

**Wesley's Priority
Reservation List
Members**

Exclusive Downsizer's Club

**In-person
& online**



05 | The Role of Title & Escrow Title Pitfalls & Red Flag Risks

Tues., May 13, 2:00 pm Wesley Bradley Park
Event Center



06 | Your Home Sale Proceeds & Considering Capital Gains Tax

Tues., June 10, 2:00 pm Wesley Lea Hill
Assembly Hall



07 | Summer Yard Sales (To Yard Sale or Not to Yard Sale)

Tues., July 8, 2:00 pm Wesley at Tehaleh
Event Center

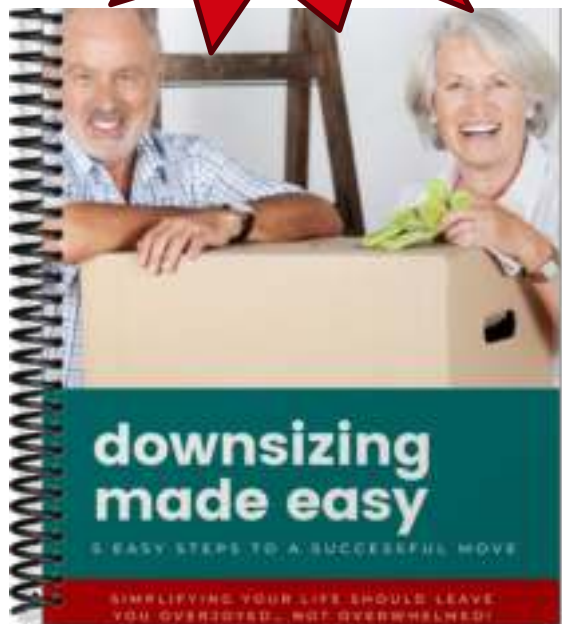


08 | Money Matters: Financial Planning & Funding Options

Tues., Aug. 12, 2:00 PM Wesley Des Moines
Terrace Auditorium



A Team RED
Gift for You
Engage – Educate –
Empower



Wesley's Priority Reservation List Members

Exclusive Downsizer's Club
Monthly Seminar Series

Downsizer's Club Online Library

Recorded Presentations & Downloadable PDF Materials Available
Exclusively for Wesley Downsizer's Club Members



Scan the QR code to access
the library

Club Binders Available Through Your Community Relations Director

Team
R.E.D

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This Month



Tuesday, July 8th, 2025, 2:00 pm
Online or In-Person

Wesley Tehaleh Event Center
Call to reserve a seat.

Summer Yard Sales (To Yard Sale or Not to Yard Sale)

Engage – Educate - Empower



Kathryn Kleber
Facilitator



Senior Transition Specialist
Managing Broker
Keller Williams Team RED



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Laying the Groundwork for a GREAT Sale Success



01

Determine Your Goal

Decide if you're decluttering, funding a project, preparing for a move, or simply letting go of extra items.

02

Set the Date & Time

Weekends (especially Saturday) from 8 AM – 2 PM usually attract the biggest crowds. Pick a backup date in case of weather!



05 Plan for Post-sale Dispersal

Decide ahead of time what to do with items that don't sell. Consider donating, consigning, or responsibly disposing of them—just don't bring them back in the house!

03

Check Local Regulations

Look into any needed permits, sign rules, or HOA/neighborhood restrictions to avoid last-minute surprises.

04

Plan for the sale

Have tarps or pop-up tents ready just in case. Make sure there's visible parking or signage to guide visitors safely.

- Set up tents or tarps for weather
- Add clear signage and parking markers
- Organize items neatly on tables
- Keep change and bags ready
- Assign someone to handle cash
- Keep valuables near checkout

Gathering Your Resources



Recruit Help

Enlist friends, family members, or neighbors to assist with setup, sales, and cleanup



Gather Items Needed

Collect tables, clothing racks, price stickers, cash box with change, bags for customers, calculator, and extension cords



Create Timeline

Plan your timeline for sorting, cleaning, pricing, setup, and post-sale donations



Item Preparation

Clean, Test, and Price!

Declutter & Sort

Create four categories: "Sell," "Donate," "Keep," and "Trash"

Clean & Test Items

Wipe down surfaces, test all electronics, and make minor repairs if needed

Price Items

Set prices with the goal of selling items, not ending up paying to donate them. When downsizing, the idea is to recoup a bit of money—enough to help cover any costs involved in donating what's left.



