

CIPRIANI

TEAM



MOVE UP METHOD

A Guide to Moving with kids, WITHOUT THE STRESS

WHAT IS THE MOVE UP METHOD?

I've **discovered firsthand** how stressful it can be to get to where you want to go, and I've learned even more from balancing the stress of work, family, and a crying toddler.

I know that moving a young family can be stressful and daunting, especially with young kids. But I also know how rewarding it is when the mission is accomplished!

The **“Move Up Method”** is our signature moving system that was designed with busy parents in mind to ensure your move is smooth and stress-free for the whole family!



A LITTLE BIT ABOUT CHRIS CIPRIANI...

From an early age, I always had a pull toward Real Estate and going into the "family business." I would see my parents not only help families move to their forever homes but also forge lifelong friendships with those families.

Fast forward to adulthood and after countless nights out with the guys who always seemed to ask me about real estate because of my parent's lifelong career as realtors, it finally hit me!

What am I waiting for? I knew a great deal about the real estate process, was mature enough to give it my all, and of course, had the motivation to succeed not just for myself but for my future wife, family, and life!

Fast forward to today. I've taken that motivation and channeled it into the Cipriani Team.

Now I'm the CEO of the Cipriani Team, a Family man, and a Dad.



Chris Cipriani
REALTOR®

Chris Direct | 905.978.7834
chris@ciprianiteam.com
Office | 905.545.1188





Have you been thinking about a move, but don't know where to begin or even find the time to do anything about it with kids running around?

STEP ONE: ANALYZE & ORGANIZE

As busy parents, we all know not having a game plan can mean disaster!

Just heading out the door to the grocery store with the kids can mean running through a mental checklist of what you need to ensure your kids don't lose their mind in the car ride or have a tantrum in the store.

Well, your move is no different! As a busy parent myself, having a game plan is a must.

ANALYZE: We start by understanding your "Why". Why do you want to move?

ORGANIZE: We can help give you the information you need so you can start organizing your thoughts and life. Understanding the market will take the stress out of moving from the get-go!



STEP TWO: DECLUTTERING TURNS SHREK'S HOUSE INTO CINDERELLA'S CASTLE

So, it's time to put the house on the market.

You probably don't notice those chew toys and crayon marks on that old couch anymore, but a potential buyer sees it all!

1st - We'll walk you through the decluttering process, with problem solving tips.

2nd - We get your home staged and cleaned in no time. You might be a clean freak or someone who dreads picking up those smelly socks on the floor.

Don't worry, we got you covered like we're your own fairy godmothers.

Disclaimer: Extra charge if we dress up like a fairy godmother!

Buyers start their search online, so we need to meet expectations when they walk through the front door. A staged and clean home can allow buyers to focus on what's essential **THE HOUSE**; that old couch or weird smell in the basement is a thing of the past, and now your home can sparkle like it should.



STEP THREE: UNDERSTANDING

You know you need more space, a bigger yard, a place for everything and a little more...

But what does that house look like? Is it a 2-storey home, or would you prefer a bungalow you'll never have to move from? Maybe you want a place a little bit more rural, or you would prefer a Starbucks right around the corner!

Do both you and your partner even want the same things? Here is where we dig into your wants and needs in your next home.

We will create a list of different styles of homes, areas and amenities you are looking for.

We will help you narrow down that list of suitable homes in preferred areas to ensure you're not wasting time and energy viewing homes that just won't work for your family.

Browsing for homes has become a national pastime thanks to countless **HGTV** shows. But nothing compares to stepping foot in a home. By viewing different styles of homes at the beginning, you'll be able to understand what type of home and what area you ultimately want to be in.

STEP FOUR: WHEELER DEALER!

Selling your home isn't just taking that awesome family photo in front of your house with that amazing SOLD sign. It's about understanding step by step of the offer process to make sure there are no surprises before the champagne pop!

You've worked this hard now let's make sure you are thoroughly educated about what an offer looks like and how to navigate each clause. But first, we need to get an offer.

That's where our strategic marketing plan comes into play. We advertise your property online through paid networks as well as utilize reverse searches within our database to find buyers that are looking for homes like yours right now. This is on top of our 30-day marketing plan that includes open houses, neighbourhood drop-offs, and realtor email blasts.

