

Dear Client,

The Church Ladies offer a range of services to help people downsize, move, or settle estates. The amount of work we do and how we charge varies depending on the goals of the client and how much time they want or are able to invest. We start with a free hour consult to determine client goals and timelines, assess extent of work and nature of items, explain how we operate, the options, and what we think would be a best approach for the client.

We do things as simple as helping pack or buying select items, to cleaning out an entire house when the heirs cannot be present. Holding an estate sale is often an option because it generates income for client. We have a noteworthy record of doing a complete job if that is requested and leaving the house broom clean for a closing or alternatively staging it for the client if it is going on the market and conducting a sale after the house sells.

We are proud of the fact that we commit to keeping items out of the waste stream and recycle and donate as much as we possibly can using many outlets.

Our fees are adapted to each case, but in general if we do a sale, we operate on a commission of 30% of sales assuming the sale's potential income is sufficient to cover a reasonable wage for our workers for the amount of time we spend. That assessment is a piece of our initial conversation, and may be adapted to the volume of sale items. Otherwise without commission we charge \$20-\$25/hr per person for hours worked. Our contract includes many "free" inclusions such as advertising, supplies, links with appraisers and specialty buyers, auctioneers, etc., and serving as contact for realtors, contractors, movers, relatives who might be involved with a house.

The client determines what she wants to do and then we draw up an appropriate, individualized contract. If an estate sale is to be held, one requirement is that the clients read the contract carefully and note their role to select all items not included in our work and either label, isolate, or remove them before we start. We also ask once a contract has been initiated, that the client not remove, sell, or give away any items from the house other than those specifically discussed as not part of sale. We consider all non identified items as part of the sale package.

We have a website for advertising sales at estatesale.com and a link from the Maine Senior Guide site. We also send out an emailing to over 600

people who have requested notice of our sales. I can forward or bring "sample contracts" to the consult.

Although we usually work in pairs, our business is growing and we have more people involved in addition to the original 3 Church Ladies who started over fourteen years ago. We include individuals with past or current skills/careers as interior designer, realtor, auctioneer, business owner/manager, educator, hospital manager, and most of us have been in the antique and resale business for decades. We are a very small local business and feel our fees are considerably lower than the competition and our collective skills allow us to produce unique, quality packages.

I hope we can help you and look forward to more conversation with you.

Thank you for your interest,
Linda McCullough

The Church Ladies, LLC
207-725-2525

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