Advertising & Promotion

Online Classifieds

Post on Facebook Marketplace, Craigslist, NextDoor, and other online platforms with clear photos and details



Local Media

Place ads in community newspapers and post flyers on neighborhood bulletin boards with tear-off phone numbers



**Your Realtor may
have A-Boards you
can borrow!**

Street Signs

Create large weather-resistant signs with bold lettering, clear arrows, and your address



Sale Day Setup

Early Start



Begin setup at least 1-2 hours before your advertised opening time to handle early birds

Organize By Category



Group similar items together (kitchen, books, clothes) and create clear walkways

Payment Station



The best way to handle cash is to wear a money belt, have a calculator handy, keep bags ready for purchases, and assign someone to oversee the cash area at all times for security and efficiency.



During the Sale

Engage & Sell!



Be Present

Greet shoppers warmly, answer questions, and share interesting stories about special items



Negotiate Wisely

Be prepared to haggle, but know your bottom price for valuable items



Keep It Tidy

Regularly reset displays and consolidate as items sell to keep everything looking appealing



Last Hour Deals

Offer special incentives like "Fill a bag for \$5" or "Half price on everything" to clear inventory



Post-Sale Cleanup

Secure Money

Safely store earnings in a secure location and consider depositing cash at the bank promptly

Remove Signs

Take down all directional signs and advertisements immediately after the sale



Sort Leftovers

Categorize remaining items for donation, recycling, trash, or future sales

Deliver Donations

Transport donation items within 24 hours and request a receipt for tax purposes

Count Earnings

Tally your profits and celebrate your decluttering and financial success!

Risk & Safety Tips for Hosting a Yard Sale



Tripping Hazards

Items on the ground, extension cords, and uneven surfaces can cause customers to trip and fall. To mitigate this, ensure pathways are clear and items are displayed on sturdy tables.



Weather Conditions

Extreme heat, rain, or thunderstorms can make the sale uncomfortable or dangerous. Consider having a backup plan like a tent or moving items indoors.



Dangerous Items

Avoid selling items that could cause injury, such as knives, firearms, or fireworks.



Secure Your Home

Lock interior doors not used for the sale and post "No Entry" signs at private areas. Keep valuables completely out of sight or locked away.



Never Host Alone

Always have family, friends, or neighbors present. Rotate shifts to prevent fatigue and maintain constant supervision. Use phones to stay connected. Always have your phone on you so you can always call for help.



Payment Security

Designate one trusted person to handle money. Use a secure waist pouch or lockbox for cash. Consider mobile payment options like the ones below:

venmo

zelle

\$ Cash App

DIY vs. Hiring Professional Help



Do It Yourself

- Complete control over the process
- Keep 100% of profits
- Set your own schedule and pace
- Personal connection with buyers
- Higher time investment required
- Responsible for all logistics and cleanup

VS

Hire Professional Help

- Expertise in pricing and merchandising
- Less emotional labor for you
- Minimal time commitment
- Often includes setup and cleanup
- Service fees (typically 30-40% of sales)
- Potentially higher sale prices due to experience

Your choice depends on your available time, emotional attachment to items, safety and financial goals.



Interview Highlight: Dawn from Clutter Cutter

Professional Downsizing Support



- Learn what to expect when hiring professional help
- Discover how pros prepare, price, and handle donations
- Understand the value of experienced guidance
- Save precious time and reduce emotional stress



Interview Highlight: Ken's Family-Run



DIY Yard Sale




- See how a well-executed DIY yard sale works
- Learn family strategies for planning and pricing
- Understand the cleanup and donation process
- Perfect for those wanting full control and cost savings

"It takes effort, need word for word this is placeholder." – Ken


Consignment / Donation Options for Unsold Items

Discover local donation and consignment options that can help your items find a meaningful new home.



 Multiple locations around Washington State




 16014 Meridian Ave. East, Puyallup WA 98373



 117 Puyallup Ave, Tacoma, WA 98421




 1810 S. 320th St. Suite B, Federal Way, WA 98003



 1119 Court C, Tacoma, WA 98402



 2602 N Proctor St., Tacoma, WA 98407

Congratulations You Are Now Downsized!



Mission Accomplished

A new chapter begins with less clutter and more freedom. You've successfully lightened your load, created more space in your home, and put some extra money in your pocket.

Remember: The less you own, the less that owns you!

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