



# THE SURE-FIRE MOVE UP METHOD

A GUIDE TO HELP FAMILIES UPSIZE THEIR HOMES WHERE THEY CAN GROW AND THRIVE

## When you first moved into this home, it was perfect.

Your family was just getting started and you didn't need much. Or want much for that matter. You were content and you were proud of where you'd gotten so far. You've created so many beautiful and cherished memories here. You never thought you'd want to move... until now.

Mornings are hard as it is. The added stress of both you and your spouse sharing the bathroom with kids seems like torture. Someone has to pee, someone has to brush their teeth, you have to do your hair. You're going to have to start waking up a lot earlier to get it all done and have everyone out the door on time.



"Someone has to pee, someone has to brush their teeth, you have to do your hair."

Working from home is great! But working at your kitchen table, or that small spot in your bedroom... Not ideal. There are so many distractions. The kids come walking in all the time during your Zoom meetings. There's general banging around and chatter all the time. And you're constantly having to use your breaks to feed or clean up after someone. If only you had a dedicated spot to shut the door and focus on your work.

You're not parenting if you don't step on a kid's toy at least once a day. It feels like an obstacle course tip-toeing around everything. It would be so nice if the kids had their own space to play. But you've had to convert any extra space

you did have into a makeshift office or bedroom. It just always feels like you're on top of each other.

It's hard to keep everyone entertained in a small space. Between the kids, pets and your spouse, it's easy to get cabin-fever indoors. You try to escape to the backyard. It can be a great place to relax by a fire or gather with loved ones for a BBQ. Until you actually try to entertain, then reality sets in. You quickly realize this space isn't very conducive to a gathering.

## The Real Problem

You need a bigger place. Everyone needs some private space. You catch yourself daydreaming about a home with that extra bedroom and bathroom. You fantasize about a big backyard to host a BBQ for your friends and family. Lots of green space for the kids and your pets.

But you're scared of the time involved in the packing and cleaning process. You're not sure how much everything will cost. You're so overwhelmed. You're not even sure how or where to begin.

## Something's Got to Give

You can see and hear everything around you when working from home. You can't concentrate on anything. Every project is taking you longer than usual. You're always worried if you're making mistakes. If this keeps up, you definitely don't see that promotion in your future. In fact, your career could be at stake if nothing changes.

You're worried all the tension and overwhelm from living in these closed corridors will keep escalating. You don't see it getting any better if nothing changes soon. In fact, things will get much worse. You're heading down a scary path to a family breakup.

Sounds familiar? This is why we created the **Sure-Fire Move Up Method**. It's designed with families like yours in mind. You're busy and overwhelmed. We want to help you find a home that better suits your changing needs and desires.

**Here's how it works.**

"It's hard to keep everyone entertained in a small space."

# 1

## STAGE ONE: Roadmap

The first step is an initial meeting at your home. We sit down together to go over your wish list for your new property. **It's crucial for us to understand what is important for you, and not deal breakers.** This gets the wheels turning and we'll bring up options that you may not have thought of.

Because you have a home to sell... we'll ask that you take us for a tour of your current home. How your house presents to buyers is important. We may recommend repairs, updates and staging that would be worth your time and effort. Sometimes it's not worth doing anything if the return isn't there, but **we'll make a plan.** We'll give you an opinion on current market value. You'll be given a conservative number AND a rough price of where it could land.

It's recommended to use the conservative number to budget for your new place. This number gives you a buffer so you don't get yourself in trouble. It would be stressful if there was a shortfall.



# 2

STAGE TWO:  
Rally

Our roadmap starts taking shape now. We recommend speaking to a Mortgage Broker. They will shop around for the best solution for you, and explain all the details. **It's important that you feel confident about your numbers** as we move along in this process. Both on the selling side and the buying side.

We'll take your wish list and set you up in our system. You'll get emails every morning with new listings. We will tweak the criteria further based on what you like.

The plan we created in Stage One is starting to come together. Any repairs and updates would be underway at this point. **We would help you with contractors and other service providers.**



# 3

## STAGE THREE: Ready

We now have a true understanding of what you like, and what you definitely don't like. Now you're ready to go out and see some houses! Sometimes the first house you see is the one. Sometimes we have to go out a few times, each time narrowing things down further. Nonetheless, you will find a home that checks most of the boxes.

We'll write up a good offer and explain clauses that we put in to protect you. There will be some negotiating back and forth but **our goal is to negotiate an offer that is favourable for you.**

If there are any inspections, we'll get that all coordinated and completed. You'll review the reports and sign off if you're satisfied. By the end of this step, you've found your next home and you've got an accepted offer in hand.



# 4

## STAGE FOUR: Release

On the selling end, once the repairs and updating is complete and the house is cleaned, we would bring in our stager. Next is high-end photography and other media to **showcase your property in the best way.**

Then we go live and release your home on the market. There will be potential buyers coming in and touring the property. There are different strategies depending on current market trends. It may be best to hold all offers to review on a specific date, or it may be best to accept offers anytime.

