

# THE INFORMED Home Buyer/Seller™

## Helpful Advice for Making the Right Move

Issue 9

## Preparing Your Family for a move

There are a lot of preparations that need to be made when you are buying and selling a home. You have to arrange for financing, prepare your property so that it's as attractive as possible to potential buyers, start the process of looking for a new home, and on and on.

A great REALTOR® will help you do all that.

**But there's one item on the list that's as important as the rest: *Preparing yourself and your family.*** You want to make sure everyone is prepared for the excitement – and, yes, sometimes turbulence – of selling a home and buying another. Here are some tips to help you do just that.

### Engage the kids

Get them involved, as much as possible, in the decisions. Ask them to make a list of the features they want most in a new home. Get them excited about the new friends they'll be able to make in the new neighbourhood – and assure them that they can keep in touch with their current friends after the move.

### Stay healthy

With all the additional activities associated with buying and selling a home, it's all too easy to skip exercises, home cooked meals and other healthy activities. Make a commitment to not let that happen.

### Keep up with family time

Like going to the beach with the family on weekends? Enjoy a game of golf with your spouse? Kids involved in soccer, baseball or other sports? Do your best to keep up with these activities.

### Ask for help

Even the most well organized move doesn't go smoothly 100% of the time. When you and your family are feeling some stress, don't be afraid to ask for help. Give your REALTOR® a call!

Want more ideas for making your move go smoothly? Call today.

## Your Property is the Product

They say, "Home is where the heart is." How true! That's why, when selling your property, it's important to realize that your home – *your heart* – is moving to another place. Your current property is now a product that you want to sell quickly, and for the best price possible.

Making that mental transition, however, isn't easy. After all, you probably have at least one fond memory associated with every room in your house!

Here's a tip: Pack up the personal items, such as pictures and trophies. Rearrange the furniture. Make it look like someone else's home.

When you let go of your emotional attachment to your property, you'll be able to be more objective when preparing it for sale.

## Think, Act... Live!

*"The secret to productive goal setting is in establishing clearly defined goals, writing them down and then focusing on them several times a day..."*

*Denis Waitley*

*"The smallest seed of faith is better than the largest fruit of happiness."*

*Henry David Thoreau*

*"Twenty years from now you will be more disappointed by the things you didn't do than by the ones you did do."*

*Mark Twain*