

Excellent Liquidation Services & Estate Sales

*Quality Service with the
Highest Level of
Integrity.*

INTRODUCTION

Excellent Liquidation Services & Estate Sales provides complete property liquidation services for any size project, small or large.

Property liquidations of any kind are time consuming and stressful, our purpose is to make the process trouble-free for you and maximize your sales revenue. Our services include:

- Complete Estate Liquidations
- Estate Sales
- Living Estate Sales
- Complete or Partial Property Liquidations
- Hardship Sales
- Vacated Home Clean-up, Sale Preparation and Winterization
- Business Liquidations

WHY EXCELLENT LIQUIDATION SERVICES?

- We provide worry-free management of your sale or liquidation; we do all the work so you can attend to your regular day-to-day needs.
- We utilize a thorough appraisal and pricing process that will ensure your items are priced appropriately. Many times in family or individually-run sales items are overlooked and sometimes greatly undervalued.
- We employ multiple methods of advertising for your sale to ensure maximum exposure. Our advertising targets a broad audience and guarantees that thousands of potential customers are notified of your sale.
- We offer other forms of payment such as credit cards so your patrons have greater purchasing flexibility.



**Excellent Liquidation
Services & Estate Sales**
Shelby Township, MI
Phone: 586.212.8671
E-mail: info@els-es.com
Web: www.els-es.com

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ABOUT US

Excellent Liquidation Services & Estate Sales is proud to be a Michigan Company. We are based in Shelby Township and currently serve two primary areas in Michigan; Metro Detroit and the Grand Traverse Region.

We are a family owned company that is committed to providing you quality service with the highest level of integrity.

We operate under the following names; Excellent Liquidation Services & Estate Sales, Excellent Estate Sales, Excellent Liquidation Services or ELS.

ELS is fully insured and bonded.

SERVICE AREA



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SERVICES

Excellent Liquidation Services & Estate Sales offers customized sale plans that are designed to meet your specific needs. Our sale plans consist of 3 levels of service.

- **Base** - A partial liquidation plan where the owner is responsible for items that fail to sell.
- **Complete** - A complete liquidation where ELS will facilitate the sale, donation or disposal of all goods.
- **Complete Plus** - Same as Complete with optional services.

ALL SALE PLANS INCLUDE:

- Detailed appraisal process used to establish pricing including; new/used comparison shopping, web-based research, literature-based research and third-party professionals if needed to establish pricing for rare or less common items.
- Advertisement strategy aimed at optimizing exposure including; web-based marketing, mailing/notification lists, local newspapers and signage.
- Strategic pricing and sale plan designed to drive sales and maximize proceeds.
- Sealed bid process utilized for items of higher value or designated exempt from normal pricing, reserve price is set by the owner.
- Floor protection as required to protect flooring from customer traffic. Temporary ingress/egress aids if warranted.
- Experienced and knowledgeable management, courteous and polite staff.

ADDITIONALLY, COMPLETE PLANS INCLUDE:

- Online auctions facilitated by ELS post sale, including; all listing fees, storage, packaging and shipping. Based on sale plan.
- Charitable contribution; any remaining items that are suitable for donation are gathered, itemized and donated to a charity of the owner's choice. The receipt and itemized list are supplied to the owner for tax deduction.
- Remaining content is disposed of appropriately by ELS.

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OTHER SERVICES:

- Consignment sales utilizing; web-based marketing, catalogs maintained and posted-at all Excellent Estate Sales and by appointment.
- Post liquidation home / business cleaning.
- Realty pre-sale prep
- Facilitate the sale of realty through ELS real estate business partners.

PROCESS

This information is provided as a general overview of the process to help potential customers better understand the steps involved throughout the sale process.

PRE-SERVICE AGREEMENT

1. **DO NOT DISPOSE OF ANYTHING - EVERYTHING HAS SALE POTENTIAL.**
2. **Identify any items that are not for sale.**
3. **Initial on-site consultation - Assess contents and other items to be sold, review sale plans, options and timeline, and discuss any special situations.**

PRE-SALE

1. **DO NOT DISPOSE OF ANYTHING - EVERYTHING HAS SALE POTENTIAL.**
2. **Remove or mark all items that are not for sale.**
3. **Finalize service agreement and determine sale dates.**
4. **ELS requires 2 weeks minimum prior to the sale to accurately appraise and price everything. Access to the premises is required during this timeframe.**
5. **During the 2 weeks prior to the sale; items will be photographed and posted online, advertising arrangements finalized and any necessary permits acquired.**
6. **Any items that are not for sale to be a) Removed from the premises, b) Placed in an area that will not be made available to the public, or c) Covered and noted "NFS" (Not For Sale).**
7. **ELS will place all required display tables, cabinets, lighting and any other special equipment needed for the sale.**

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DURING THE SALE

1. **Signage** appropriately placed for best visibility.
2. **ELS** would prefer that property owners are not present during the sale; this removes any potential for emotions entering into the sale process and allows for maximum sale effectiveness.
3. **ELS** staff is on hand 2 hours prior to the start of sale, staffing as required for each day of the sale through closing.
4. Depending on the scope of the sale and anticipated customer response "numbers" may be used on the opening morning of the sale to maintain order.
5. Depending on the size of the sale typical start times are 9-10am and closing times between 3-5pm.
6. Receipts are generated for every sale no matter what amount.

POST-SALE

Base Sale Plans

1. **ELS** property removed from the premises.
2. Remaining sale contents are left for disposal by the property owner.
3. **ELS** will provide an invoice for services rendered including a sales report with total sales receipt within 5 business days after the sale ends. Proceeds and payment are disbursed at invoice.

Complete Sale Plans

1. **ELS** property removed from the premises.
2. **Items** for online auctions identified and listed.
3. **Items** for charitable donations identified, itemized, and delivered or picked up, receipt provided to the owner for tax deduction.
4. Remaining items disposed of by **ELS**.
5. **ELS** will provide an invoice for services rendered including a sales report with total sales receipt within 5 business days after the sale ends. Proceeds and payment are disbursed at invoice.
6. **Begin** any post-sale options such as consignment, house cleaning or home sale preparation, etc.