



Stage to Sell.
Design to Live.

20 Ways to
Declutter
in 2020

Our Top 5
Requested
Staging Items

INCREDIBLE
Before and After
Photos

Word of
the Year!





JANUARY 2020

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HELLO THERE!

First, let me introduce myself. I'm Trisha Lee, owner and creator of LoveLeeHomes. I began staging homes for sale in the Wichita area in 2014. My husband, Chad, and I have 3 boys—so life is very busy at home! I am so very passionate about our luxury lifestyle staging services and truly believe it has a HUGE impact on the sale of homes! We just keep elevating the design, streamlining our services and the results keep getting better and better! Soon after I started staging homes, I also added interior decorating, remodeling and redesign to the list of services we offer. We love working with homeowners!



LOVELEE HOMES 2019 RECAP

Welcome, we have some exciting topics to cover in this first issue of the LoveLeeHomes magazine! Our magazine will be delivered quarterly to your inbox. (Please forward this along to friends and encourage them to subscribe!) In this issue, you'll get a glimpse into our team, home staging design trends for the upcoming year, some tips on decluttering, and some fun facts along the way. As I sit here thinking about all the goals and exciting things to come in 2020, I'd love to take a moment to reflect on 2019. I am so grateful for all my clients and realtors that have believed in the process of home staging. Whether your home was vacant or occupied, we enjoyed the privilege of working with you and accomplished some great things over the last 12 months.



First of all, I must gush over my team! Just saying that sounds so good! For years, (as kids say these days) "the struggle was real." It was difficult growing a business and working on the business and billing and organizing furniture and creating contracts and all the things that go along with creating a business from scratch. And still being a mom and wife. So, thank you so much for your grace as I learned how to do it all under your watchful eyes. But—back to my team!



Angela Damico started working with LoveLee Homes way back a year ago in January 2019! She has been married to her husband Pete for nearly 20 years and they have 3 amazing kiddos. Angela is a part-time speech and language pathologist for the Andover School District. (She also has a beautiful line of leather jewelry that will make you feel like a rockstar - [The Penny Leather Collection](#) - look it up!) She has been the best to work with, if you know her or have met her, I know you would agree. It was so serendipitous how it all came to be. One night, we were sitting in a parking lot waiting to pick our kids up from youth group and I was lamenting about how I just didn't think I was going to be able to get ALL the things done that needed to be done. How it was getting to be too overwhelming and I was going to have to turn some clients away because I just didn't have time to complete everything. I had several houses that needed to be staged, a couple of design projects on the burner, and houses to pack, trucks to load; the list went on and on. She listened ever so nicely. It turned out that Angela was looking for a creative outlet, something that would really

give her an area to flourish! She called me the next day with tears in her voice and said, she felt like she was being nudged in my direction and would love the opportunity to come aboard and see how things went! Well....that was a year ago, so obviously things have been AWESOME! Her eye for design, impeccable taste, and get it done attitude have been such a joy to work with! I look forward to many more years.



Hayley Fields joined the (small, but mighty) team in May of 2019. She is a junior at Wichita State University majoring in Strategic Communications. I had been looking for an executive assistant for quite some time, I just couldn't find the right fit. I needed someone who could do all the things and not ask me a million questions. (Because honestly, I don't usually know the answer unless I google it!) So, the funniest thing was during Hayley's interview, I asked a question (something to the matter of) "If you had a question about something related to social media, billing, computer, etc. Would you come ask me how to do it?" And she answered, "No, I'd just Google it!" I hired her on the spot. True Story. Right then and there at Starbucks on North Greenwich road. She was a little taken aback, but accepted immediately. And

it's been all sunshine and lollipops since then! Hayley takes care of the majority of social media, contracts, billing, newsletters and anything and everything else I ask of her. This past December she overhauled the website and it looks AMAZING! I so appreciate all the hours she has put in to make the business side of my business run so smoothly.



In May, we started rebranding LoveLeeHomes. We got a new logo, paperwork, folders, online presence; we did a photo shoot with Christi from [9 Sparrow Lane](#), which was so much fun and exhausting at the same time! I feel so confident now, because I know my brand looks just as fantastic as my product!



2019 STATS

Over 30 different realtors.
35 vacant properties.
\$13,000,000 in vacant homes staged

Our next issue will come out in April 2020. We will be discussing what to do before listing your home in the spring! We'll also provide some design tips, handy checklists, and some fun quizzes to test your home staging savviness!

TOP 5 HOME STAGING TRENDS OF 2020

1 Neutral is where it's at! Trends are moving towards more warmer tones like taupes and toasty whites and away from cooler, icier grays. Think of adding colors like champagne, mushrooms, ambers and jade. Also lots of white and high contrast colors are still making their way to the forefront!



