

**Gloria**  
MCGALLIARD



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# LISTING PRESENTATION



*Gloria McGalliard*



**www.gloriamcgalliard.ca**

# Mission Statement

To constantly go above and beyond my client's expectations providing them with a Wow Factor in everything I do, continuously growing my Real Estate business while having fun doing it.

## *Thank You . . .*

I would like to take this opportunity to thank you for letting me into your home.

I know how special it is to you and my promise to you is that I will treat it with the respect and attention that I would give to my own home.

Selling a home can be a stressful time. It is my job to see that your home sells for the *Best Price Possible – in the Shortest Amount of Time –with the Fewest Problems!* My reputation depends on it!

I look forward to working with you in achieving the sale of your home. From the point of listing to the sale – and beyond – you can be assured that you will have the kind of service you expect and deserve.

*Sincerely yours,*

*Gloria McGalliard*



## About Gloria McGalliard....

I have been an enthusiastic resident of the Fraser Valley for over 40 years. I have chosen to live and raise my family in this area because I think this is the best place to live and play. Since 2007 I have gained experience at many levels of the real estate business. There for I can bring a unique mix of skills to marketing your property in a community I am proud to be a part of.

Real Estate is my passion and I truly enjoy every minute of it. Meeting new clients and helping them to prepare for the sale of or purchasing a home. This can be a very stressful time but at the same time very exciting. My goal is to walk my clients through every step and provide them with the knowledge of the real estate market and to negotiate the best price.

I take great pride in helping my clients achieve the best results in selling or purchasing their home.

I am very fortunate to be working in this business, every day is a new reward, and I love seeing the smiles on my client's faces when I find their perfect home!

# Gloria McGalliard



# I am a Seniors Real Estate Specialist

## **I became a SRES agent for I wanted to help seniors decide what to do when they no longer able to stay in their family home.**

Every transition is an opportunity, regardless of your stage in life. With the right preparation, a new home can provide the fresh start and continual enjoyment you've been working toward.

By partnering with an SRES like me during your new home search, you'll gain the help and expertise of a REALTOR specialized in meeting the needs of home buyers and sellers aged 50 plus.

I have both the education and real estate experience to serve as your trusted advisor through the unique financial and lifestyle transitions involved in relocating or selling your family home.

## **What is an SRES®**

A Seniors Real Estate Specialist - is a real estate agent who is uniquely qualified to assist the 50 plus market in housing sales and purchases. The SRES designation is awarded only to real estate agents who have additional education on how to help seniors and their families with later-in-life real estate transactions.

SRES designees also draw upon the expertise of a network of specialists, such as estate planners, CPAs, and eldercare lawyers, and are familiar with local community resources and services. Their mission is to help seniors and their families navigate the maze of financial, legal and emotional issues that accompany the sale of the home and assist Boomers in relocating to the home of their future.

## **What qualities make an SRES different?**

- I have the knowledge, experience and compassion in dealing with 50 plus issues.
- I can suggest housing alternatives, including ones that may allow an aging parent to remain in the home instead of selling it.
- I take a no-pressure approach to the transaction and has a strong service orientation.
- I will take the time needed to make a client feel comfortable with the complex selling process.
- I understand the emotional demands a sale can make on a 50 plus client, and will try to minimize them.
- I can interact easily with all generations, including adult children and caretakers.
- I am knowledgeable in senior housing options from active adult communities to assisted living.
- I have a wide network of other senior focused professionals who can assist in tax counseling, financial and estate planning, and other aspects of the sale of your home.

## Testimonials

Gloria McGalliard, our Remax Realtor, was recommended to us by a friend. We felt an instant connection with her as she guided us through the process of selling our home. She provided knowledgeable advice and answered our many questions to prepare our home for listing. As we moved forward she ensured that we were always kept well informed. She was a great negotiator who offered good advice and countered offers in a professional manner.

Looking back at the listing of our home, the negotiations, and sale of our home, we realized that we had the best agent to represent us. We highly recommend Gloria McGalliard, a cheerful, motivated Realtor of ReMax Little Oak Realty.