**Our goal is to get an offer with a great price and fair terms for you.**

Depending on current market trends, it may be better to sell before you buy. In this case, we would flip Stage 4 and Stage 3. And either way, by now you will have sold your current home and bought a new one.



# 5

## STAGE FIVE: Rejoice!

Your current house has sold, and you bought an amazing home! Our team will send all the documents for both your buy and sell to your Real Estate Lawyer and Mortgage Broker.

You'll be set up with our partner company, MoveSnap. They help you move all the utilities over. We also will help you if you need movers or contractors for the new home. **Whatever you need, we are there to help.** Believe me, we know how valuable it is to have all these resources at your fingertips! There will also be an opportunity for you to revisit the property. The buyers of your property will have the same opportunity.

And finally, you move into your new home - have a housewarming party and invite us!

**Our relationship doesn't end here.** We will check in from time to time in case you need help. We are also looking forward to helping your friends and family.



## Your Future Is Bright:

- Everyone is happier and healthier now. You see it in everything. Getting ready in the morning is calmer and less chaotic. Everyone has the space they need to get ready. Everyone has their own private areas when they need time alone. You have the space to entertain. The kids have their friends over all the time now. There's so much less tension and stress.
- You don't hold back from treating your family now to a night out or a vacay somewhere warm. They deserve it... You have so much more freedom to buy the things you've worked hard for. You and your spouse don't fight over funds anymore. In fact, you see a special date night in your future.
- You're proud of this home. It's a real investment in your family's future. A bigger home means a better investment. You know you're building better generational wealth to leave to your family. You have a legacy to leave them.

## Don't just take my word for it

“ We had the pleasure of working with John on selling our first home and buying our future home. Anything we needed whether it was to ask a question or inquire about anything he was very quick to respond. He worked endless hours to sell our house and find what we wanted in our new home. He was always honest and very personable. The experience was as stress free as possible as we put all of our faith in him and are happy we did! He was by our side every step of the way and we are so excited to start our new chapter in our new home. It was a wonderful experience working with John!

- **Steph Critch**

“ The Rehman Real Estate Team has made my “could have been stressful and lonely” experience a comforting and friendly one. I sold and bought with them and would highly recommend their services and will definitely keep them for my next home. They are professional, knowledgeable, honest, friendly, responsive, dependable, go above and beyond, looked out for me and my interests without me having to ask, I cannot say enough about them. If you are looking for the RIGHT team, look no further!

- **Gina Karkanis**

“ We had such a positive experience working with John. He is extremely knowledgeable so we felt very safe and taken care of in all stages of purchasing our home. He is reliable and always got back to us promptly when we had questions or wanted to book a viewing. We also loved how down to earth and real John is. Working with him felt like working with a friend.

- **Jessica Haisinger**

## ABOUT JOHN

Only those closest to me at the time knew I left home at a young age. I was in grade 10 and it was no other fault than my own behaviour.

I was very fortunate to have a few friends that convinced their parents to let me stay with them. One friend was a friend of mine since public school. His mom allowed me to stay there. She was a single mother and had 2 kids. I slept in the living room and they fed me on a limited budget.

I had another friend that let me stay with his family in an apartment that already had 3 boys, I was the fourth. I didn't like being a burden. These families had a tough time on their own and it wasn't their responsibility to take care of me. I'm VERY grateful for their kindness. I think about it all the time.

The feelings of guilt overcame me and I decided that I wouldn't ask anyone for help anymore. I slept outside my high school. In order to not be seen, I sometimes slept in a pile of leaves or in the back field.



I had no money, just the clothes on my back. I didn't eat much either. My amazing friends would sometimes sneak some food from home. Other times, they even saved a couple of dollars from their chores so I could buy a pop and a bag of chips.

**My best friend's family took me in. I was embarrassed to take their extended hand, but I couldn't make it on the cold streets.**

They were a good Christian family. They believed in helping those less fortunate. They already had 4 kids, 3 of which were teenage boys. My best friend and his younger brother shared a room. I had a mattress on the floor between their beds. Honestly... It was a very memorable time of my life.

I was fed, and taken care of just like the other kids. When we were in trouble, we were all in trouble. They never treated me any different. At that time, I looked at their father and mother (which I called uncle and aunty) as parental figures. To this day, I



have tremendous respect for them.

Even more than caring for my physical needs, they were able to reunite me with my mother. I missed her so much. I moved back in a short time later.

This experience made me grow up very quickly. I never wanted to be in a position where I can't afford food and be homeless, again. But my focus also turned to giving back to others and helping those in need. I found a job and worked all the hours I could get. I kept this up during my professional career until I was able to scrape enough to buy my first house in my mid-20's.

**I haven't stopped buying and investing since.**

I got into real estate with the intention of experiencing pure joy when someone buys a home. The feeling of safety and comfort when walking into your home is priceless. And that feeling is even stronger with a family of my own. My team and I love being able to help other families find a home that helps give them an environment where they can grow and thrive.

If you're ready to take the next step, book a strategy call with us to see if we can help you upsize your home.

Click here to chat with me in Facebook Messenger.

