



“New year is the glittering light to brighten the dream-lined pathway of future.”

- Munia Khan

1. Three real estate brokers to interview for the sale of home.

Home inspector(s) to consult to address potential hiccups at inspection.

2. Learn subjects to aid in the sale of my home and decrease home-sale stress.

** Your skilled agent will be able to guide you through mastering the process and steps to sold.*

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|--|--|
| <input type="checkbox"/> The art of multiple offers | <input type="checkbox"/> Home selling process and costs |
| <input type="checkbox"/> Curb appeal | <input type="checkbox"/> Local and national real estate market |
| <input type="checkbox"/> Home showing 101 | <input type="checkbox"/> Home appraisals and inspections |
| <input type="checkbox"/> Easy updates to boost value | <input type="checkbox"/> Staging your home a showplace |
| <input type="checkbox"/> Prepare your home for sold | <input type="checkbox"/> Worst-case contingency plans |

3. Tools to tackle home selling procrastination.

- a. Breakdown big goals or projects into smaller step-by-step tasks.
- b. Start and complete a few of your least favorite or most laborious tasks first.
- c. Spread out tasks, alternate between least-liked tasks and those you enjoy.
- d. Stay focused on the “Big Picture,” reminding yourself why you need to sell.
- e. Set deadlines and document tasks to keep on track and motivated.

4. Get home and financials in shape.

- a. Organize, declutter and depersonalize to enhance buyer’s viewing experience.
- b. Contact your lender to review payoff and your new home budget needs.

5. Journaling the sale process of your home is inspirational and therapeutic.

Journaling commits you to goals and transforms them into a clear and actionable plans. Once outlined into steps, for positive motivation and to unblock anxiety set aside 15-20 minutes each day to record your progress.

6. My goals or top resolutions for selling my home in 2021.

7. Start a 30-day challenge or two.

ADD:

- Organizing inside and out
- Yard time for curb appeal
- Tossing the expired
- Decluttering
- Journaling desired ending
- Staging for a showplace
- Connecting with old friends
- Spot cleaning as I go
- Prepacking
- Vision boarding new home

REMOVE:

- Overstuffing storage spaces
- Packratting
- Skipping routine maintenance
- Creatively arriving at your asking price
- Heavily scented home, including baking
- Tchotchkes and family photo décor
- Hiding major repairs or problems
- Getting emotional
- Overdressing windows
- Hitting the Snooze Button

8. Three new hobbies I'd like to try in my new home.

9. Be the change with the long-term personal commitment to:

10. Delegate to helpers or trade with friends least favorite chores.