Tip: When trying to sell your home, have your buyers step into light! Consider painting the walls all the same light, bright color. It makes the home appear larger and more cohesive. Oh and by the way, painting your home is the biggest bang for your buck! On average you recoup 125% of the cost of painting in the sale of your home. Just be sure to get a professional color consultation, because the wrong paint color costs just the same as the perfect paint color!



2 Natural elements are still being showcased. Wood accents, natural stone and beautiful greenery are not leaving anytime soon.



Tip: Try styling a cutting board on your counter with a large white pitcher and a soft green plant!



3 Scale is everything. (Not the scale where one weighs themselves, but rather the relative size of something.) Selecting Larger scale items like your coffee table, plants, art, etc. are ways to really elevate the look of your room and give it that designers touch!



Tip: Try pushing 2 or 4 smaller tables together to make a large coffee table!



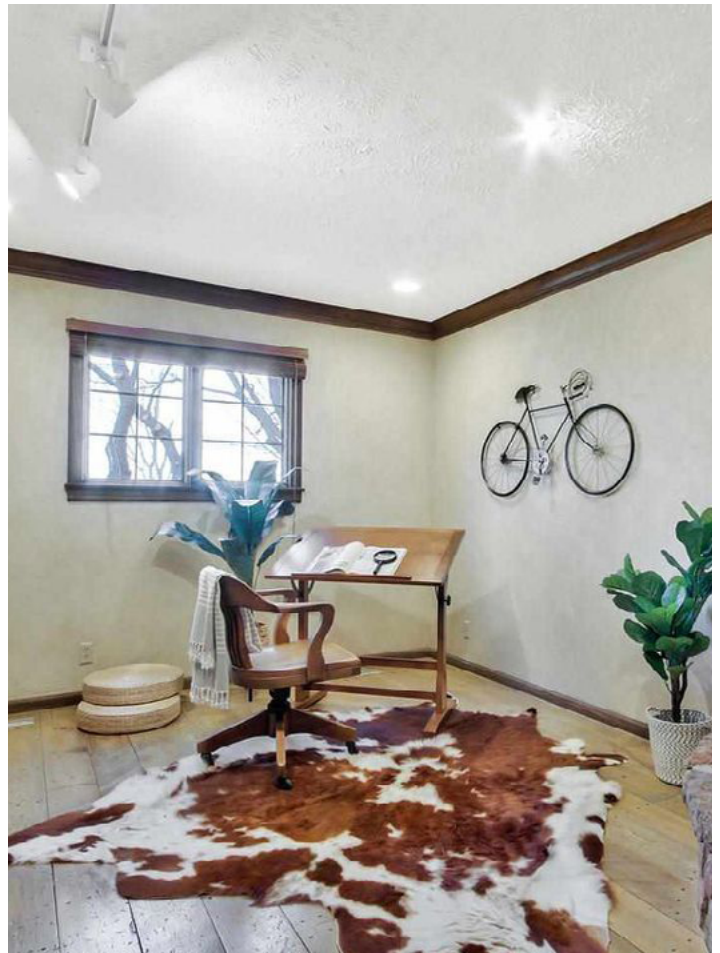
4 Be authentic. Gone are the days of “Bed in Bag” or keeping the pillows that come with your sofa. That screams “No Effort!” Be authentic, Add layers, mix patterns and textures.



Tip: Down-filled pillows will be a game changer in your home decor. They always fluff back up and you can do the perfect karate chop on them!



5 Be Clutter Free! A clean, clutter-free house will soon be a sold house! All the best paint and pillows won't convince buyers that your home has been cared for if your house is dirty and cluttered! I always tell sellers, “The ONLY people who want a dirty, cluttered home are the ones looking for a great deal!” If you want top dollar for your home, get that place in tip-top shape. Pack up all the extras (pictures, diplomas, figurines, etc) and try to use impactful pieces that make a statement.



Tip: Start packing now! If you are wanting to sell your house, start packing up all the extra things you don't use on a daily basis; excess linens, dishes, dvds, appliances, etc. By showing a tidy, organized, clean space, buyers automatically think that you have cared for your home!

TOP 5 STAGING ITEMS OF 2019

We always get requests for links on items we use to stage with in homes! Here is our Top 5 commented on or requested items for last year! Which was your favorite?

1.) This shelving unit is so Large and so WELL worth every little penny! Absolutely one of the biggest bangs for your buck!...[read more](#)

This shelving unit is our number one requested item! Check out the link below to find out where you can find this super affordable open shelving unit (seriously, it's only \$200!) and our other highly requested items!

www.loveleehomes.com/post/topfive



20 WAYS TO DECLUTTER IN 2020

You will feel so much better if you can declutter and free up some space in your mental and physical world. Having some vacancy around you promotes an overall feeling of accomplishment and LESS STRESS!

