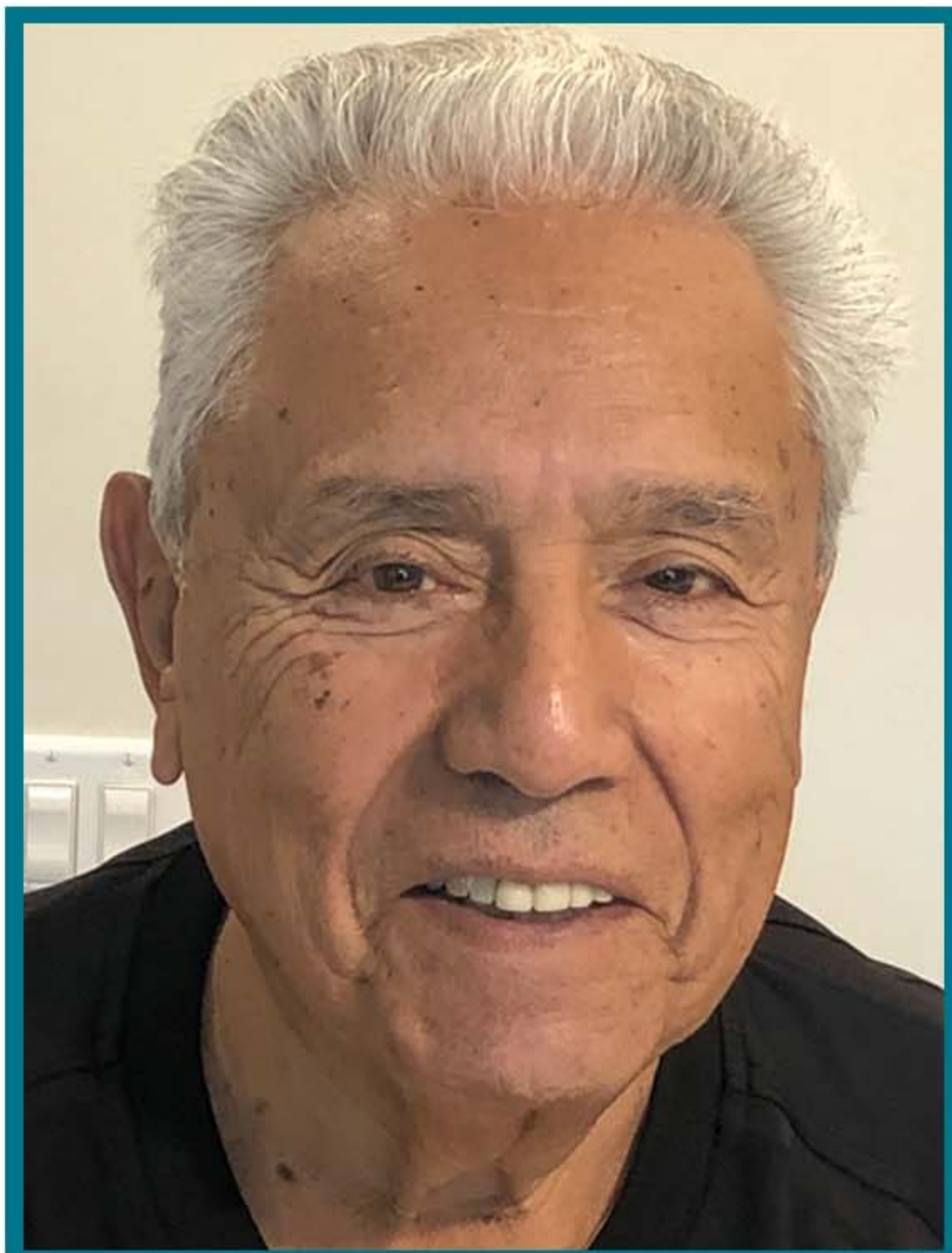
YOGA IN THE WELLNESS ZONE

Residents turned out in numbers for this rejuvenating yoga class—a great use of the new Wellness Zone, one of two adjoining rooms that make up The Artisan Wellness Center. The space is used for fitness classes, mindfulness and meditation, and individual wellness offerings.



HERITAGE COMMUNITY SPOTLIGHT

Meet Brand-new Revel Creek Resident, Bob Escamilla



A Fresh Start for this Family Man

Among the first wave of new residents to move into Heritage Community's brand-new independent living residences, Revel Creek, Bob Escamilla has already created a life for himself here. But according to him, he's just getting started.

Humble Roots

Born and raised in Detroit, Michigan, Bob is one of twelve children. "My dad and mother came here from Mexico," he says, "and we didn't have two dimes to rub together." While material comforts were sparse, Bob's parents worked hard and became pillars of the community. They were active on committees at four

different Catholic churches in their neighborhood, and they were even chosen by their church communities for the honor of receiving communion from the pope. Bob's dad, who served as president on all four committees, went back to school at age 73 and earned his high school diploma at age 75, and became an avid public speaker through his various leadership roles in the community and by taking a Dale Carnegie Course®.

