

20 Steps to selling your home:

1. **First impression counts**
Take a look out side as if you were the buyer.
2. **Invest some time inside**
Clean all the rooms and get rid of the clutter.
3. **Brighten thinks up**
Open all the curtains and replace burnt out light bulbs.
4. **Open and close doors**
Make sure all the doors open and close as well as cabinets doors.
5. **Safety counts**
Get rid of all those booby traps. Roller-skates, loose throw rugs, extension cords.
6. **Make room**
Clean the attic and basement, put stuff in storage.
7. **Closet case**
Clean all the closets and hang your clothes.
8. **Bathrooms sparkle**
Bathrooms sell homes - does yours?
9. **Dreamy bedrooms**
Freshen up your bedrooms, colorful bedspreads, get rid of excess furniture.
10. **Let the sun shine in**
Open up all your curtains.
11. **Brighten up the night**
Turn on all your lights inside and out.
12. **Crowded scenes**
Don't over crowd, the buyer as they tour through your home.
13. **Leash your pets**
Not all buyers will love your pets.
14. **Think volumes**
Soft quiet music is the only sound buyers should hear
15. **Relax**
Be friendly, but not over anxious to please.
16. **Don't apologize**
Never apologize for your home shortcomings.
17. **Keep a low profile**
Nobody knows your home as well as you do but keep out of the way and save the little extras for the second visit.
18. **Sell only your home**
Don't try to sell your furnishings. Keep that to a later date.
19. **Make showing easy**
Try not to cancel or disallow appointments.
20. **Defer to paper**
When prospects want to talk price ask them to put in writing.