



Disclaimer: These are rough notes we use to prep for the show. Please excuse typos, etc.

Simple Life Together Episode 76: Simplifying to Sell Your Home, or To Just Get A Fresh Start

Hi and welcome back to Simple Life Together

A podcast dedicated to leading a simpler life in the modern world

I'm Dan Hayes.

And I'm Vanessa Hayes.

Well, welcome back to the show! On the last episode we talked about 4 Things You Need to Consider When Choosing to Downsize and Simplify

On today's show we're going to talk about Simplifying to Sell Your Home, or To Just Get A Fresh Start.

To do that, we're going to share some of our experiences with doing exactly that over the last couple of months, so if you're selling your home...or know someone else who is...or if you're simply looking for a fresh start in your current home, maybe we can shed some light on things that worked for us.

I'll tell you right up front...it's been an adventure. But one that has really paid off for us...so you may want to take some notes!

Update:

So before we dive in to the topic, let me give you an update that ties in really well.

So we just got back from a 30-day vacation. We visited family and friends in our soon-to-be hometown of East Aurora, NY and did some research on moving our company there...we also spent some time with my sister and her family and a client in the DC area...and then we went to the beautiful little town of Winter Garden, FL for a

reunion of sorts with family, celebrated my Dad's 90th birthday, and checked in on our rental home over in the Tampa area.

Sounds great, huh?? 30 days off and on the road in our little teardrop camper. Well it was!

But first off...confession time. Back in Episode 36...wow that was 2 years ago...we talked about the phenomenon that Busy Is The New "I'm Fine." Where it seems like some kind of badge of honor to be so busy. Well of course it's not, but it sure seems like it sometimes when you ask people how they're doing.

Well, truth be told...if you asked us how we've been doing the last few months, the answer would have been... busy! "Crazy busy!"

Now, most of that was just by design. Sometimes you have to sprint. And we made a conscious decision to do that. But it has been pretty hectic. Here's why...

So as we mentioned in the last episode, we're moving from the suburbs of San Antonio, Texas to the little village of East Aurora, NY, home of America's simplicity movement back in the late 1890s and early 1900s.

Well, back in December of 2014, I was doing some backwards planning and realized that in order to build our new home on schedule, the right thing to do was sell our house in San Antonio in the Spring of 2015. So, we planned on listing at the start of the real estate season...1 May. We'll talk about all that in a bit.

But in the mean time, all through Jan, Feb, March and April, I had been working out all the curriculum, scripts, testing the right platform, etc, for Vanessa's new product, Get Organized SOS, which is an intensive online course that teaches her proven system to organize any space. I was making plans for putting together a small beta group for the course and I met with one of the web's premier marketing experts, Dean Jackson, out in Celebration, Florida in the third week of April. All this while prepping our

house for sale. Vanessa and I planned to work on things in the background during this busy time, and launch a beta or test program in the late summer.

But while meeting with Dean, he challenged me to launch the beta NOW. I insisted that now wasn't the time...Vanessa was actually in the middle of attending her week long annual professional organizers conference... plus we were prepping a house, listing a house, selling a house, packing to move and moving into a new place over the course of the next 6 weeks. And, while Vanessa and I had all the material ready, we had exactly NO videos done! Plus, some of the video conferencing platforms were new to us. We needed more prep time! No...now was not the time to launch.

But as any good coach does, Dean gently nudged me...actually, it felt more like my old paratrooper days as Dean kicked my butt out the jump door of the plane! I called Vanessa and she said "Let's go for it!!" No guts, no glory, right? So we launched the beta, shot the videos,

and...it was awesome! We had just the right size beta group and they gave us such amazing feedback that when we launch the live course later this Summer it will really be fantastic.

It was so fun working with them! In the forum, on video chats...working through their individual situations...honestly, I loved it. And I think they did too!

Yeah...it's gonna help a lot of people. For most, I think it'll be a lifechanger and the springboard for them to truly organize their spaces and hopefully get them on the path to simplicity.

But, man, it was hectic!!! The beta lasted all of May, and all the while we were prepping our home and the World Shedquarters for sale. Our home went up for sale around the 15th of May...and before our realtor was even able to put a sign up in the yard, it sold. The first 3 couples that looked at the home all put in offers. The first 2 for \$10k over asking price! In the end, it sold for about \$35K more

than we had originally hoped for! It was awesome! And we owe it all to our simplicity journey (and Dan's handiwork).

Trouble was...now we had to find a place to live!

Topic:

OK, so let's talk about what we feel were the 4 key simplicity points that led to a great sale experience and our ability to juggle all this stuff and still stay sane. And candidly, you could glean something from each one of these points even if you're not selling your home, but just looking for a fresh start or some positive change in your life. So here goes!