Thank you  
Pamela & Dave

I would like to take this opportunity to express my heartfelt thanks for your great assistance in having my property in Surrey, BC, sold. Handling the sale of a property so far away from where I live would have been extremely hard, especially being unfamiliar with the legal procedures in selling a property in BC. I am so glad that my friend, Sue, your former client, highly recommended you. I am for sure another happy client of yours. I too will no doubt highly recommend your services in the future. You don't mind going the extra mile in order to provide the best service for your clients, always putting yourself into your clients' shoes, taking your clients' benefits seriously and, you are very knowledgeable and honest. I cannot find the words to describe you and your work. In conclusion, I would just say there are seldom any agents in this field as good as you. You provided me a peace of mind and negotiated a price that I am happy about. Last but not least, your fast pace in work gave me a worry-free Christmas and a happy new year. Everything was so perfect under your professional service.

Thank you so much, Gloria. May I wish you a very happy and prosperous New Year and all the success in your career!

Kind regards,  
Rosa

I met Gloria McGalliard 1 year ago while searching for a home. My first impression was a woman that exuded confidence. I spoke to her about my desires and wishes and she remembered all of them. Bright open places, with 2 bathrooms, preferably ground floor.

Gloria would only take me to places that fit those pre-reqs. Which I really appreciated.

We spent a lot of time together and it was clear from the start that she is very professional and caring. She would listen to my concerns and give me sound advice. Because of her confidence it helped me stay calm, knowing that she would never let me buy into a Condo that she felt was not for me. I can't say enough about how much admiration I have for her integrity.

It is a known fact that the Real Estate business is lucrative and cut throat, and she always thought of my best interest first. And in the end, I did find a wonderful home!

Gloria would take the time to research the buildings talk to her contacts and share the information if needed.

I would highly recommend Gloria to anyone looking for a new home.

Kelly Glendinning.

We contacted the Little Oak real estate office in Fort Langley via email. Gloria immediately contacted us to set an appointment. Within a week of meeting her we had our place evaluated, estimated the best asking price, listing our home and helped us prepare for our first showing. We were impressed with her contract and negotiating skills. She is awesome!!

Gloria is very professional, exact, and fast yet very friendly and energetic. She helped us stay calm throughout the whole process.

We would highly recommend Gloria to anyone wanting to buy and/or sell their home. She will be honest and work until the deal is done!

Thank you Gloria for everything.

Barb and Jen

We found Gloria to be very professional and nothing but positive in both the purchase of our new home & selling of our other home. She walked us through both the purchase and sale of our homes in 6 days.

I would not hesitate to recommend her to family, friends and most assuredly will have her as our realtor when the time comes.

Judi & Gary Dunlop  
Mission BC



We found Gloria to be kind towards our need and diligent toward meeting our entire requirement. We appreciate all the tireless nights, countless phone calls and good advice that she gave us. We are very happy with the purchase of our new home. An all around Good Realtor and will recommend her to our friends and relatives.

Cheers  
David and Geradine

When we met you, as the listing agent for our new home, we were impressed at the lengths you would go to meet the needs of the previous homeowner as well as to ourselves, the purchasers. When we listed our old home for sale we didn't have to think twice about having you list our property. Not only was your presentation of the house and property with the "virtual tour" and "printed brochures" first class, your no nonsense and honest approach in all our dealing was refreshing.

Gail & Grant Wright

We are extremely happy with the service that Gloria McGalliard, provided for the sale of our home and the purchase of a new one. With Gloria there were no surprises. Gloria showed enormous patience when addressing our needs and never exerted any pressure on us to either sell or buy. She offered excellent advice for both transactions and responded immediately to any questions or concerns we had. Her professionalism and attention to detail gave us enormous confidence that the decisions we were making served our interests best. Her experience and knowledge combined with the great personal service went beyond our expectations. There is no doubt that we would immediately call only Gloria if we were considering any type of real estate transactions in the future and would highly recommend her to anyone.

Alex and Linda Popovich

When my husband and I decided to sell our townhome, our son had no hesitation in recommending Greyfriars Realty to us as he had done business with them in the past. Our agent was Gloria McGalliard. She was both very friendly and yet professional. It can be a stressful time when you are selling your home but Gloria made it all so easy for us. Gloria sold our home very quickly, we found her to be highly knowledgeable and very competent. We would not hesitate to recommend her to anyone who is thinking of buying or selling, because you will receive first class service.

Sincerely,  
Eileen and Walter Collie



# The Realtor Code of Ethics

The exclusive designation for a member of The Canadian Real Estate Association is the trademark REALTOR®. It symbolizes a commitment to competence, service and professional conduct. In the quest for these high standards, REALTORS® in Canada have been bound together by a Code of Ethics since 1959.

