

## 4 Steps to a Stress-Free Sale

Ideally, when you sell your home, you want the process to go smoothly and relatively stress-free. While things may happen that are outside your control, there is a lot you can do to ensure that the selling experience is a good one.

Consider these four steps to reduce worry and stress when listing your home:

**Step 1:** Learn the selling process.

Find out what to expect when the FOR SALE sign goes up. How will viewings be scheduled? Will an Open House be needed? What happens when there is an offer? The more you know, the less mysterious—and, therefore, less stressful—the experience will be.

**Step 2:** Schedule wisely.

Use a calendar to block out times for viewings and other selling-related activities. Be sure to schedule plenty of time to clean and declutter your home before a viewing or Open House. Try not to have a tight schedule during the sales period.

**Step 3:** Anticipate issues.

The more problems you can foresee, the better you'll be prepared to deal with them as they arise. For example, if you know you're going to have a busy week at work, start making plans now to deal with viewings and related matters during those days.



**Step 4:** Make decisions.

Things can move quickly in the real estate market. There might be a few days when there are no enquiries at all, and then suddenly two offers will come in.

Be prepared to make some quick decisions. Fortunately, with sound advice from me as your real estate agent, making those decisions will be a lot easier.

So, follow these simple steps. They'll help make your sale less worrisome and even enjoyable!

## DIY-Friendly Bathroom Makeovers

Want to make your bathroom look fantastic without having to do a major renovation? There are a lot of projects you can do yourself. In fact, there are some improvements you can get done in less than a day that will transform the look and feel of your bathroom. Check out these ideas:

- Update the sink. If you have some basic plumbing knowledge, this is a project you should be able to do on your own. A new sink can make the entire vanity look like new.
- Buy new decor. New shower curtains, towels, window coverings, mats, etc. can transform the look of a bathroom.
- Install new hardware. Replacing cabinet hardware may not seem like much of a change. However, it can have a surprisingly big impact. Shiny new hardware is like jewelry. It stands out.
- Replace the vanity mirror. Even if there are no scratches, an older mirror is like an old pair of glasses. It can become foggy. No amount of cleaning will make it any clearer. When ordering a replacement mirror, be sure that your measurements are exact.
- Paint. There's no doubt about it. A fresh coat of paint makes any room look better.

These bathroom improvement projects can make a huge impact on the look of your bathroom. And, they can all be done affordably and in just a day or two.

## Think, Act... Live!

"Giving into fear doesn't keep you safe, it keeps you from trying, learning and succeeding." Joe Tichio

"The easiest thing is to react. The second easiest is to respond. But the hardest is to initiate." Seth Godin

"Life is 10% what happens to me and 90% how I react to it." Charles Swindoll