

## *Top Six Moving Tips*

### **Weed out Unwanted/Unnecessary Items Before You Move**

Organize a garage sale or donate them to a charity. Remember to keep your receipts for tax purposes.

### **Get a Jump on Packing**

If possible, begin packing fragile or heirloom items a few days before the move. It will make it easier for you when your moving day arrives.

### **File Change-of-Address Notifications with Your Post Office**

Make sure you inform government offices, insurance agencies, business accounts and other institutions of your move.

### **Keep Track of Moving Expenses**

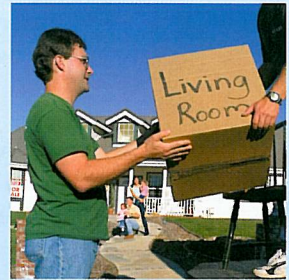
Many costs may be tax-deductible.

### **Cancel Services Before You Move**

These include gas, water, telephone, electric, cable, waste-removal, newspaper and postal delivery services.

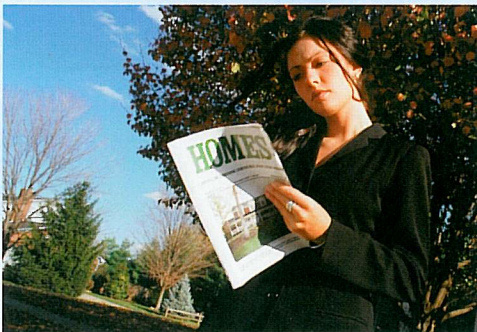
### **Contact Utility Companies in Your New City**

Inform them of your move date so that utilities in your new home are operational when you arrive.



## *How do I find the sales professional who's right for me?*

**29** A good place to start is by talking to friends, neighbors, and relatives — anyone whose recommendation you trust. You can also try responding to sales professionals' local advertising, direct mail, or Web site profiles. If they have the resources and initiative to maintain such a presence in your marketplace, it's a good sign that they may have the sales skill you're looking for.



## *Do I have to pay a commission even if I find the buyer?*

**30** That depends on the type of listing you agree to. If you sign an exclusive agency contract, you may sell the house on your own without paying a commission. In an exclusive right-to-sell agreement, you owe a commission even if you find the buyer. Which type you choose may largely depend on which sales professional you work with and how much trust you place in his or her abilities (as well as how much time and expertise you feel you have to devote to finding a buyer and negotiating a contract on your own).