Key Point #1: Make sure your desires are in line with your life plan, your goals are in line with your desires, and your actions are in line with your goals. Way back in Episode 32, we talked about how the choices we make impact everything in our lives.

If you've been listening for a while, you've heard about the start of our journey and you were with us through the sale of our land out in the Texas Hill Country, scrapping the idea of the big house in the middle of nowhere, etc. If you're a new listener you can check out our About Us

video at SimpleLifeTogether.com/About...and you'll hear all about our decision to pursue a path toward more simplicity in our lives.

So since then, we've taken consistent action. To a large extent, we shaped our own little world and how we live our lives in it. The world loves a self-made man or woman, but I love the saying from Earl Nightingale that "We are all self-made, but only the successful will admit it."

You know we've been on this journey for a couple years now, and we've been taking all the steps necessary to shape our world. And you can shape yours, too! You may have a lifestyle you want to live someday and by staying true to that you can achieve it. Make sure you're living your Now in a way that supports your tomorrow.

So again, key point #1...make sure your actions are in line with your goals. Stay focused. You can do this...but you have to be consistent. It's the little things we do every day that keep us consistent and on path toward our goals.

Alright...Key Point #2: Planning is a must! We followed our own advice from Episode 42, The Upside of Downsizing. We also took steps to make the 1800sf we had, live like it

was much larger.

Long before we planned to move, we made improvements to the house using what we call **organization-based design**. It's our perspective of how we design simplicity and organization into our spaces. Our remodeling projects in the kitchen and bathrooms had a great return. And the World Shedquarters was apparently a hit, too!

Improvements like cubbies, built in storage, the Elfa shelving system in the pantry, the new kitchen cabinets with slide outs, etc, all tied in to our organization-based design concept. And trust me...people know organized and simple when they see. They're drawn to it. Nobody "wants" to live a cluttered life. So, show people a little calm and they're drawn right in.

On the tech side, we used Trello as a planning tool to manage, share, and track our To Dos. Trello is a collaboration tool that organizes your projects into boards. In one glance, Trello tells you what's being worked on, who's working on what, and where something is in a process. We had a "Get House Ready for Sale" board that had lists for Inside, Outside, and Done. As we finished tasks, we'd move the from the Inside or Outside board, over to the Done board. I like it because it's very visual, as opposed to standard "list" based. I've been using it since.

You can find out more at Trello.com. Steve Dotto has some great videos on Trello over at DottoTech.com. I'll put a link in the shownotes.

(<http://www.dottotech.com/trello-visual-organiser-teams/>)

So again, Key Point #2 is to make your plan. This will go a long way in helping to ensure you stay on track with Key Point 1, too, making sure your actions are in line with your goals.

OK...Key Point #3 is: Understand the value of margin. Remember our definition of margin is "Uncommitted time and space in your life. In this case, I'm referring to the 'unused space' portion of our definition. In the real estate world, nothing (meaning empty space and square footage) is worth a whole lot more than your "stuff" that takes up that space!

There were so many things we could have kept "just in case" but as we were going through this I kept using this little analogy I came up with. I call it the life jacket analogy...(why is it we don't make our kids wear life jackets 24/7? Because they don't need them all the time! wasted effort, gets in the way, when you need you can find, rent, borrow, last case buy). So forget about the just in case stuff. It's just getting in your way. If you need

something, you're smart and can find it when you need it. Trust yourself and your resourcefulness.

Tying in with that...our Edit & Forget It Challenge in 2013 and 2014 was key! It set the stage for truly decluttering our home and our day to day lifestyle. That said, we still got rid of well over 3000 more things in 2015 just before the move! We intend to live even more "light and lean" in our year in the apartment and in our new home in East Aurora.

We left a lot behind...we're ready for a new lighter lifestyle and much of what we had doesn't have a place in our future. I've been working on a project I call the Life Filter. As I work through my life filter, I get to decide what from the past gets to come along into my future. Some of these things just don't get to come and, thankfully, Vanessa and I are of one mind in all this. Well, almost all of it. Once in a great while something might be a sticking point, but I can't even recall one. We're pretty evenly yoked, as they say.

We've just really embraced the idea of incorporating margin in our home and appreciating the openness and empty spaces in it. As we've decluttered our home over the past couple of years or so, we've really come to love the increased peacefulness that having less stuff has

given us.

So again...Key Point #3 is to understand the value of margin. Free space. Both the Census Bureau and the National Assoc'n of Home builders list the number one reason for moving, as the pursuit of a better home. And one thing that consistently ranks at the top of desires for home attributes, is space. Living space and storage space. Show them the margin, they'll show you the money. Or, give yourself some margin and gain a little more peace.