While ultimately you want the highest price for your home. You also need to understand the ins and outs of the contract to make sure you can make an informed decision when we review the paperwork



STEP FIVE: TIME TO BREATHE

You kept the house spotless, and you had a plan for the kids each time there was a showing.

You figured out how to carve out time to view potential homes.

You accepted an offer that you're happy with and snagged the perfect house you all will enjoy for many years to come!! Now it's time to relax and celebrate!!!

We will ensure you are taken care of by our preferred vendors.

- ◆ Need a lawyer no problem!
- ◆ Movers and packers? We have those too!
- ◆ Would you like to be reminded when your mortgage is renewing so you can start the process to find the best rate? Done and done!

You did it! You sold and bought a home while having busy kids running around. You're super parents and expert movers all in one. Nothing to do now but pop that champagne and enjoy! We will help you with the rest, so you have a stress-free move.



WHAT THE CIPRIANI TEAM HAS TO OFFER!

CONCIERGE SERVICE - Director of Operations will answer your questions, or get answers ASAP.

MOVERS - you will receive a list of reputable movers in your area.

STORAGE - if you need a place to store items for a short time, we will get you the best rates in town.

HIRE PRE-LISTING CLEANERS - we take pride in hiring professional cleaners to get your new home shining!

STAGING - if needed, we will bring in accessories to spruce up your showings.

MOVING BOXES - we will provide you with 10 brand new moving boxes!

TOY STORAGE - you will get a special delivery! A large toy sack that you can throw the toys in at a moment's notice.

SHOWINGS - How to get the kids/pets out of the house when others are looking at your house?

We will provide you with the following:

- ♦ Play-place for kids tickets
- ♦ McDonald's Coupons
- ♦ Passes to the movies
- ♦ If needed, we will help you find a kennel or pet sitter

We will do whatever it takes to help take the stress out of your selling and moving process!



what families are saying

“ Our agent, Chris Cipriani, was just great. He was professional, knowledgeable and responsive. We would recommend him to family and friends. We were so very happy with the service he provided and would not hesitate to use him again to buy/sell a property. - **TAMMY TROY-HEMPEY** ”

“ Chris Cipriani is the kind of individual you want on your team if you appreciate hard work and a fast turnaround. My family will be using his services again if the opportunity arises. - **RENATO RADJENOVIC** ”

“ Chris is a reliable and genuine individual. We were first time home buyers and were very intimidated by this crazy market but Chris really let us take our time and let us pick the houses that we really liked to put offers on. Usually we found the agents were too pushy or discouraging but Chris was encouraging and always helpful and kind. In this stressful process you are lucky to have a reliable person on your side who you can trust and look to for advice. We and our family love our new home and we will love to work with Chris again. Thanks again Chris, Subul and Mir. - **SUBUL & MIR** ”

MOVING CHECKLIST

3-4 WEEKS PRIOR TO MOVE

- ☐ Make an inventory of everything to be moved
- ☐ Donate any unwanted clothing or furniture
- ☐ Book the moving elevator and confirm parking arrangement for truck
- ☐ Contact insurance company to transfer policies (life, homeowners)
- ☐ Review Tax reductions on moving expenses
- ☐ Request change of address kit from post-office
- ☐ Prepare a list of friends, business firms and personal accounts who should be notified of your upcoming move

Arrange cut-off/activation dates for utility companies:

- ☐ Telephone
- ☐ Cable
- ☐ Gas/Electricity/Water
- ☐ Garbage

2 WEEKS PRIOR TO MOVE

- ☐ Purchase any moving supplies – visit youmoveme.com to access our full catalogue of supplies with free delivery!
- ☐ Make an appointment with a service technician to prepare major appliances for shipment (i.e. plumber, electrician)
- ☐ Have rugs and draperies cleaned and leave wrapped when returned
- ☐ Obtain written appraisal of antique items to verify value

Make a plan to dispose of flammables that can't be transported:

- ☐ Aerosol cans
- ☐ Cleaning fluid
- ☐ Ammunition
- ☐ Fireworks
- ☐ Household Liquids
- ☐ Oil Cans/Paint/Thinner
- ☐ Propane Tanks

1 WEEK PRIOR TO MOVE

- ☐ Check furniture for dents and scratches
- ☐ Label items you need to access easily
- ☐ Clean out refrigerator/plan to defrost and dry day before move

