



## 9-Minute Showing Drill

It may happen that you receive a request to view your home and you do not think it is ready.

This checklist will ease the panic:

**SOUND:** Turn off the television and turn the radio on to 99.1 or 99.9FM with low volume.

**SIGHT:** Turn on EVERY light in the house (day or night) and open EVERY drape and blind.

**SCENT:** Turn on an element on your stove and drop a couple of drops of vanilla extract on the element, if ceramic or glass cook top, use an oven element instead. Then shut off the element after a few seconds.

**KITCHEN:** Wipe counters, place dirty dishes in the dishwasher, empty garbage bin & throw out.

**BATHROOMS:** Damp wipe counters, mirrors, taps and sink bowl, flush toilets and close lids, close shower doors/curtains.

**LIVING ROOM:** Hide newspapers/magazines, remove clutter and straighten sofa cushions.

**BEDROOMS:** Make the beds, hide clutter deep-under (towards the center) of the bed, NEVER in the closet.

**EXTERIOR:** Keep walks clear, remove clutter and all toys.

**GOODBYE:** Sorry, but this is the single most important thing to do in showing your home. Even if the showing agent insists it is ok to stay, you must leave. Buyers must get emotionally committed to your home to buy it and that is hard to do if you, your pets and your kids are there. It IS distracting when you are "hanging around". At the very least go into the back yard (your car in the cold months), even better, go to the local drive-thru for a beverage.

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