

# How to Use This System

## A note from Karen & Ann

We've designed this system to help you prepare your house for sale in 30 days - *more or less* - by assigning a different task for you to complete each day.

If time is of the essence and you really need to sell quickly, follow our step-by-step instructions. Just keep in mind that, depending on your circumstances, some of these tasks may take more than a day to complete. So your life situation, including work schedule, family commitments, social obligations, and so forth, must be taken into consideration. Pace yourself accordingly. And if you require assistance from a professional with any of your tasks, your service providers' schedules might conflict with yours.

Of course, some homeowners might breeze through each of the tasks in a week or two while others might require several months. It all depends on a broad range of variables such as your budget, the size of your home, how long you've lived there, how much work is needed, etc. Remember this is simply a guide that is based on several years of our own professional experiences working with our own clients. We have found that *most* of the tasks that we're recommending pertain to *most* homes.

Before getting started, we recommend that you review the program in its entirety. This will help you understand the scope of the project and determine the amount of time you'll need so that you can plan accordingly.

We realize every house is different. Not all of the suggestions that we make will be entirely relevant to you and/or your home. This is why **we made this program completely customizable - to fit your unique needs and situation.** It is packaged in a binder so that you can easily rearrange days in a way that works best for you. (Just try to stay within the overall chronology.)

Your lists of resources can be moved to make finding them easier. You can add pages with notes or additional information – or take out pages that aren't relevant. The goal is to ***make the binder work for you.***

Along with the daily tasks, you'll find a multitude of tips and hints that you will surely find helpful. Do you have wallpaper that needs to be removed? Find out how on page 51. Considering doing the painting yourself? Read our do-it-yourself painting tips on page 83. Finding all of this a bit overwhelming? Read the daily *For Your Inspiration* motivational quotes to keep your spirits high.

Check out the inspiring Home Sale Success Stories at the beginning and end of every week – these great stories will definitely keep you on the right track! And see exactly what we're talking about by viewing the photos of beautifully staged rooms, many of which our Success Story contributors have shared. In this case, seeing truly is believing!

Finally, be sure to listen to the CDs of recorded interviews with industry experts from all over the country. You will learn wonderful hints and tips on organizing, packing, and moving, using feng shui to help you sell, overcoming the challenges of selling a vacant home – and so much more! Pop these CDs into your computer or listen to them in your car for additional insight as you prepare your house for sale.

Remember, this isn't a process that can be rushed. It has been our experience that those who are **REALISTIC** about the time it takes to get ready to sell typically enjoy the most success.

If you have a lot of work to do, trying to do it all at once as this will only lead to frustration and discouragement. Pace yourself. Don't be afraid to ask friends and family members for help. And if your budget allows, consider delegating some of the more difficult and/or time-consuming tasks to trained professionals.

Most people find preparing their home for sale quite unpleasant. Try to relax, keep a sense of humor and **stay focused on your desired end result** – the profitable sale of your house. And don't forget to take the time you need to rest!