- ☐ Drain equipment: water hoses, propane tank, gas/oil lawnmowers
- ☐ Schedule to have utilities turn on at your new home
- ☐ Make a plan to transport house plants
- ☐ Confirm travel arrangements for pets and family

DAY OF MOVE

- ☐ Designate boxes and items as "last load" items
- ☐ All loose items are packed in boxes
- ☐ All electronics are unplugged from a power source. Plasma TV's should be unplugged the day before so they are at room temperature on move day.
- ☐ All pictures are removed from the walls
- ☐ All boxes are labeled with their destination room in your new home on the top and sides of each box
- ☐ All heavy and breakable items are removed from dressers and desks
- ☐ All contents are removed from appliances
- ☐ All items are removed from the top of furniture
- ☐ All linens are removed from beds
- ☐ All rooms, closets, cabinets have been checked
- ☐ Disassemble bedroom sets to save time

Prepare an essentials box:

- ☐ Toilet paper (unopened)
- ☐ Snacks/Instant Coffee
- ☐ Scissors/Pocket Knife
- ☐ Garbage Bags
- ☐ Change of Clothes
- ☐ Dish Soap and Towel
- ☐ Pet Food and Dish
- ☐ Flashlight
- ☐ Portable Tool Kit
- ☐ Towels
- ☐ All-Purpose Cleaner (unopened)
- ☐ Mug/Plate/Cutlery
- ☐ Shower Curtain
- ☐ Important Records/Documents

Before you leave the house:

- ☐ Water shut off
- ☐ A/C shut off
- ☐ Lights turned off
- ☐ Windows shut and locked
- ☐ Surrender house keys
- ☐ Check for items left behind

DRAW **YOUR** DREAM HOME

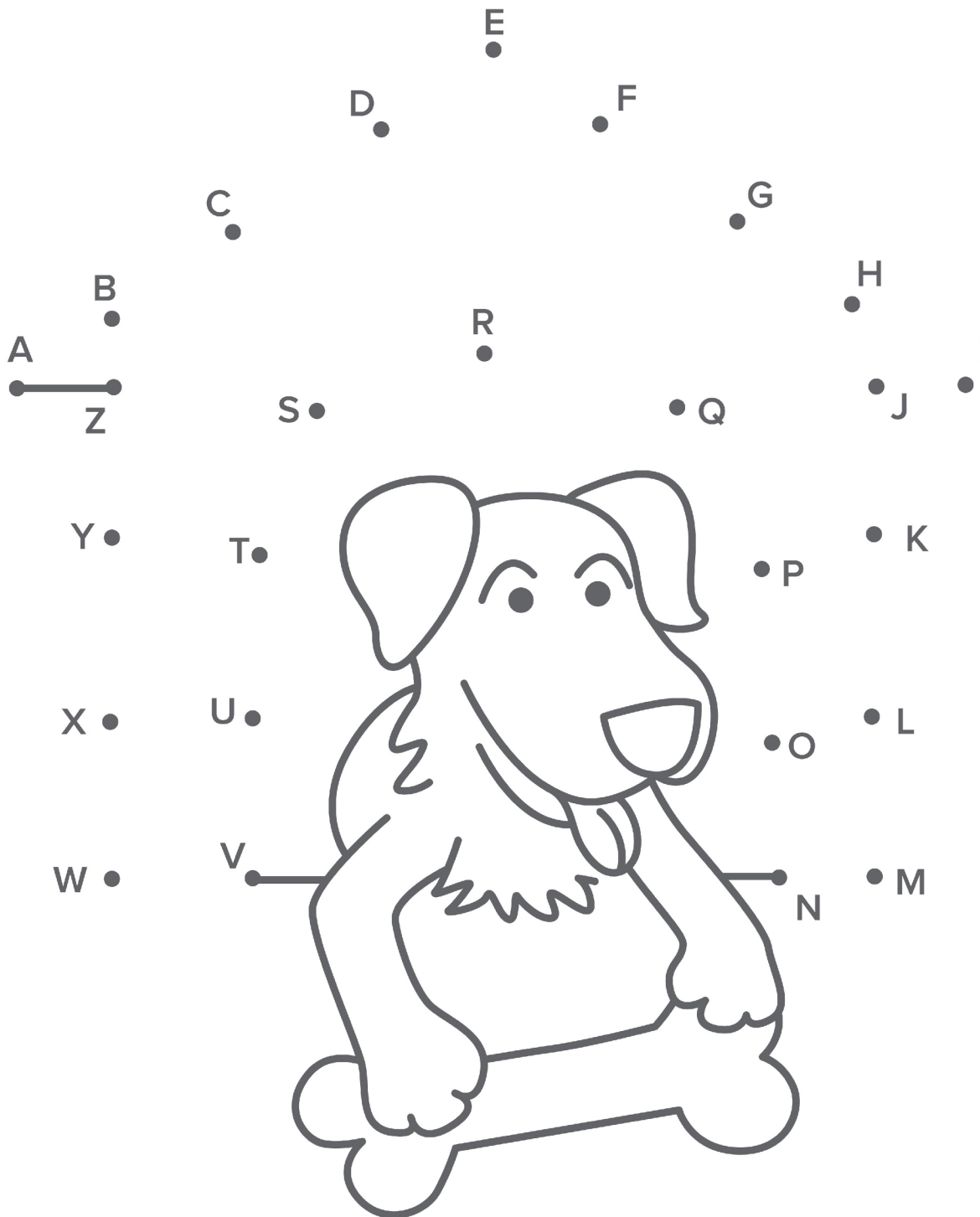
All this land below is yours! What kind of house will you create here?



