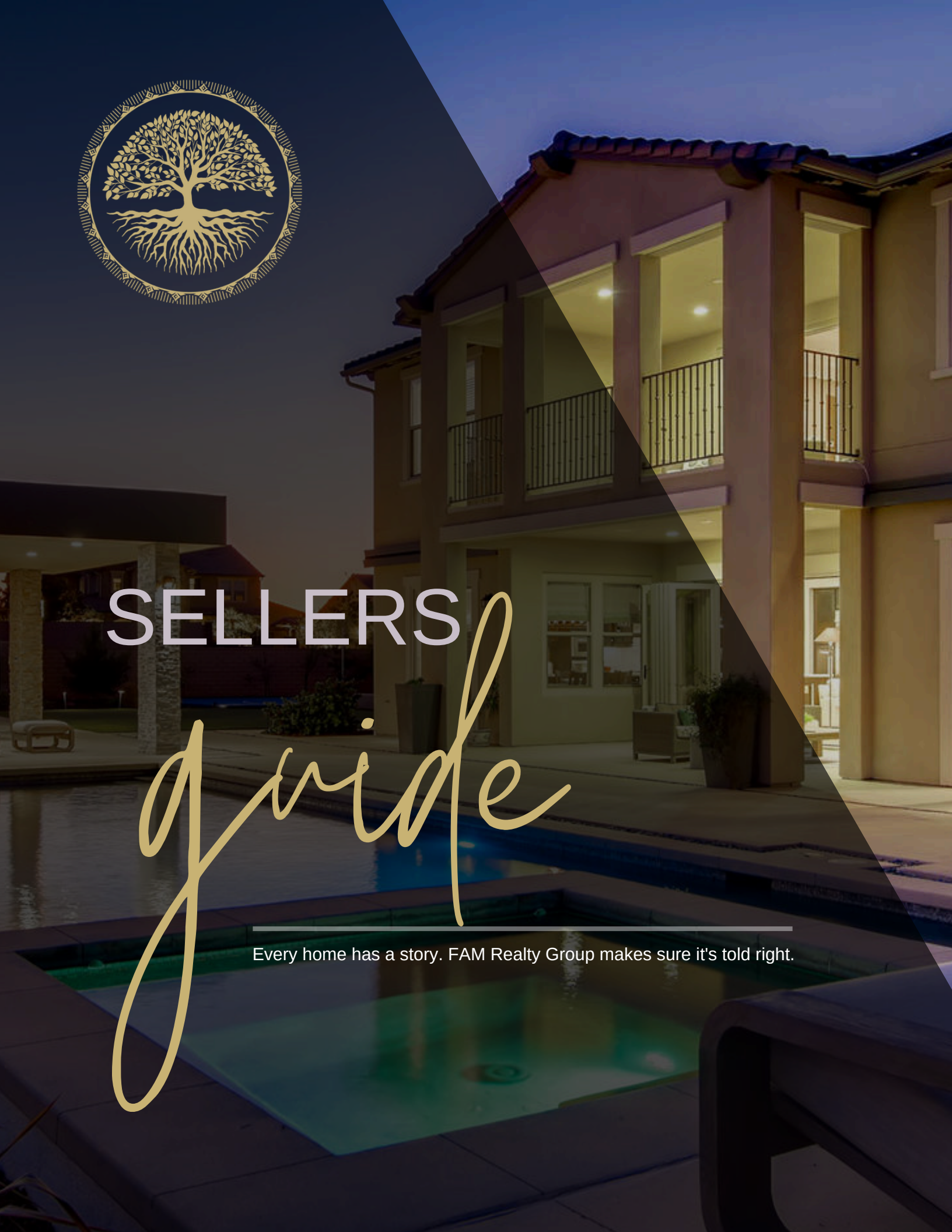


SELLERS *guide*

Every home has a story. FAM Realty Group makes sure it's told right.



www.ccsummerfield.com | cc.summerfield@famrealtygoup.com | 760.230.6619

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Team

MEET YOUR LISTING



CC SUMMERFIELD

Broker Associate

619.980.7758

cc.summerfield@famrealtygroup.com
www.ccsummerfield.com

★★★★★

5-Star Rated Licensed Real Estate Agent

Zillow trulia Google



Frances Mouser
Team Leader/CEO



Kimberly Romano
Executive Coordinator



Zach Geisendorfer
Sales & Partner



Brett Moon
Systems & Technology



Shannon Fox
Marketing Specialist



Jerad Spink
Photograpy & Video



Sara Young
Seller Coordinator



Daylyn Jackson
Buyer Coordinator



Jennifer Williams
Listing Coordinator

PERFORMANCE Milestones

Statistics

Total Sales Volume
$500 million+

Transactions
550+ completed transactions

Days on Market
Average of 14 days

Average Sale Price
$1,080,000

List-to-Sale Price Ratio
103%

Achievements

2025 Top 1% Mega Team by Volume

2025 Circle of Excellence SDAR PLATINUM

Member of The National Association of Realtors

Glass Door 2025

Real Trends eXp 2025

Brokerage

ABOUT OUR

eXp BROKERAGE

Largest independent real estate company in the world!

