Course Title: Home Staging

Course Description:
Designed for the home owner or the professional real estate agent to prepare a home for resale. Learn the benefits of home staging and how staging a property for resale can help you achieve a faster sales time and top dollar.

Course Objectives:
1. To educate students on the benefits of home staging
2. To give students an understanding of what home staging is and why it's important for selling a home
3. To help students learn techniques on how to stage their home through lecture, examples and case study and a course text (TBD)
4. To learn that staging is a powerful marketing tool for realtors and sellers alike
5. To have staging be seen as an industry standard for real estate professionals and home sellers

Textbook(s):
Get Ready to Sell (Home Staging Workbook);
Tina Parker

Lesson Plans - by week or session
Session 1: Introduction. What is Home Staging?
    Why Stage?
    Does Staging work?
    Real Estate Merchandising
    Buyer Psychology
Session 2: How to Stage
Session 3: The Virtual Buyer
    Tips and Tricks
Session 4: Vacant and Investment Properties
    Overview