ALPHABET **DOG** HOUSE

Do you have a pet? Just like humans, animals need a place to call home too!

Connect the dots from A to Z in alphabetical order.



REAL ESTATE **WORD** SEARCH

There are 25 real estate words in the puzzle below.

Can you find all of the hidden words?

T R N L W K J X C A R P E T N V D P V P
W B L I N D S Q T L V N Y A H I R W G V
A Q H G F Y Z M S K E Y S B O O A N A Q
L N G A W R H F U O M B U E M B T Y R P
L G S R D I I H Z G F A N D E T T C G O
K P T D O E N D M L P S Z R S O I G A O
X R Q E N P C D G I V E G O S I C T G L
U Z A N T D F K O E P M C O N L W D E L
C L O S E T X N C W W E E M J E U P C A
B A T H R O O M E D P N A K X T K R V M
G R A S S X P C D G G T B A C K Y A R D
D F T L Q S H O W E R D G F K G V R D F
O K R C F F S G U N Z Y I C O N D O A I
P V E N N Y N Z U U G Y R O O F S T X P
A E E Z K K I T C H E N S T O V E O R X



- | | | | | |
|-----------------------------------|---------------------------------|---------------------------------|----------------------------------|---------------------------------|
| ☐ Attic | ☐ Blinds | ☐ Fridge | ☐ Keys | ☐ Stove |
| ☐ Backyard | ☐ Carpet | ☐ Garden | ☐ Kitchen | ☐ Toilet |
| ☐ Basement | ☐ Closet | ☐ Garage | ☐ Pool | ☐ Tree |
| ☐ Bathroom | ☐ Condo | ☐ Grass | ☐ Roof | ☐ Wall |
| ☐ Bedroom | ☐ Deck | ☐ Home | ☐ Shower | ☐ Window |

KIDS LISTING AGREEMENT

Name: _____

Address: _____



RE/MAX
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ESCARPMENT
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I understand that my parents are trying to sell our house, _____ from RE/MAX Escarpment or RE/MAX Niagara is working with my parents as their REALTOR®.

_____ says that our house needs to stay as clean as possible so that a Buyer will like our home.

In order to help our house stay clean I agree to do the following (please initial each item in the circle below):



Keep my room neat and tidy at all times.



Make my bed every day while our house is "for sale".



Wipe my feet before coming into the house and put my shoes/boots away so I don't track mud or dirt on the carpets.



Clean up all of my toys, books and games that I may use in the family room or basement.



Put away my bikes, skateboards and any other item I may use outside. I will not leave things in the yard or driveway after I am done with them.



If I do the things on this list, once our house is sold, I understand that I will get to choose something from the the list below for doing such a great job in helping our house get SOLD.

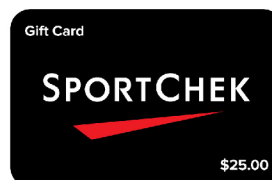


Kid's Signature(s)

Parent/Guardian Signature(s)

REALTOR®S Signature

Parent/Guardian Signature(s)





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