

Al's Estate Sales

Estate
Sale
Procedures &
Guidelines

Thank you for your interest in Al's Estate Sales
We conduct organized and successful estate sales
by following the proven procedures and guidelines listed below:

Pre-Sale: Upon booking of the sale, the Client and family members should remove desired items from the home. Unless specified by the Client, and verbally agreed upon by Al, all items remaining in the home at the time of set-up will be considered for sale and will come under our supervision.

Al and the Client will execute an "Agreement to Conduct Estate Sale," which will confirm in writing:

- 1) The dates of the sale preparation and set-up process
- 2) The dates of the actual sale
- 3) The date of the final clean-out
- 4) The date of financial settlement with the Client

The duration of the actual sale is determined by Al, and can run from 2 to 4 days. However, most sales take place over a consecutive 3-day period. Sales are usually scheduled to run Friday, Saturday and Sunday, beginning at 9:00 am and ending at 1:00 pm, but Al may adjust this timeline as needed.

Set-Up: We require full and unhindered access to the property for the agreed-upon sale preparation period, which can run from a few weeks, to ***a minimum of several days***, prior to the actual sale. The Client will provide Al with the keys, garage door openers, alarm codes, etc. necessary for complete access. Al's trailer may remain parked on the property throughout the preparation period, as well as throughout the actual sale. In order to properly prepare for the sale, Al and his employees will come and go during reasonable daytime hours during the set-up period. We will bring in all supplies necessary to set up and conduct the sale, including tables, table covers, risers and lighting. Cabinets and drawers will be emptied, and their contents will be laid out on tables or displayed for sale in an appropriate manner.

Pricing: We conduct "tag sales," not auctions, so items will be individually priced for sale using our tags or stickers. Within reason, the Client will be allowed to set "minimum reserve prices" on a limited number of larger, specialty items. Otherwise, all pricing decisions will remain at our discretion, relying on our research and knowledge of the market. In general, items sell for full, marked price on the first day of the sale, with price reductions being taken on subsequent days at Al's discretion (e.g. 25% off on second day, 50% off on third day). On occasion, Al may decide to pre-sell items to outside dealers or collectors.

The Sale: On the first day of the sale, “line numbers” will be distributed, beginning one hour before opening, so that customers will be allowed entry in an orderly fashion, one at a time. For security purposes, and for control of customer traffic flow, a single entrance and a single exit will be designated throughout the sale. Ample personnel, wearing matching “Staff” t-shirts, will be on hand to conduct the sale. We are one of the few estate sale companies in the area to offer customers help in loading their purchases, and we have a large, loyal following who appreciate our friendly and well-organized sales. We attempt to run a “strictly cash” sale, but Al may accept checks at his discretion. Any such checks will be made payable to Al and will be his responsibility.

Financial Details: According to the Agreement, estate sale proceeds will be split, with 1/3 going to Al and 2/3 going to the Client. No money is required from the Client up front, and Al agrees to pay for all overhead expenses necessary to conduct the sale from his 1/3 split. This includes the cost of supplies, signage, marketing/advertising, permits (if necessary), and the cost of paid employees for set-up and sale days. The only exception to this would be the cost of a trash dumpster rental (roll-off), should one become necessary. Dumpster rentals usually run in the \$400-\$500 range.

Marketing: We make every effort to promote the sale, using marketing efforts to include: a paid listing (with photos) on the estatesales.net website; free listings on Craigslist (for the sale itself, and to promote large, featured items such as outdoor furniture); and signage on sale days, as allowed by the local community. In addition, at existing sales we distribute flyers to promote upcoming sales – our proven method of creating a loyal following who actively watch for our sales.

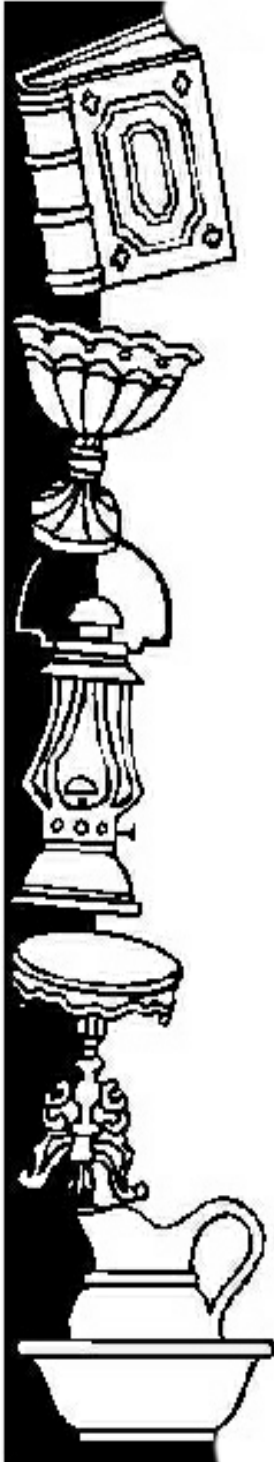
Settlement: Unless otherwise requested by the Client, Al agrees to leave the house vacant, vacuumed and swept; no detailed cleaning will be performed. A final walk-thru and financial settlement (in cash) with the Client will take place as soon as the clean-out is complete, usually within 2-3 days after the sale is over.

Let us shoulder the burden of emptying your estate home.

Our goal is a seamless, successful & profitable sale for YOU!

To view references, arrange for a walk-thru or book a sale,

Contact: Al Eckert
(314) 277-1813
aleckert@charter.net



Al's Estate Sales
(314) 277-1813
aleckert@charter.net

Look for detailed listings of our sales at:

www.estatesales.net

Al Eckert acts alone and on his own behalf.

He has no business license or any special permit to conduct estate sales.

Al's Estate Sales is fully insured through liability insurance issued through American Family Insurance.

References available upon request.

Revised: March 2024