

# Distribution of Estate Assets: Where Does All The Stuff Go?

## What Most Estate Clearouts Get Wrong

# Sharon McRill

[www.BettyBrigade.com](http://www.BettyBrigade.com)



**JACKSON AREA  
ESTATE PLANNING COUNCIL**

**November 13, 2024**

**ONE CALL DOES IT ALL**

# Why I'm Here



# Why Is This So Important?

- Your Outcome **Improves**
- Trust and **Credibility**
- Client **Retention**
- **Prime** Resource Provider
- **Improve** Operations
- You're busy!



# Value We Find in Client Homes

- Money
- Coins
- Cars
- Stock certificates
- Guns
- Jewelry
- Photos
- and much much more....

# There Are 2 Kinds of Pain



# How Are You Managing All of This?



- **Grief**
- **Family in fighting**
- **Confusion**
- **Internal Systems**
- **Streamlining**

# **Top 10 Checklist for High Performing Clear Out Companies**

**1**

**Changed locks**

**2**

**Confidential**

**3**

**Peace and ease for you and your client**

4

**Coordinate all repairs & services**

5

**Market- ready home**

6

**Recoup some of the costs**

**7**

**Fully bonded and insured**

**8**

**Background checks on every employee**

**9**

**Only work with decision makers**

**10**

**Professional appraisals**

# Estate Sale Companies

- Don't sort
- Sloppy
- Sell items client may want
- Sell to liquidator
- Throw away paperwork





# Professional Organizers

- Sort for clients
- Don't sell
- Reliable vendors?
- Sort and archive paperwork
- House not market ready

# What Professional Organizers Get Wrong

- Trusts and Estates
- Confidentiality
- Think they're experts
- One person companies

# Here's What You Want Them to Get Right

- Carefully looking through items?
- One stop shop?
- Transparency?



# Top 10 Checklist for High Performing Clear Out Companies

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8 **Only work with decision makers**

9 **Professional appraisals**

10 **Recoup some of the costs**



# Beneficiary to Make Decisions?

1

**Willed items?**

2

**Family harmony?**

3

**Property access?**

4

**Appraisals?**

5

**Inventory ?**



High End Estate Sales



Everyday Estate Sales



Antiques Dealers



eBay Sellers



Consignment Dealers



Online Recycling Sites



Recycling Locations



Trash



*Call the*

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# High End Estate Sales



- Family
- Appraisal often required
- \$7500-10K minimum
- Specialization
- They take 35-50%
- Museum Quality, Luxury items

# Everyday Estate Sales



- Is there enough stuff?
- \$6000-7500 minimum
- Specialization
- They take 35-50%
- Stuff left over



# Auctions

- Very large properties
- They sell property
- \$25,000 required
- Specialization
- Sell in "Lots"
- What % they take?
- Online following?



# Antique Dealers



- Know their reputation
- Condition and Rarity
- Specialization
- Pay you?
- Online?

# E-Bay/Facebook Sellers



- Great Option & Anonymous
- Seller Gets More \$\$
- Not Large or Heavy Items
- Name Brands
- \$75 minimum



# Consignment Dealers



- Variety
- Coins, Stamps, Guns, Jewelry, Art, Pop Culture, MCM
- What %?
- How fast do they pay?

# Donation Services

- Changes since Covid
- No Fabric
- Won't enter homes
- House N2Home
- Trash Haulers



# Friends and Family

- Keep sentimental items
- Work slower
- Helping or "Helping"?



# Recycling

- Won't go to landfill
- RX, electronics, home toxics, and more
- Brides Project
- Coats for Cubs



# Value vs No Value

**Hard to sell**



**Easy to sell**

Silver, not plate

Gold

High End Collections

Art with provenance

# Previously Featured On:

**Forbes**

**CBS NEWS**

**Detroit Free Press**

**CRAIN'S**  
**DETROIT BUSINESS**



**Dr.**  
**Phil**



## NATIONALLY RECOGNIZED FOR 20 YEARS

# Luxury Homes & Estates

- Estates extra special care
- Trust your team
- HNW = Property Manager or Personal Assistant

*"What a relief it was to have this handled so efficiently in a short period of time. They are worth every penny."*

*-CC Estate Clear Out Client*



# Emptying Estates Mistakes

- Not working with the trustee
- Capacity?
- Family Discord

*"No surprises when you team up with The Betty Brigade!"*

-MR Realtor Metro Detroit

# Hoarder House?

"The Betty Brigade lived up to your promises of being timely, professional, courteous, knowledgeable, thorough, careful, and most importantly tireless in decluttering my client's home."

-DB Trust Officer  
Florida



**BEFORE**



**AFTER**



**BEFORE**



# PREPARATION FOR SALE



AFTER



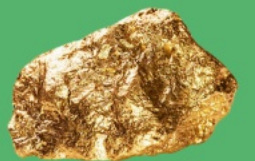
# How It Works

1 Consultation = Plan

2 Team Leader

3 Family Decides

4 Missing Items?



# What to Look For

- 1 Work with Luxury and Regular Estates
- 2 Ship and disperse items
- 3 Recover missing keys, items, documents, and assets
- 4 Find the best fit to sell?
- 5 Pack and unpack?



# What to Look For

**5** Itemized inventories?

**6** Stage home?

**7** Arrange for services?

**8** Work nationally?



# Get Your Bonuses



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