



Promisor
Residential



Personal
Property
Liquidation



Inventory of Estate - Assets at Date of Death

Fiduciary Responsibilities

Topics

1. Regulation
2. Changing Marketplace
3. Options & Resources

Rules, Regulation, Guidelines

Real Property

- Owner/Title
- Transfer
- Appraisal
- Taxes

TPP



Tangible Personal Property



Options

Real Property

- Traditional Sale
- Cash Buy
- Auction

TPP

- Estate Sale
- Auction
- Online Auction
- Private Sale
- Consignment
- Clean Out



SALE
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Estate Sale Benefits



ESTATE SALE
TODAY

CA 4974

NEW AT 5:00

JUSTICE FOR VICTIMS WHO WERE TAKEN
ADVANTAGE OF AT THEIR ESTATE SALES



5:13 89°

1:27 / 2:37



What You Should Know

- Commissions
- Insurance
- Pricing
- W-2 Employees
- Background Checks
- Company Address and Phone
- References (call!)
- Legal agreements
- Credit Cards
- Payment Terms
- Status of Unsold Items

Caring Transitions, NAPO,
CPO and CRTS Certifications



Auction Benefits



Auction Risks

What You Should Know

- Terms/Fees
- Licensing
- Liability Insurance
- Pricing
- Company Address and Phone
- Ratings
- Legal agreements
- Credit Cards/Seals
- Payment Terms
- Status of Unsold Items
- Shipment options
- Pick up options

State Licensing, NAA, State Associations,
Known Online Resources



Packing, Shipping, Moving and Storage

THE
band
MOVE^{CO.}



What You Should Know

- Licensed where required
- Payment Terms
- Insurance
- Pricing
- Employees
- Background Checks
- Company Address and Phone
- References (call!)
- Legal documents

Pro Mover, State Moving and Storage
Associations, ProtectYourMove.gov
(FMCS)



Consignment

Hand Picked
CONSIGNMENT

THIS STORE HAS
CLOSED
PERMANENTLY
IF YOU BELIEVE YOU
HAVE PROPERTY HERE

PLEASE CONTACT SHOP
OWNER DIRECTLY

330-938-5496

Consignment Risks

What You Should Know

- Inventory Items
- Terms of Consignment/Pricing
- End of Agreement
- Consistent Communications
- Payment Terms
- Periodic Review
- Insurance
- References (call!)

Value

Real Property

- Certified Appraisal
- Market Value
- Websites

TPP

- Certified Appraisal
- Market Value
- Websites





Value, Volume and Disposition



Your Role



Promisor
Residential

Questions/Comments