As REALTORS®, we accept a personal obligation to the public and to our profession. The Code of Ethics of The Canadian Real Estate Association embodies these obligations.

As REALTORS®, we are committed to:

- Professional competent service
- Absolute honesty and integrity in business dealings
- Utmost civility
- Co-operation with and fairness to all
- Personal accountability through compliance with CREA's Standards of Business Practice.

To meet their obligations, REALTORS® pledge to observe the spirit of the Code in all of their activities and conduct their business whether personally or through employees, associates or others in accordance with the Standards of Business Practice and the Golden Rule

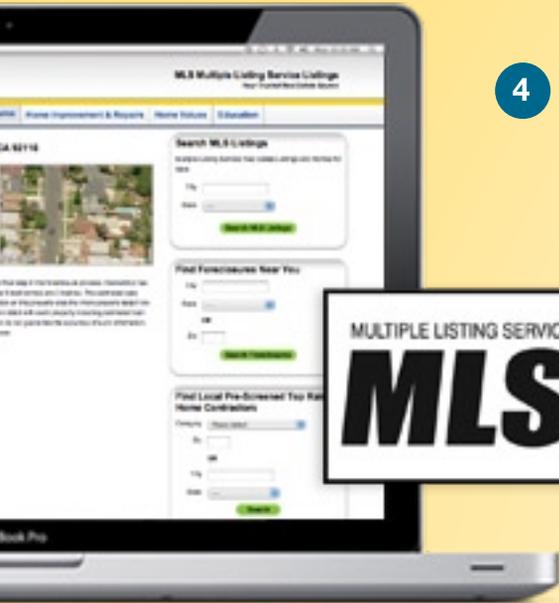
“Do unto others as you would have them do unto you.”

I'll be your megaphone  
to the Marketplace!



# Marketing Plan for Your Home

- 1 Competitively price your home
- 2 Optimize condition and viewing of the home
- 3 Prepare and submit accurate information to the Multiple Listing Service (MLS)
- 4 Proactively promote property to my database
- 5 Network with the best agents in the area
- 6 Create maximum exposure for the property
- 7 Tap into my Nationwide Referral Network



# Clear and Open Communication

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1 You'll receive a copy of the MLS printout to review for accuracy

2 I'll call you weekly to report showing activity and give buyer feedback

3 We'll meet periodically to review market conditions & adjust our marketing strategy as needed to get your home sold



## Preparing your home for sale

Before your [Realtor](#) begins showing your home, you will want to make sure it's in tip-top condition. An attractive, well-kept home generally has a better chance of selling a little faster. Minor exterior and interior improvements can add value to your home and need not require a large renovation bill. Think back to what first attracted you to your home; now determine how best to highlight and improve your home's best features. Here are a few ideas to help you perk-up your home's appearance. Consult with your [realtor](#) to see what types of improvements make the most sense.

**Start with the outside:** an inviting exterior ensures that potential buyers will inspect the interior.

- Keep lawns and gardens well maintained;
- Ensure garage and porch areas are free of clutter and refuse;
- Repair loose siding or pavement;
- Replace any damaged roof shingles, eaves troughs or cracked windows;
- Wash windows, gutters, mailbox and have a clean front doors;
- Secure loose shutters or awnings.

**The inside story:** you can do a lot to improve the inside of your home without spending a great deal of money. Two primary areas to keep in mind are the kitchen and bathroom

- Ensure kitchen and bathrooms are sparkling clean;
- Repair dripping facets and showerheads;
- Steam clean or replace carpets if necessary;
- Thoroughly clean every room in the house, removing all clutter;
- Repaint dingy walls or kitchen cabinets with a neutral colour;
- Replace worn or outdated countertops and cracked light-switch plates.
- Remove any items (like chandeliers) that won't be included in the sale of the home.
- Service furnace and fire place and always clean the filter.

Remember, the more effort put into the initial clean up, the easier it will be to keep your home looking its best for visits from your [realtor](#) with prospective buyers. As well, keep in mind that rooms that are too cluttered will give the impression that they're much smaller than their true size. Try to create a feeling of spaciousness when conducting your spruce-up.

