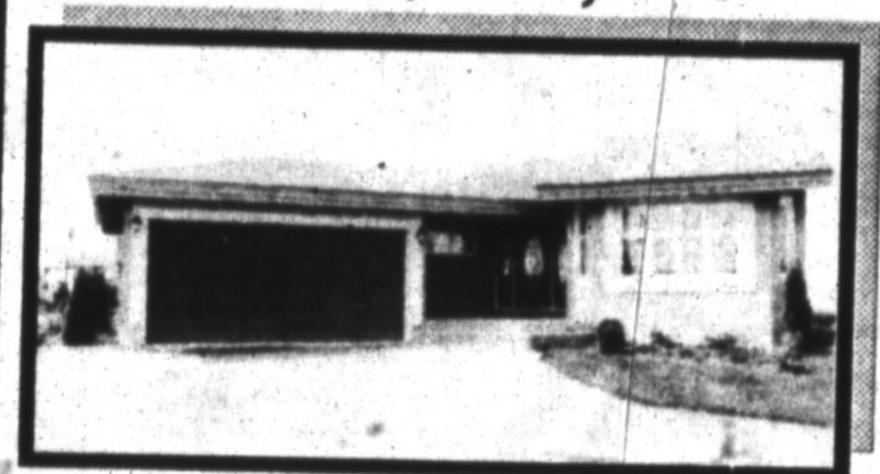
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Too often, however, the potential of an open house goes undiscovered.

The most successful open houses are achieved through a combined effort between the salesperson and the homeowner, each fulfilling their independent roles.

The salesperson's duty begins as soon as you decide to hold an open house. Two ingredients for a successful open house are promotion and preparation. The salesperson

neighbourhood as well as past clients.

Some hints are listed below to help you in creating this atmos-

 Make sure your house looks as large as possible - turn on your lights and open the drapes. You may even consider moving some furni-

• Get your house in the mood turn off the television set and turn on some background music.

· Create a temperature change from the outdoors. In winter, turn up should work to build traffic by the thermostat several degrees and

ditioner on high.

· Make the house smell like a home. Have baked bread in the oven or perked coffee on the stove.

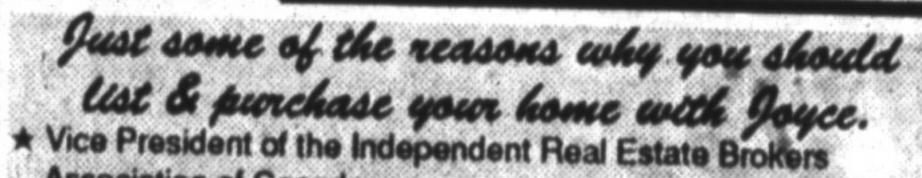
· Remove all obstruction from the house. This means put a cat or dog outside and go visit a neighbour or relative for the afternoon.

There are endless possibilities for improving the results of an open house. Some may surprise you . but they work and that's the bottom

For a free copy of our "Moving .~ Checklist" call the National Referral Co-ordinator at Canada Trust Realty 1-800-268-9599.



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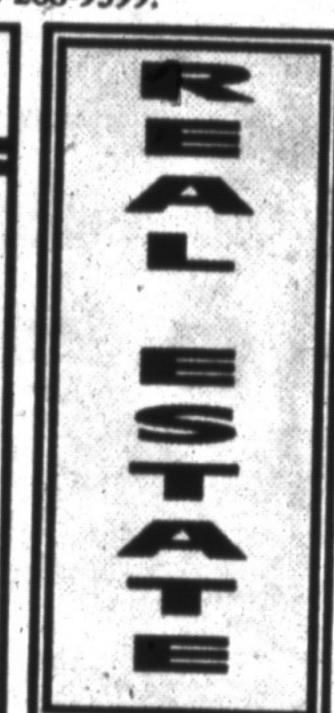
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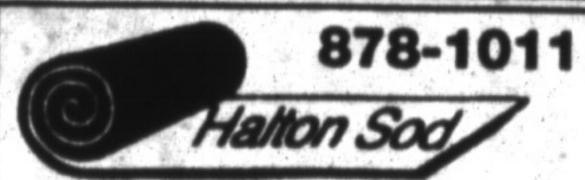
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