

## **Bob Brackney's TOP TEN LIST:**

Questions to ask potential estate companies before you hire them, so that you can have the best possible sale.

**1) Are you licensed and bonded? Can I get a copy of your license and bond papers?  
How long have you been in business?**

Brackney's Estate Sales (BES) is licensed and bonded and will provide copies upon request.

**2) Before a sale, do you check with a Homeowners Association, mobile home park manager, condo or senior facility?**

BES will. Sometimes estate sales are not allowed in structured communities and securing permission will alleviate a world of trouble.

**3) Do you have client references?**

BES offers a list of valued Clients you may call for references concerning our services.

**4) How do you know how to price items?**

BES has almost 40 years experience in buying and selling in order to establish a fair market value for your merchandise.

**5) Do you have professionals who you use in the liquidation of fine metals, jewelry, artwork, collectibles, etc.?**

BES relies on trusted relationships with individuals and web sites who, in their respective fields, have always delivered a high caliber of expertise for up to date information value, as well as over 40 years in this industry.

**6) How do you keep track of the sales from the estate sale?**

BES uses forms listing items sold and what items sold for. You receive a copy of those forms with the proceeds from your sale.

**7) Will you bring in other peoples (or your own) merchandise to sell in my estate sale?**

BES does not. We focus on your items only, so that you have the best chance to have a successful sale without competition from another estate sales' merchandise.

**8) How long does this process take after you receive the key to my home?**

BES needs one week, in most cases. We start setting up Monday thru Thursday. Sale dates can be between Thursday and Saturday, sometimes Sunday. While sorting through items in the home, if we find any personal papers, photos, hidden jewelry, money, or memorabilia, we separate those items for the client to evaluate. If necessary, we will clean in order to provide the best presentation of your merchandise. If a home has an unusually large amount of merchandise, we may have a two-weekend sale. In most cases though, we can have the home empty, trash disposed of and broom swept in one to three days after the last sale day. There are no costs for estate sale set up. However, some homes need, prior to setting up, what we call a trash out in order to make room for setup. If that process takes more than 4 hours, we may charge an hourly fee to remove trash. That doesn't happen often. Normally, during the week of the sale from start to finish all work performed is under the % commission established prior to a sale.

**9) What happens after the sale? Do you walk away after the sale is over?**

BES does not. After the sale is over, if estate wants our services, there is also an hourly charge for boxing, trashing out items we cannot donate or sell. We give you options to donate items to your choice of charities. We can make arrangements for those options, if necessary. We bag and haul all trash away, broom sweep and leave your home clear for any repairs that might need to be done to rent or sell.

**10) How do you advertise my sale?**

BES advertises the day of the sale on estatesales.net, Craigslist and on our web site and street signage, which is always removed the last day of the sale.

**One more thing.....We have heard all kinds of stories.**

Companies will come into your home and offer to buy some of your most valuable items before you have made up your mind about who will conduct your sale. They will offer to take your items on "consignment". Those might be your most valuable items-- and you might need those items to draw customers to your sale. **Our advice, use caution**, and if you do decide to go this route, do not make a decision without a clear and concise contract. The contract indicating what they are taking and a time frame for them to sell the items and a date they must be returned to you if unsold. A contract must have yours and the cosigners signature. Make sure their phone number, license and bond numbers are all on the contract. You must protect yourself from those that are looking out for their best interests rather than yours. Do a thorough search on the internet on the company or person that you have chosen. You will not lose sleep over proper investigation. Take 24 hours to get advice and do research.