## Pre-showing checklist

- As a courtesy to buyers, please leave the house while the [realtor](#) is conducting a showing;
- Keep pets out of the way – preferably out of your house during the showing;
- Ensure that every room is tidy, well aired and adequately lit;
- Put away Don't keep money, jewellery and small valuables in plain sight during a showing;
- Open drapes to maximize natural light;
- Keep all stairways and hallways clear;
- Use finishing touches like fresh flowers and candles.

By following these relatively simple tips, you'll feel proud of your home and potential purchasers are sure to appreciate its beauty.

## Ten Help Hints When Moving

- Send change of address
- Change accounts or credit cards
- Friends & relatives
- Insurance- Notify with new address, life, fire and auto
- Relocating- change driver license, car registration
- Utility Companies- Gas, electric, water and telephone
- Newspaper Subscriptions
- School Records- Ask for copies of report cards
- Medical / Dental records
- Pets- Licenses, vaccinations and tags

**I will be providing my Sellers with 4 hours of free house cleaning on move out day!**

## **I have a mutual objective**

### **To sell your home...**

- At the highest possible price
- In the shortest amount of time
- With the most favorable terms

My cooperation and communication will ensure that I will successful meeting these goals.

## **Selling your home**

I need to expose your home to all qualified buyers looking for a home in your neighborhood and price range.

### How do buyers search for homes?

- They look themselves
- They have their friends look for them
- They employ the services of a real estate agent

## **Where do buyers themselves look?**

According to recent surveys by the National Association of Realtors (NAR) in the United States and the Canadian Real estate Association (CREA) they look in these places:

- The Internet
- At real estate offices
- Newspapers
- Signs, open houses
- Word of mouth

## Where do they eventually find the home they end up purchasing?

- 38% the Internet
- 37% their real estate agent
- 11% yard signs
- 6% friends
- 3% sellers, newspapers

It is important then, that I expose your home to these buyers through our marketing efforts.

## Pricing your home

**Getting the price right is another critical step in the marketing of your home.**

**Pricing right at the beginning, results in**

- Higher offers
- Less inconvenience
- A timely sale

**Buyers are looking for maximum value**

**What determines value?**

- Market conditions
- Location
- Size
- Amenities
- Condition

Ultimately, the market determines value. My role as your RE/MAX real estate agent is to:

Show you a range of prices being paid for similar homes in your area

Together with you, establish the appropriate asking price.

# Pricing your home

## The role of the market conditions in pricing

- Are we in a buyer's or seller's market?
- Are prices trending up or down?
- How will either impact my plans?
- How many homes like yours are currently for sale and what is their impact on the sale of your home?

## Just how much are buyers prepared to pay for a home like ours?

My Comparative Market Analysis (CMA) considers recently sold, comparable homes as well as homes with which your home will be competing. It will help us determine the optimum asking price for your property.

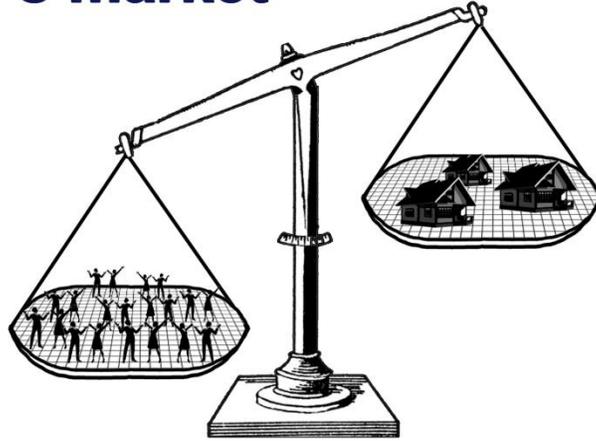
## We can't control market conditions, competition, location or size

My focus will be on factors I can control to get maximum value:

