



Bikini Boot Camp For The Home

by Jill Vegas
Jill Vegas LLC

OK, so we're all slightly wiggly and jiggly these days after too many coffee drinks and cocktails drunk during the chilling days of spring. Summer is fast approaching, and you'll have to make an effort to look good for the beach and the hot city streets. A trainer might be just what you need to firm up that butt, those arms, and those thighs.

Think of me as a personal trainer for the home. Is your apartment out of shape? Clients can sign up for one- and two-hour sessions to evaluate the condition of the home. I can spot what's jiggling and wiggling, sagging and lagging, and make a plan to get it into shape, stat.

This is especially important when it's time to sell. Recently, I helped a client establish priorities for getting her place in shape; she did the work herself. She e-mailed shortly after to say that people flocked to her open house. She got multiple offers in one day for 5% above asking price. Now that rocks.

Let's get back to the trainer analogy. The trainer assesses weight, height, body fat, muscle tone, strength, and other issues to determine how to tone you up. Likewise, I've got a system to evaluate the condition of your home.

Here are some tips from my secret Bikini Boot Camp for the Home:

1. **Love your flaws, but show off your assets:** When you're fixing up your home, keep in mind that you want to make people fall in love. That's Rule No. 1 of Jill Vegas' Bikini Boot Camp. Make them fall in love. We do this by accentuating the pluses and minimizing the drawbacks.
2. **Tone up the loosey-goosey:** Do you have a broken doorknob, drippy faucet, or squeaky front door? It's time to fix it. Unattended repairs give a sloppy feeling of neglect to a home, sending the message, "I don't care." Would you walk around with a broken zipper, missing button, or busted heel? Of course not! The same is true for your house. It's important to keep things in good working condition.
3. **Style, style, style:** Believe it or not, style has little to do with money. It's about how you put things together. When you finally get the body you've always wanted, would you really put it into that faded salt-tattered swimsuit you've been hanging onto since the 12th grade? Heck no! You'd go out and buy a new suit to show off your refined glutes. Likewise, once you get your apartment in slamming shape, go buy yourself a new vase and fill it with fresh flowers. Or buy some new rugs and throw pillows. You get the idea.

4. **Clean, clean, clean:** Never underestimate the power of a sparkling clean room. Really take the time to get rid of cobwebs and kill the dust bunnies.

5. **Home sweet home:** Home is a primary need. Having the freedom to live in a house that reflects your personality is important. If you present your home in a clean, stylish manner, it's easier for buyers to see the potential for it to become their new home.

6. **And finally, it's summer, you're selling, and it's time to party:** Celebrate and give thanks to your home for providing you with shelter. Throw a party and invite the neighbors. It's a wonderful way to acknowledge the good in your life and home. It's also a way to let it go.

Viva summer!

Jill Vegas
Jill Vegas LLC
Founded in 2004
Tel: 917-749-2038
jill@jillvegas.com
www.jillvegas.com



A beautifully "toned" living room! We staged this model apartment and 3 contracts went out in 5 days. Prior to the staging, nothing had sold in this line for 10 months.