Check out the next page for our list of things you should declutter in 2020. You can also download a free PDF of our list on [our blog](#).

www.loveleehomes.com/post/declutter2020



Give some of these decluttering tips a try and notice a change in your productivity and overall wellbeing! I can't wait to hear what happens in your spaces!

20 WAYS TO DECLUTTER IN 2020

- 1.) Closet/Dresser - get rid of things you haven't worn over the last year
- 2.) Shoes that are worn out or ones that hurt your feet!
- 3.) Accessories- bags, jewelry, scarves, etc
- 4.) Under bed storage
- 5.) Bathroom toiletries; makeup, shampoos, supplies, etc
- 6.) Old medications/health supplies
- 7.) Junk drawer overhaul
- 8.) DVDs, CDs etc.
- 9.) Kitchen- Pantry, Cabinets, Fridge and Freezer
- 10.) Holiday and seasonal decorations. Get rid of items you haven't used in 2 years
- 11.) Office/Craft supplies
- 12.) Cords of all types, charges, adapters, etc.
- 13.) Email account back to zero (o) unread messages!
- 14.) Paper- old mail, receipts, loose paper, newspaper, magazines, etc
- 15.) Unused apps on your phone, iPad, etc
- 16.) Coffee table, end tables, credenza clean out!
- 17.) Linens, pare down to two sets of two; two for winter and two for summer.
- 18.) Coat Closet Cleanout
- 19.) Cleaning supplies, organize and get rid of leftover, unusable items.
- 20.) Garage extras, donate them!



BEFORE AND AFTER PHOTOS



LoveLee
HOMES





WORD OF THE YEAR

To kick off 2020, I thought I'd shine a little light on my personal life. Every year I pick a "Word of the Year" Something to keep me on track. Something I feel strongly about, Something I need to improve on. Just something that really means enough for me to focus on for 12 months.



Last year, my word was generosity. Be generous Trisha. With all the things: money, time, knowledge, etc. I feel like I did a fine job. I gave even when it pinched just a bit. I tried to be generous to my children, friends, employees, and strangers. This year, as I was trying to figure out my "word" I took somewhat of a roller coaster ride. When I was telling my husband how I picked it, he said, "Wow, did you have a lot of coffee before you got started?" HA! No, but it was very exciting.



For a few days, I let different words roll around in my head and heart for a bit. The first word to come to life was Margin. I thought to myself, "I've got it!! Margin

it is!" But then, after a day or so, it didn't really seem all encompassing enough. I do need Margin in my days. For friends, family and and the unexpected. However, I felt like that didn't quite cover what I felt like the Lord was trying to convey. I always joke about being "way too creative for a spreadsheet", but maybe that's what I need after all. Structure. Hmmm, If I had structure, it would allow for more margin. But that didn't seem quite right either. I sat at my desk, thinking and meditating on what I needed. The word Steward came to mind.



If I was a better steward and had structure, then I would have more margin for things in my life..... yeah—not quite the right word either.

Anywho, The next word that came to mind was Focus. (Obviously I was needing some focus by this moment.) I was thinking maybe if I focused just right — I would have structure, allow room for Margin and being a good steward..... More time. That's what I felt like everything was coming back to: Time.



So- all those words actually revolve around what my word is for 2020!

-TIME-

I want to be a good steward with my time and use it wisely.

I want to plan and structure my time so as to not waste it.

I want to focus my energy so the time I spend doing things can be multiplied.

I want to have margin in my days, so I can enjoy the unexpected things the Lord has in store for me.

I want to spend time on my health and wellness.

I want to spend time with my husband and children.

I want to spend time reading my bible, journaling and in prayer.

I want to spend time with my friends.

I want to spend time growing my business and relationships.

I want to be ready for God's perfect timing.



I just want to be very intentional with my time.

Because hey, Time is money. Time waits for no one. Lost time is never found again. And time keeps on ticking, ticking, ticking into the future. (Doo doo do-do)



Here are some ideas I've come up with to support my word of the year and make it a successful one!

1. Plan my day 5 mins at the end of the day for the next
2. Keep a list on my phone of things I want to do- instead of mindlessly scrolling social media, watching tv
3. Have accountability.
4. Monitor how I spend my time and set time limits.
5. Go to bed early and wake up early (Honestly, this is probably going to be the hardest)



I can't wait to see what the Lord does with me this year! I have some pretty MIGHTY goals on the list this year! Do you have a word of the year? Do you make goals? I'd love to hear your process!



NEXT ISSUE APRIL 2020

QUESTIONS OR SUGGESTIONS? PLEASE EMAIL US!

info@loveleehomes