- Price
- Condition
- Marketing for maximum exposure

# Buyer's Market vs Seller's Market

## Seller's market

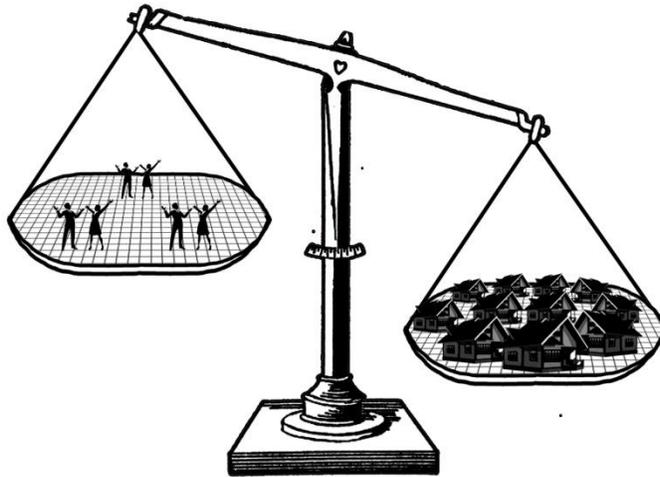


More buyers than sellers

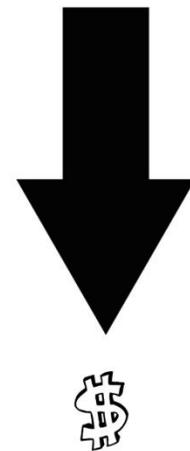


Prices to rise

## Buyer's Market



The more sellers than buyers



Prices to fall

# Things I Want in My Next Home

- What area do I want to live in \_\_\_\_\_
- How many bedrooms do I want \_\_\_\_\_
- Do I need a den or an office \_\_\_\_\_
- What style of home \_\_\_\_\_

**(Rancher, Rancher with a loft, or 2 storey)**

- What size of home do I need \_\_\_\_\_
- Do I want a complex with a pool \_\_\_\_\_
- Do I like the idea of a gated community \_\_\_\_\_
- What price range am I looking in \_\_\_\_\_
- Do I want it updated \_\_\_\_\_
- Do I need a yard for a pet \_\_\_\_\_
- What kind of garage/parking \_\_\_\_\_
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- \_\_\_\_\_
- \_\_\_\_\_
- \_\_\_\_\_
- \_\_\_\_\_



Let's review this plan together in order to sell your home quickly for top dollar.

**ARE YOU FIT TO SELL?**



*Gloria McGalliard*

Usually buyers are looking for all of the items on their wish list, not a to-do list. Walking into your home and seeing a range of to-do projects will turn them away faster than you can say "water damage". Sometimes it's not the big things but a lot of little things that turn buyers away.

Present buyers with a complete package that is move-in ready. Help them see it as a home they can be comfortable and happy in. If they see problems and jobs to do in and around the property, your house will go to the bottom of their list of homes they've seen, or their offer price may be much less than what you are looking for. Put it at the top of their list and have your home sell quickly and for top dollar!

### Market Conditions



1. Are there a lot of properties for sale in the area?

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2. What are you competing against? (Ex. new build)

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3. What are the general market conditions?

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4. Who is moving in and out of your neighbourhood?

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5. Who is your target buyer and what do they want?

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### Owner's Insight



1. What made you purchase this home?

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2a. What did you love or wish to change about this home?

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2b. What changes did you make?

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3. What are the key amenities near by?

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4. What chattels (fixtures, appliances etc.) would you like to keep or include in the sale of your home?

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## Kitchen

*You need to show off a spotless, spacious and updated kitchen. A prospective buyer needs to be able to visualize themselves efficiently preparing meals and entertaining.*

What are the Top Features (*WOW Factor*) to focus on?

- Ample counter space
  - Updated counters/cabinets
  - Storage space
  - Other
- 

What are the Top Distractions (*Turn Offs*) to remove?

- Dated appliances, counters, cabinets
  - Cluttered counters
  - Dirty counters, cabinets, appliances
  - Other
- 

What are the key marketing photos for this room?

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Buyers will look in your cupboards, so make sure to pre-pack items not being used and organize your cupboards to show a lot of space. You can also merchandise your cans and food products.



## Dining Room

*If your home has a separate formal dining room it is best to showcase it in an elegant manner. You want the buyer to envision enjoying meals and entertaining friends and family.*

What are the Top Features (*WOW Factor*) to focus on?

- Size of room
  - Flooring
  - Light Fixture
  - Other
- 

What are the Top Distractions (*Turn Offs*) to remove?

- Poor flooring (*replace carpet with hardwood or laminate*)
  - Too much furniture or awkward arrangement
  - No set-up as dining room
  - Dated décor
  - Other
- 

What are the key marketing photos for this room?

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If you have a china cabinet make sure to treat it like a store window display. Pre-packing all you smaller items and only keeping the larger pieces will provide a better visual for buyers rather than looking at a cluttered cabinet.

