

Unexpected Treasures

Estate Sales & Custom Property Clearing

NAPO-SFBA Teleconference Wednesday, November 9, 2016

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Is It a Treasure? How to Recognize and Handle Your Clients' Valuables

Questions to Participants:

- What information and knowledge might help you and your clients as you go through things and identify valuables?
- What situations with clients come to mind?
- Do you have any items to ask about or share with us?

Program Outline: Thank you for attending this evening. NAPO-SFBA is one of our greatest supports and trainers.

1. How Unexpected Treasures evolved out of my home organizing business. NAPO-SFBA was a critical support.
2. How has the secondary market (selling antiques and used stuff) changed in the last 10 years?
 - a. What was valuable back then?
 - b. What is valuable now, and why?
3. How can we establish realistic expectations with our clients? Antique or expensive no longer means valuable.
4. What can our clients do with things they don't want? Give away? Sell? Donate? Recycle? Toss?
5. What is easy to sell? What is easy to donate? What about everything else?
6. Where to sell?
7. Where to donate?
8. What to do with the rest?

Questions and Answers now and along the way, time permitting.

Resources:

- Book (paperback): **The Boomer Burden: Dealing with Your Parents' Lifetime Accumulation of Stuff** by Julie Hall (2007). Available on Amazon
- Book (paperback): **Liquidating an Estate: How To Sell a Lifetime of Stuff, Make Some Cash, and Live to Tell About It** by Martin Codina (Marin County-2013). Available on Amazon

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