

## You Don't Notice It – But Most Buyers Will.

Imagine you're viewing a potential new home. You walk in the front door and are instantly impressed. You explore the property room by room and like what you see.

Then there's something you notice that's not quite right. An odour. You realize that it's likely cat dander and, now that you've identified it, you smell it everywhere. Suddenly the home doesn't seem as attractive as it did just moments earlier.

The owner of the property is probably so used to the smell that he doesn't even notice it. Neither does anyone else in the household.

So, when marketing your home for sale, be scent sensitive. Think about the odours that you may have become used to but others are likely to notice. Even odours you think are pleasant, like the strong scent given off by some house plants, may not be pleasing to everyone.

An odour can easily distract a buyer from appreciating the good qualities of your property. Pay particular attention to garbage bins (which can smell even when empty), pets, kitty litter (even when fresh and unused), the kitchen (especially after cooking), perfumes, and closets.

The smell of cigarette smoke is particularly unpleasant to many people. Its odour can linger even on an outside deck or patio.



Bottom line? Don't assume buyers won't notice certain smells. They will.

Looking for more advice on selling your home quickly and for the best price? Call today.

## Don't Take Stair Safety For Granted

The first known use of stairs was in ancient Egypt during the building of the pyramids. Chances are, some workers back then tripped and fell on them. Some 3,000 years later, injuries on stairs are still a big problem.

According to the Centre for Occupational Health & Safety, the insurance cost of injuries from falls on stairs is second only to automobile accidents! Clearly, it's a bigger problem than most people imagine.

So how do you prevent trips, falls and other mishaps on stairs? The most common way is to use handrails. In fact, most trips and falls occur when people aren't able to regain their balance

because they are not holding a handrail.

Another source of accidents are items, such as toys, left on stairs. Some people have the bad habit of using stairs as a temporary shelf for books, magazines, mail and other items. That's not a good idea!

Always be careful when carrying heavy items on stairs. Even an overloaded laundry basket can be a hazard. If it's too heavy or you can't see over the top, it's too full.

A lot of this is common sense. However, because injuries on stairs are so prevalent, we need to use our common sense more often.

## Think, Act... Live!

"I've failed over and over in my life, and that is why I succeed." [Michael Jordan](#)

"You can't build a reputation on what you are going to do." [Henry Ford](#)

"Success is liking yourself, liking what you do and liking how you do it." [Maya Angelou](#)