



## Clearing Your Home Step-By-Step

### Under 2 weeks with access needed just twice.

Mr. Big Deals can clear a whole house full of goods in two weeks. It's fast, easy and sells practically everything.

### What Can Mr. Big Deals Sell?

On average, 98% of practically everything in your home can be sold through Mr. Big Deals. Keep in mind that what looks like trash may still find a buyer. Broken appliances and tools might be bought for parts. Worn but still usable items might still be put to good use. Used items of modest value may still find a new home, so avoid the cost and environmental impact of disposal by selling these items. The only things Mr. Big Deals does not sell are ordinary clothes (though fur, leather, and vintage goods can be sold), food (including alcohol and other consumables like cigars), taxidermy and antlers, ivory, dangerous goods (such as guns, ammunition and toxic chemicals), and personal items (family photos, financial documents, etc.). Obvious trash needs to be segregated for disposal.

### How Much Does It Cost?

Mr. Big Deals commission on each "lot" (i.e., a collection of items to be sold together) is 25%. There is no upfront fee. The commission covers cataloging, photography, marketing, online auction, preview (optional), invoicing buyers, collection of payments, paying applicable taxes, supervising pickup, payment to seller and final report on all sales. Some sellers request preparation or clean-up assistance which are at an additional cost.

### How Long Does It Take?

A typical auction from cataloging to closing takes about two weeks. In urgent situations, Mr. Big Deals has done auctions in as little as 5 days. You would receive payment net of commissions within 14 business days of closing.

### How Does it Work?

#### Steps in the auction process:

1. Preparation
2. Cataloging
3. Review
4. Auction Open
5. Preview (Optional)
6. Auction Close
7. Pick-Up
8. Settlement

Following pages cover info. on the above steps

- 1. Preparation:** To prepare for a Mr. Big Deals auction the goods need to be sorted (keep, sell, give-away and trash) with the goods to be sold clearly separated, identifiable and organized into rough lots. Ideally, your move happens first – taking the “keep” goods with you, and the “trash” and “give-away” goods removed or set aside. This leaves only goods to be sold left in the home. To form the lots, high value items are sold on their own and modest value items are organized into groups of related or similar items. Lots should be complete sets, a manageable volume, and by rough estimate able to attract bids of \$30+ if possible.

Preparation is not included in the Mr. Big Deals commission because it is primarily about sorting through the goods and deciding what to sell. Some sellers do the preparation themselves, most hire a Professional Organizer or Senior Move Manager, but for small well-defined tasks Mr. Big Deals can help for an additional fee.

The final step in preparation is to sign the contract which will allow you to schedule your Mr. Big Deals auction. The contract can even be signed conveniently online. You can also track the status and progress of your Mr. Big Deals auction on a web tracking page dedicated to your auction, from the time the contract is signed to when payment is sent.

On signing, Mr. Big Deals will work with you (or your professional organizer / senior move manager) to schedule all the major steps of the process.

- 2. Cataloging:** The Mr. Big Deals process starts with cataloging where Mr. Big Deals staff will come to your home to photograph and describe each lot for upload to an online catalog. Our courteous and well trained staff will be clearly identified in their Mr. Big Deals branded uniforms. With their knowledge and experience, they will fine-tune the lots to help ensure you have a successful auction.

They can complete a typical home full of goods in one day, but for larger auctions, it may take two. Cataloging is one of only two times Mr. Big Deals needs access to your home and it is included in the Mr. Big Deals commission.

- 3. Review:** Once the cataloging day is over, the descriptions and photos will be uploaded and a draft will be emailed to you for review. This is your opportunity to correct any of the factual details in the descriptions and remove any items you may have made other plans for. With your input and approval of the catalog, the auction is set to begin.
- 4. Auction Opens:** When your auction opens, Mr. Big Deals will inform its registered users by email and will promote your auction through social media and other channels to attract bidders. You can share the link to your auction with your friends and family via email and Facebook, and they can follow the progress of the auction from anywhere in the World.
- 5. Preview (optional):** The optional preview is typically a two to three hour window of time during the auction where the Mr. Big Deals team supervises a sort of ‘open house’ for the goods being sold from your home. It gives buyers the chance to see the goods in person before making their final bids and provides an opportunity to address bidder questions that may have been asked

while they bid online. Although there is no additional fee to run a preview event, many sellers prefer not to hold a preview for security reasons.

- 6. Auction Close:** Bids will typically rise dramatically in the last hour of an auction. The last 15 minutes can be very exciting to watch. Mr. Big Deals uses a “soft close” where if there is a bid on an item in the last minute of the auction, a four minute time extension is given for that item. This gives time for other bidders to respond and for you to receive a higher price. If there is another bid before the one minute extension is up, then the process repeats itself with another four minute extension until finally there are no new bids received in the final minute. Once the auction closes for all items, Mr. Big Deals will immediately charge the credit cards of the winning bidders. Note that all bidders need to enter their credit card information before bidding and Mr. Big Deals checks that the credit cards are valid.
- 7. Pick-Up:** All Mr. Big Deals auctions are advertised with a predetermined and client approved time window for pick-up. This is the second of only two times Mr. Big Deals needs access to your home (unless you decide to have an optional preview event during the auction). Note that only successful bidders come to your home, they are identified by having paid with a credit card and they show up with a receipt. This makes for a safe, controlled and efficient process. Mr. Big Deals staff supervise the pick-up to ensure that your property and goods are secure, going to the rightful new owner.
- 8. Settlement:** Within 14 business days of auction close, Mr. Big Deals will send you the proceeds of your auction by direct deposit or check net of commissions (and other pre-agreed fees, if any). You will also receive a full report on the sale overall and the result for each and every lot.

#### **What about Reserves? or Minimum Bids?**

All bids start at \$1 (no reserves or minimum bids) and this is by design to ensure the success of your auction, taking advantage of auction psychology.

With over 10 years’ experience in the auction business, Mr. Big Deals has found that getting more people into the bidding process leads to better results, yet setting a reserve can discourage some bidders. Once engaged and in the heat of the competition to win, bidders often become willing to pay more than they originally planned.

With this approach, you also avoid the disappointment, stress and disposal cost of items left over that would have otherwise sold. You can trust the process of competitive bidding to get you a fair price for your goods.

#### **What about unsold items?**

Sometimes there are lots that cannot attract a bid. With your pre-approval, Mr. Big Deals will offer these items for free to buyers at pick-up time, to minimize your disposal costs.

With this taking care of the last modest value items, Mr. Big Deals will often clear 100% of the goods from homes.

