

SUCCESS IN FSBO

PRE SHOWING ROUTINE



CLEAR PATH CONSULTING

HOW TO **PREPARE** FOR BUYERS
TOURING YOUR HOME

PRE SHOWING ROUTINE

(CLEAR PATH CONSULTING — FOR EDUCATIONAL USE ONLY)

SECTION 1 — THE 5-MINUTE SHOWING RESET

These are the things you can do quickly **before every single showing**.

1. Turn on all lights
2. Open blinds (maximum natural light)
3. Set temperature to a comfortable range (68–72°)
4. Hide clutter (toss items into bins/closets temporarily)
5. Put away trash cans & personal items
6. Do a scent check (NO strong candles: neutral only)
7. Smooth bedding, fluff pillows
8. Close toilet lids

This is your “buyers are 10 minutes away” checklist.

SECTION 2 — CREATE AN EMOTIONAL EXPERIENCE

Photos grab attention. **Showings sell the house.** Buyers notice how a home feels.

These micro-touches influence that feeling:

1. Soft background music at low volume
2. Very subtle fresh scent (diffuser, not perfume)
3. Clean entryway: nothing on the ground
4. Slight air movement (fan on low if needed)
5. Fresh towels in bathrooms
6. Clear visual pathways (no obstacles)
7. Chairs and stools neatly aligned

These are about **first impressions**, not perfection.

SECTION 3 — SAFETY, PRIVACY & SECURITY

1. Hide all valuables, checks, cash
2. Remove medications from counters/cabinets
3. Put away mail with addresses
4. Store firearms, knives, or tools securely
5. Remove or secure pets
6. Turn off computer screens
7. Ensure doors & windows lock properly after you leave

This section is **unique to showings** and is what your photo prep does not cover.

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SECTION 4 — THE BUYER WALKING FLOW

Photos are static. **Showings are dynamic.** You must prepare the route buyers walk.

1. Entry → Living Room path is clear and inviting
2. Kitchen feels open (chairs tucked, counters empty)
3. Hallway lights ON and walkable
4. Bedrooms feel easy to enter
5. Bathrooms look fresh, not staged
6. Backyard door is easy to open and pathway is accessible

SECTION 5 — SHOWING ETIQUETTE

1. Leave the home, or at least give the buyer space during showings
2. Take pets with you or crate them
3. Keep strong opinions, political items, or personal photos out
4. Do not communicate pricing or motivation to buyers directly
5. Leave a printed features sheet on the counter

This positions the seller as professional and neutral, **just like an agent would advise.**

SECTION 6 — OPTIONAL “WOW FACTORS”

1. Bowl of fruit or fresh flowers on kitchen counter
2. Bottle of water + “Thank you for viewing our home!” note
3. Very light outdoor staging (pillows fluffed, patio chairs angled)
4. Fireplace turned on (if safe and appropriate)
5. Curtains opened to best views

These influence emotions, which drives attachment.

DISCLAIMER:

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