



9 Minute Showing Drill

Occasionally you will receive a call to schedule a showing to take place within the next few minutes. The following is a checklist for this type of a panic.

- SOUND:** Turn off the television and tune the radio (low volume) to a soft rock, light jazz, middle of the road classic rock station.
- SIGHT:** Turn on every light in the house (day or night) and open every drape and blind (daytime only).
- ODORS:** Heat some frozen pastries slowly in the oven, heat a pan on the stove and then add a few drops of vanilla, or light a pleasant smelling candle to burn.
- KITCHEN:** Wipe kitchen counters. Place dirty dishes in dishwasher.
- BATHROOMS:** Wipe counters, flush and close toilets.
- LIVINGROOM:** Hide magazines and newspapers, remove clutter.
- FAMILYROOM:** Hide magazines, games and newspapers, remove clutter.
- BEDROOMS:** Straighten beds. Hide clutter under bed (not in closet).
- EXTERIOR:** Put away toys and clutter. Keep walk ways clear.
- CHILDREN & PETS:** They can be a distraction, so send them outside to play.
- LEAVE THE HOUSE:** *Sorry, but this is the single most important thing you can do in a showing to help sell your home!! Even if the showing agent insists that it is OK to stay, you must leave. Buyers must get emotionally committed to your home to buy it and they can not become emotional about “Their New Home” if you, the current owners, are still ‘hanging around’. Please, at the very least, go into the back yard... Even better, go to the mall!*