After graduating from high school, Bob went through trade school to become a printer. He worked his way up through the ranks, eventually ending up in sales. "I said, 'You've got to be kidding me. I don't know sales.' But I know printing. So, I printed up a business card and got to work," he recalls. Early in his sales career, Bob landed a meeting with The Upjohn Company. "I hit it off well with the purchasing agent," he says. "He placed 12 orders that day, and that changed my life. I became a salesman. I was very fortunate, and I loved sales."

Family Ties

The other great joy of Bob's life has been his family. While building his career, he was happily married to his late wife, Shirley, with whom he had six children. After Shirley passed away, Bob eventually married his second wife, Viola, welcoming her and her two children to his already-large family. They, too, had many blest years together, until Viola passed away 14 years ago after a long struggle with Alzheimer's. For the last 11 years of her life, Bob was her caregiver, providing comfort and support to her throughout. In addition to his eight children, Bob also has 15 grandchildren and 19 great-grandchildren—and counting. "They're still coming," he smiles. "One was born yesterday, and another is due in a month and a half."

The Next Chapter

After Viola passed away, Bob took up golf as something to do during the day and as a way of meeting new people. "It was a good way to make friends," he says, reflecting on his 14 years as a member of the golf course. But while his days on the course were fulfilling, his evenings were still somewhat lonely. "I thought, 'What am I going to do at night?' And that's when I started looking at senior living communities."

So, along with two of his daughters and one of his sons (who happens to serve on the Board of Directors for Heritage Community of Kalamazoo), Bob began canvassing communities in the area that had a good reputation. "Of all the places we looked at, I knew this [Heritage Community] was the place for me," he says. "I'm 87, but I don't act 87. I'm very active. And this new concept here at Revel Creek is what I was looking for. They told me when I decided to move here, 'Bob, you are going to be one of the oldest people moving into the new building, but we think this is where you belong.' They were right. I love my place here."

Life at Revel Creek

Bob moved to Revel Creek six weeks ago after living for a couple of months at The Artisan, the other independent living building on campus, as his Revel Creek residence was being finished. "I have so many new friends since moving to Heritage," says Bob. "I still go over to The Artisan almost every day to use the Wellness Center while the Revel Creek Wellness Center is being completed. I made friends there, too. They can't get rid of me. I love it."

Making friends was one of Bob's primary goals in moving to Revel Creek. "I try to meet as many people as I can when I go to dinner in the evenings," he says. "If I don't know someone, I go sit with them to get to know them. It's wonderful for people my age to have this source of companionship. In fact, I just got a call from some neighbors inviting me to a get-together on Saturday night. That's what I like about this place. I'm just getting to know them, and they've already invited me to be part of their event."

Another driving force in Bob's decision to move to Revel Creek was his active lifestyle. "At Heritage, there is something going on all the time," he says. "I told my daughters, 'Living here is like being on a cruise ship. Every morning, you get a schedule slipped under your door listing all the activities of the day. You can join in, or you can lay in the sun.'" Music classes, professional performances, and holiday festivities are just a few of Bob's favorite Heritage pastimes so far. "Today at five o'clock, I'm going to a Revel Creek mixer with drinks and appetizers. Then, at half past seven, there's jazz and blues on guitar and vocals. That's where I'm going to be. And after my first choir practice last week, I'm already hooked. I have choir practice again tomorrow." While Bob rehearses Christmas caroling in the hallways, he's also looking forward to inviting his grandkids to Heritage for trick-or-treating on Halloween.

When he's not busy being a social butterfly, Bob can be found enjoying the comforts of his new Revel Creek residence. At 900 square feet, Bob's residence feels larger than he expected it to. The open-concept floor plan, tall ceilings, big windows, and light-filled rooms make it appear even more spacious than it is. Bob also enjoys his kitchen with high-end appliances, his storage unit in the underground parking garage, and his beautiful, outside deck, where a patio table and chairs provide seating during the warmer months. "When I moved here, I started over. I wanted all new furniture to make a fresh start," he says. "My daughters color coordinated everything in my house, so I show it off. I like it that much. I never thought I would have this. It's the *crème de la crème* as far as I'm concerned."

Among the things he appreciates the most about his residence is not having to maintain it himself. "I'm not good at fixing things around the house, so I was always having to ask a family member for help," he says. "And at this time of year, I always dreaded the falling leaves piling up. But now, that's not my problem." With Revel Creek maintaining Bob's home and the grounds, he is free to attend music concerts and make plans with friends and family.

"As a brand-new building, Revel Creek is still receiving the finishing touches," Bob says. "There are a few things to be done before it's complete, but in the long run, this is going to be one of the best communities in the country."

COMMON QUESTIONS

AND THE ANSWERS YOU'VE BEEN LOOKING FOR

Q: Now that Revel Creek has opened and new residents have been moving in, are there any Revel Creek residences still available, and how do I schedule a tour?