And finally...Key Point #4 for us was: Get past the mentality that you're selling YOUR house. It's far more about the buyers buying THEIR future home! They need to see themselves there...the possibilities, the opportunities, and the wonderful memories they'll make there. It's not about you. If they walk into a messy, poorly maintained, or cluttered home, it becomes about you and how you live, and not about them. It needs to be about them!

This was a tough one for you, Dan, wasn't it? It was a real struggle.

Yes it was. (blood sweat and tears. Felt like it needed to be perfect {guiding stars, not distant shores a la The

Pursuit of Perfect by Tal Ben-Shahar}, had to get over it.)

So again...key point #4 is you're not selling your house, they're buying their home. It's kind of like gift giving... If I'm looking to give you a gift, I look for a gift that you'll want and appreciate, not necessarily one that I want to give. Sure it might be a gold-plated table saw...but you'd rather receive a nice Saddleback Leather purse, right? Same goes for selling your house.

So a Quick Recap:

Key Point 1: make sure your actions are in line with your goals

Key Point 2: Planning is a must!

Key Point 3: understand the value of margin. Free space.

Key Point 4: you're not selling your house, they're buying their home.

Summary: So...there is no way we could have done all this if we hadn't simplified.

Vanessa was able to keep an influx of clients happy, and we were able to prep, list, and sell the house, move, and develop and launch a 3-week, multimedia and coaching product all over the course of 6 weeks! And boy...were we

ready for our road trip!!!

Question: So, are you planning to sell your home or want to make a positive change in your life? Do you think some of the key points we mentioned could help? If so, we'd love to hear about it and what tools or strategies you're using that are helping you. Leave us a comment at SimpleLifeTogether.com/076.

Feedback:

iTunes:

by Suea626

I came to this podcast just when they announced they were stopping regular broadcasting and I was very disappointed, until I discovered that all the episodes are still available. I've listened through episode 028 and, regardless of the original airdate, Vanessa's de-cluttering advice is timeless and valuable; I'm withholding judgment about the tech stuff since a lot has changed since 2013 when they first started but, knowing their thoroughness, I think Dan will probably update tech info as it develops. Dan & Vanessa obviously enjoy their work and each other. Their enthusiasm is contagious and it's fun to listen to.

love it ★★★★★

by ja-ro-el-sha – May 19, 2015

I realize I'm late to the game here but you guys are great! So motivating! Thanks for sharing your wealth of information.

1 out of 1 listeners found this review helpful.

Was this review helpful? Yes | No | Report a Concern

Favorite! ★★★★★

by Whitephone – Apr 27, 2015

I love listening to this while doing the "everyday mundane tasks." I find myself saying out loud "yes... Exactly" in agreement with what they're saying. I have a hard time forgetting they're not right in front of me ;) my husband says "who are you talking to?" Haha!

Was this review helpful? Yes | No | Report a Concern

Thank you. ★★★★★

by Jodialgara – Mar 8, 2015

I have never left a review for anything! I am woman who was diagnosed with ADHD as an adult and have been struggling my entire life to find help with organization. I listen to podcasts, read books, pray, take medication and nothing has ever hit home and helped as much as one listen to this podcast. You made me feel like my life struggle with chaos can be maintained and even defeated. No joke, this was the best podcast I have listened to yet. Thank you so much.

Was this review helpful? Yes | No | Report a Concern

Finally, I'd like to thank those of you who've used our free Website Guide to start your own website. We get a little commission when you use our links and it costs you nothing. If you're considering starting your own site, go to SimpleLifeTogether.com/website for our free and very comprehensive guide to build your own site. It'll save you tons of time searching around the internet and trying to figure everything out for yourself.

CONTACT INFO: Remember...you can find all our contact info at SimpleLifeTogether.com/vanessa or SimpleLifeTogether.com/dan.

Wrap Up:

OK, so that's it for Episode 76 of Simple Life Together. Whether you're moving now or later...or just need a positive change in your current home...consider the key points we talked about today to make that transition smoother today or in the future!

We know people love to share stuff by email and social media that they know others will enjoy, but also that makes them look smart and in the know. And if you've listened this long, Simple Life Together probably falls into all those categories for you. So, share SimpleLifeTogether.com with a friend. They'll love it and you'll look smart, too!

And take a minute to give a rating and leave a comment on iTunes. If you're not sure how, just go to SimpleLifeTogether.com/iTunes and there's a quick how-to.

So until next time we hope you enjoy your...

SIMPLE LIFE TOGETHER

Resources and Links:

Supermom vs Super Mom <http://amzn.to/1w3jof5>

All Simple Life Together Episodes

<http://SimpleLifeTogether.com/showlist>