## Master Bedroom/ En-suite



*The master bedroom and en-suite should create a mood that is relaxing with a spa-like setting. Buyers want to envision the way they wish to live. Create the look that will encourage buyers to say "WOW" when they walk in.*

What are the Top Features (*WOW Factor*) to focus on?

- Large space (retreat feel)
  - Closet space
  - En-suite bathroom
  - Other
- 

What are the Top Distractions (*Turn Offs*) to remove?

- Personal items/cluttered closets
  - Dated décor (*bedroom or bathroom*)
  - Exercise equipment, TV, computer
  - Other
- 

What are the key marketing photos for this room?

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Pre-pack off-season items in your closet and merchandise. To give the illusion of even more space, remove everything off the floor and organize shelves.

## Bathrooms



*Creating a spa-like feel in all the bathrooms will have buyers looking forward to relaxing at the end of a long day. Luxury sells every bathroom. Your bathrooms should look like no one has used them and if yours looks less than new, consider some reasonably priced upgrades.*

What are the Top Features (*WOW Factor*) to focus on?

- Updated décor and fixtures
- Lots of storage space (organized)
- Other

\_\_\_\_\_

What are the Top Distractions (*Turn Offs*) to remove?

- Personal items from counter and tub/shower
- Outdated décor and/or fixtures
- Other

\_\_\_\_\_

What are the key marketing photos for this room?

\_\_\_\_\_  
\_\_\_\_\_

Painting outdated cabinets, changing the hardware and updating the fixtures will give your bathroom a fresh new look.

## Additional Special Features of the home

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## Additional Marketing photos for this home?

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## Showings/Open House

1. What are the ideal times to have showings or open houses?

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\_\_\_\_\_  
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\_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_

## Pricing Review

1. What price range does your home fit in?

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\_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_

2. What is your budget for repairs and upgrades to the home to prepare it for sale?

\_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_



## Curb Appeal

Buyers will decide within seconds of driving up to a home or viewing photos on the Internet as to whether or not to take the next step and view the inside of your home.

What are the Top Features (WOW Factor) to focus on?

- Clean doors & windows (inside and outside)
  - Front door & garage door (paint if needed)
  - Flower beds/shrubs are maintained, grass is cut and trimmed
  - Roof
  - Other
- 

What are the Top Distractions (Turn Offs) to remove?

- Basketball net, kids toys
  - Weeds in flower bed, lawn and driveway
  - Poorly maintained (doors, light fixtures, roof, driveway)
  - Other
- 

What are the key marketing photos for this room?

If you are painting the front door or garage make sure to select colours that work with your fixed elements of the home (Ex. brick, siding, roof). The front door needs to draw buyers in and the garage door needs to blend into the home.



## Family/ Great Room

This space needs to feel relaxing. It is often cluttered and personalized. (Be aware of displaying books, collections, family photos, movies, trophies, etc. that may hinder a prospective buyers view of this space.)

What are the Top Features (WOW Factor) to focus on?

- Fireplace
  - Great view
  - Flooring and size of the room
  - Other
- 

What are the Top Distractions (Turn Offs) to remove?

- Personal items/collectibles
  - Incorrect furniture placement  
*(impedes traffic flow or makes the room feel too small)*
  - Dated décor and/or flooring
  - Other
- 

What are the key marketing photos for this room?

Removing all your personal photos, collectibles and any personal items will allow buyers to feel that it is their home rather than being a guest in your home.



## Living Room

Often this is one of the first rooms a prospective buyer may view. This room will set the tone for the rest of the house so you want to make sure it is inviting, elegant, cozy and well arranged so they can envision themselves using this space for entertaining or just relaxing.

What are the Top Features (WOW Factor) to focus on?

- Fireplace and/or hardwood floors
  - Great view
  - Large space
  - Other
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What are the key marketing photos for this room?

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What are the Top Distractions (Turn Offs) to remove?

- All collections and personal photos
  - Extra or awkward arrangement of furniture
  - Wallpaper, unusual paint colour or dated décor
  - Other
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Consider aligning the furniture so it's parallel to the walls and arranging accessories symmetrically. Make sure the room feels warm and inviting by adding lamps, decorative pillows, throws and even live or silk greenery.

# Open House or Showing Checklist



Today's buyers are looking for properties that are move-in ready. All showings and open houses need to make the right first impression.

