

UNDER CONTROL DIRECT

Organizing News to get you out from under and the products and services to move you ahead

Summer/ Early Fall 1999

UNDER



CONTROL

LETTER FROM THE PUBLISHER

"Summertime, and the livin' is easy..."
(George Gershwin)

Well, not so for me and for many of the people that I know. Summertime for many is the time to catch up on things, like reducing clutter, discovering a new discovery, learning a new skill, organizing what you thought was the "unorganizable".

Begin with the list that you've been putting off making. Prioritize that list and, as it fits in with your life, start tackling those things on your list.

Revise your holiday list, spruce up your home, renovate your paper system, mend and fix that pile of stuff, update your resume, read, flip through catalogs, surf the internet, plan a trip, get some well deserved R&R, have a tag sale, consign and/or donate, explore the unexplored.

And remember to get **Under Control** when it all seems out of control.

Marcia Sloman, Publisher

Tag Sales - The Easiest Armchair Guide to Running Your Own by Helaine Fendelman

1. Attend other sales, hire an appraiser, read books or go to auctions, antiques shows or flea markets to learn about pricing.
2. Pick a date avoiding national, state or local holidays, Weekends are usually best. Snowy months or those with heat waves can be disastrous.
3. Choose the sale hours: 9-3 or 10-4. Be prepared for early birds. Letting them in may hurt your future success.
4. Check local laws to see if you need a permit to run a sale. Get one if you do. You want the police to come to buy not close your sale.
5. Determine where to advertise. Write ads and then place them at least a week before the date of sale. Check to make sure they're in the paper! Make alternate plans quickly if they are not.
6. You'll need the following supplies: price tags; trash bags, safety pins for pricing textiles; folding tables with dark colored tablecloths to show off items to their best advantage; clear plastic bags to combine smaller items; security cases which can lock for very small and valuable items; newspaper, boxes and shopping bags to wrap sold items; sales books and pens, rope to tie furniture or other sold items onto a car; an adding machine and a covered money box. Be sure to remember to buy them if necessary.
7. Decide on prices for each item. Call an appraiser. Use a price guide. Ask a friend. Don't guess.

(continued other side .. See TAG SALES)

IS IT WORTH SHREDDING?

According to credit reporting companies, identity thieves defrauded more than 500,000 people in 1997, up from 12,000 in 1992. (Life Magazine April 1999)

Consider the papers you throw away. Do they contain enough identification to make you a victim? If you need one, be armed with a personal shredder or the name of a professional shredding company.

Marcia Sloman
UNDER CONTROL
5 Pocantico Road
Ossining, New York 10562

TO:

Address
Correction
Requested

.....**DON'T MISS THIS summertime ISSUE**.....

🕒 Time to Schedule

UPCOMING EVENTS:

August 1-7 is Simplify Your Life Week (Reduce Clutter).

The month of September is Self Improvement Month.

Thursday, September 9 is Do It Day (AKA Fight Procrastination Day).

Do you belong to a community or professional **association**? Call me at **914-923-1057** to schedule a **presentation** on time, priority, goal, paper, clutter, balance and (home) office management for your group.

Do you want to send someone **UNDER CONTROL DIRECT?** Call **1-800-227-5638 ext. 252** for a **free** copy on Return Fax in 20 seconds. No obligation.

♥ Inspiration

"If we can overcome the pull of the flesh to arise early in the morning - putting mind over mattress - we will experience our first victory of the day. We can then move on to other things. For by small means are great things accomplished."

-- Stephen R. Covey --

Remember Household Cleanup days. For information on recycling, composting, etc., call (800) 253-2687 or, reach online at www.1800cleanup.org

🎵 Thank yous

Thank you to the hosts of the Spring events: **Dr. Donald Wiedis** of a Manhattan Seniors Group and **Lenore Rosenbaum** of the WJCS/Manhattanville Women's Center for providing the environments to talk about our favorite topic, "Organizing." And, of course, thank you to all of you who came out and participated.

TAG SALES(cont'd)

8. Hire sales people or enlist many friends to help on the day of the sale. Petty thievery can be a problem.

9. Make up signs on brightly colored oak tag and post them in the neighborhood. Plan to put them up early on the day of the sale and be sure to take them down afterwards.

10. Tag sales are wonderful ways to earn extra money and rid your home of unwanted items. Remember, if you are having a good time so will your customer,

and people having a good time have a tendency to spend more money.

Helaine Fendelman has 30 years of experience in the art and antiques field. She is a certified member and the past President of the Appraisers Association of America, Inc. Now in its third printing, her book, written with Jeri Schwartz, Money in Your Attic - How to Turn Your Furniture, Antiques, Silver & Collectibles Into Cash, gives an in-depth look at the business of the appraisal and sale of Household contents. Helaine is a frequent guest with Joan Hamburg on WOR Radio NY and on television's LIVE with Regis & Kathie Lee.