A: Yes, at the moment, Revel Creek still has a limited number of independent living residences available. However, with the excitement generated by the recent opening and by our upcoming Grand Opening celebration on November 9, those residences won't last long. If you are interested in life at Revel Creek, simply reach out to our Sales Counselor to schedule a time to tour Revel Creek and to view the few remaining floor plans.

- Joe Pennington, Sales Counselor | 269.276.4055

Q: I want to move to Revel Creek, but I'm worried about moving during winter. What moving support services are available to me?

A: We've got you covered—even during Michigan's winter season! In your move to Revel Creek, you will have access to the expert moving services and guidance of Moving Station, our trusted relocation partner. Moving Station's signature program, Moving Made Easy®, provides a number of services, starting with the assignment of a complimentary Personal Relocation Manager (PRM) to provide support, education, and advocacy throughout the moving process. Your PRM will serve as your day-to-day contact and will help with all the key aspects of your move, including providing real estate expertise, tips and tools for downsizing, and moving-day logistics and scheduling. By partnering with a Personal Relocation Manager, you will save time, money, and unnecessary stress, allowing you to get a jump start on focusing on the good things in life.

Q: What are the details of the holiday pricing incentive being offered on select residences at The Artisan, and how do I go about reserving one of those residences?

A: For a limited time, Heritage Community is offering a special holiday pricing incentive on select residences at The Artisan: Make your deposit by December 31, 2022, to save \$300 per month on your monthly fee. Inventory is limited, so call our Sales Counselor today to schedule a time to tour The Artisan, view select residences, and make your deposit.

- Joe Pennington, Sales Counselor | 269.276.4055

STAYCATION:

YOUR VACATION DESTINATION FOR 3 FREE DAYS!



GREETINGS FROM SUNNY KALAMAZOO

Please be our guest at Heritage Community for two free nights and three days of STAYCATION. It's your chance to experience the freedom and security our residents enjoy year 'round. To taste the talents of our culinary team. To meet and converse with potential future neighbors. And to picture a carefree future here in the heart of Kalamazoo.

SAMPLE STAYCATION ITINERARY:

We will customize the details of your stay based on your interests and preferences.

DAY 1:

- Arrival and Welcome—3 p.m.
- Orientation and Team Greeting
- Dinner with a Resident Ambassador

DAY 2:

- Breakfast with a Resident Ambassador
- Personal Fitness Training Session with our Wellness Director
- Lunch with a Sales Counselor & Community Director
- Personal Time or Group/Club Programming
- Dinner with a Resident Ambassador

DAY 3:

- Breakfast
- Departure and Dialogue with Sales Counselor

CALL NOW TO RESERVE YOUR STAYCATION: 269.276.4055

FRIENDS

TO

NEIGHBORS

SOMEONE YOU KNOW WOULD LOVE TO LIVE HERE.



Earn \$1,000 by Growing Our Heritage Family!

As you know, we've been a part of Kalamazoo since 1945, so it's not exactly a secret that life at Heritage Community is something special. But of course, what makes it so special are our residents, friends, and family members. And since people like you know other people like you, we offer the Friends To Neighbors program.

It's simple. Just provide the name and contact information for someone you believe might make a good neighbor—someone who would enjoy and benefit from being a part of our community. If they choose to move here, we'll credit you \$1,000 toward your monthly fee after you move in.

When you're ready to share the Future of Our Heritage with someone who will appreciate it fully, please fill out the form on the following page, and return it to the sales and marketing team.



**FILL OUT THE FORM AND
RETURN IT TO THE SALES & MARKETING TEAM**



SOMEONE YOU KNOW WOULD LOVE TO LIVE HERE.



INTRODUCING THE FRIENDS TO NEIGHBORS PROGRAM.

We've been a part of Kalamazoo since 1945, so it's not exactly a secret that life at Heritage Community is something special. But of course what makes it so special are our residents, friends and family members. And since people like you know other people like you, we've started the Friends To Neighbors program.

It's simple. Just provide the name and contact information for someone you believe might make a good neighbor; someone who would enjoy and benefit from being a part of our community. If they choose to move here, we'll credit you \$1,000 toward your monthly fee. If you're not a current resident of Heritage Community, we'll put the same \$1,000 credit toward their monthly fee once they've made the move.

When you're ready to share the Future of Our Heritage with someone who will appreciate it fully, please fill out the form below and return it to the sales and marketing team.

PLEASE MAKE MY FRIEND A NEIGHBOR.

YOUR NAME: _____ DATE: _____

- YES.** You may use my name when contacting these individuals.
- NO.** I prefer my name to remain confidential.

REFERRAL NAME(S):

NAME: _____

ADDRESS: _____

CITY/ST/ZIP: _____

PHONE: _____

EMAIL: _____

NAME: _____

ADDRESS: _____

CITY/ST/ZIP: _____

PHONE: _____

EMAIL: _____

NAME: _____

ADDRESS: _____

CITY/ST/ZIP: _____

PHONE: _____

EMAIL: _____

NAME: _____

ADDRESS: _____

CITY/ST/ZIP: _____

PHONE: _____

EMAIL: _____





HERITAGE COMMUNITY

OF KALAMAZOO

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