## Exterior (Seasonal)

- Add colour with mulch and/or greenery
- Maintain lawn/shrubs
- Remove pet waste, leaves, weeds
- Shovel and salt driveway and walkways
- Clean front door/garage
- Pick up toys
- Sand/stain stairs and deck

## Main Floor

- Address heating/AC
- Ensure floors are clean
- Have inviting odour
- Remove garbage
- Turn all lights on
- Depersonalize
- Hide signs of pet(s)
- Remove clutter from front entrance
- Spotless kitchen
- Remove clutter/confidential info

## Upper Level

- Address lighting (*illuminate dark corners*)
- Clean bathrooms
- Depersonalize
- All beds are made
- Conceal valuables
- No items on the stairs

## Lower Level / Basement

- Change cat litter (out of sight)
- Lighting in utility room
- Organize home office
- Pick up toys
- Tidy laundry room
- Vacuum

Priority 1.

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2.

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3.

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Comments:

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# Moving Checklist

## Two Months Prior to Moving Day:

- If you are using a mover, get a few estimates from moving companies.
- If you are moving yourself, get costs from at least two truck rental companies.
- Create a floor plan of your new home for furniture and appliance placement.
- Make an inventory of your household goods and begin to remove clutter (start with basement, attic, garage, and other storage areas).
- Start a file for all of your moving paperwork (estimates, receipts, etc.).
- Arrange to transfer school records.
- Get your new home ready: contact painters, carpenters, plumbers, roofers, etc., so your home is ready when you arrive. Remember to change the locks on all the doors in your new home.

## Six Weeks Prior to Moving Day:

- Obtain and fill out post office change-of-address cards.
- Make arrangements for storage if necessary.
- Ask your doctor or health plan provider for referrals, and obtain all medical records.
- Clean all closets and drawers.
- Start using foods and cleaning supplies that won't be moved.

## Four Weeks Prior to Moving Day:

- Schedule disconnection of all utility services at your old home, and connection of services at your new home. Be sure to disconnect the day after you leave and connect the day before you arrive. If you have "last month" deposits with services, such as the telephone company, request your refund.
- If you are moving yourself, reserve a rental truck.
- If you are packing yourself, obtain packing materials and start packing items you won't need after you arrive at your new house.
- Arrange for cleaning and repair of furniture, drapes and carpeting.
- Check with your insurance company to see how your possessions are covered during transit.
- Collect your important records: gather personal and family records (including medical and dental), veterinary and school records, legal and financial documents, birth certificates, passports and insurance documents.

## Three Weeks Prior to Moving Day:

- Properly dispose of items that cannot be moved, such as flammable liquids.
- Prepare auto registration for transfer (if moving to another state).
- Make child-care arrangements for moving day.
- Hold your moving sale.

## Two Weeks Prior to Moving Day:

- Arrange for disposal of anything not sold at your moving sale.
- Return any borrowed items (including library books) and retrieve any loaned items.
- Cancel newspaper delivery.
- Notify any creditors of your move.
- Transfer prescriptions and be sure you have an adequate supply of medications on hand.
- Assemble a file folder of information to leave for the new owner of your home.
- Change your address – One week before your move, send change-of-address cards to everyone who will need to contact you.
- Pick up laundry.
- Pack a travel kit: Put aside critical items like a checkbook, credit cards, personal phone book, ID, flashlight, keys, toiletries, tools, paper plates, cups, towels, travel alarm clock, aspirin, bandages and games for the kids. Also, pack a suitcase with clothing and other personal items.

## One Day Prior to Moving Day:

- Disconnect and prepare major appliances for the move.
- Set aside anything that will travel in your car so it will not be loaded on the truck.
- Pack a box of items that will be needed first at the new house. Clearly mark this box "Load Last".
- Obtain cash or traveler's checks for the trip and to pay the movers.
- Confirm arrival time of your moving van/truck.
- If moving yourself, dismantle beds and other large furniture.

## Moving Day:

- If using a mover, be sure someone is at the old house to answer questions.
- Note all utility meter readings.
- Read your bill of lading and inventory carefully before signing. Keep this paperwork in a safe place.

## Delivery Day:

- Check your belongings carefully and note on the inventory paperwork any damaged items.
- On an interstate move, be prepared to pay the driver before your possessions are unloaded.
- Supervise unloading and unpacking.
- Be prepared to pay your mover with cash, certified check, or traveler's checks unless other arrangements have been made in advance.

**Oh, by the way®...**