- IN DEAL SIDES
- TOP MOVER IN SIDES
- TOP MOVER IN VOLUME

80,000
AGENTS

24
MARKETS

BEST PLACES TO WORK 2024 'GLASSDOOR'

RISMedia TOP 100 POWER BROKER

flexjobs TOP 100 REMOTE WORK COMPANIES to WATCH

500 Technology Fast 500 2023 NORTH AMERICA Deloitte.

CIRCLE OF EXCELLENCE GOLD AWARD WINNER

MEGA 1000 HONOREE T3 60

Forbes 2024 AMERICA'S BEST LARGE EMPLOYERS POWERED BY STATISTA

Expertise Best Real Estate Agents in Carlsbad

REALTRENDS FIVE HUNDRED COMPANY 2022

RISMEDIA REAL ESTATE NEWSMAKERS 2023

CIRCLE OF EXCELLENCE

RISMEDIA POWER BROKER REPORT

T3 60 MEGA 1000 2023

FINANCE LEADERS 2024

THE GEO AWARDS

INMAN INNOVATOR AWARDS

Worry Free LISTING

Flexible Commissions

We offer several different commission options. Select the one that best fits your needs. We give you every opportunity to save money. No other agent offers this program.

Cancel Anytime Minute-to-Minute Listing Agreement

Either you or we can cancel by calling and saying "I want to cancel the listing." It's that simple. The cancellation becomes effective at the time you call. Please allow 2 business days to have the sign removed and the listing withdrawn from the Multiple Listing Service.



Guaranteed Rent Back

Are you selling your home but worried about finding a new home in this low-inventory market? Ask about our Guaranteed Rent Back program. FAM Realty Group will secure a lease back agreement for 1 month, 3 months or even up to 6 months depending on the financing. OR we'll pay you $5,000!

Sell it yourself while listed and pay nothing!!!

You only pay if we procure an offer that is acceptable to you.

INSTANT OFFER PROGRAM	ONE DAY LISTING	FAM TRANSFORMATION
Selling is stressful. We make it simpler! We'll meet and present your cash offer the same day. Accept the offer, decline the offer or work with an agent. It's up to you – there's no obligation. Once you accept the offer, pick a closing date that works for you. We'll arrange a home inspection (if needed) and prepare your	You can cancel your listing literally the next day if you so choose, if not it's a day to day contract. You can relax, knowing you won't be locked into a lengthy contract. You will enjoy the highest caliber of service from professionals confident enough to make this offer.	Updating your home before selling will help you sell faster and for more, but the traditional process is slow, unreliable, and risky. With FAM Transformation you can experience a simple, streamlined home improvement solution that eliminates the stress of getting homes market-ready.

PROFESSIONAL *Photography*



YOUR HOME IN ITS *BEST LIGHT!*

Our in-office photographer is a dedicated member of the team with well over 8 years of experience as a professional photographer. With professional lighting equipment and editing software, your property will be marketed in its best light!



Virtual 3D VIDEO TOUR

WHO ARE VIRTUAL TOURS REALLY BENEFITING?

Along with professional photos, we'll also create a virtual tour of your property. Over the years we've noticed buyers need more than just a few camera phone photos to build interest in scheduling a showing, let alone putting in an offer. We take care of it!







Benefits for the Home Buyer:

According to NAR statistics, 51% of home buyers find their dream homes on the internet. This includes a significant number of first-time buyers – young, busy, and tech-savvy individuals who prefer the convenience of virtual exploration. By offering high-quality technology like Virtual Tours, you keep them engaged without the need to schedule time off work or find a sitter for the weekends, ensuring you cater to their modern buying preferences.

Benefits for the Home Seller:

For sellers, the perks are just as enticing. No need to leave the house for every curious buyer. Our extensive marketing, including Virtual Tours, ensures that showings attract serious buyers only. Sellers can rest easy, knowing their property is showcased to individuals genuinely interested in making a purchase.

PROCESS *Pre-Sale*

The following will be executed prior to your property hitting the market online.

- [ ] Initial Listing Education
- [ ] Present Marketing Propsal
- [ ] Set Listing Price
- [ ] Sign Listing Documents
- [ ] Schedule Listing Photographer

Receive Digital Media

- [ ] Video Tour
- [ ] Listing Photography
- [ ] Individual Floors Videos
- [ ] Sizzle Video Reel

Receive Marketing Materials

- [ ] Property Brochure
- [ ] Property Post Card
- [ ] Front Yard Sign
- [ ] Press Release
- [ ] Property Flyer
- [ ] Property Web Page
- [ ] Property Broker Eblast
- [ ] Property Buyer Eblast

Additional Promotion Preperation

- [ ] Upload Listing Information to MLS
- [ ] Upload Listing Information to Zillow Group Websites
- [ ] Upload Listing Information to Additional Real Estate Websites
- [ ] Install Outdoor Yard Sign
- [ ] Schedule Initial MEGA Open House Event
- [ ] Initiate Social Media Advertising
- [ ] Begin Showing Process

Marketing ACTION PLAN

Campaign Goals

The primary objective of the marketing campaign is to find a buyer for your home. The criteria for meeting this objective include the following:

1. Selling your home at or above market value.
2. Achieving the sale within your preferences for timing.

Assets

Our full-service marketing includes the creation of the following assets that we will use in our marketing campaign for your home. If there is something that is not listed below that is important to you, please let us know. We pride ourselves on creating a customized marketing campaign for every client and property.

- Professional Photography
- Full Property Tour Video
- Drone Aerial Video Footage
- Social Media Feature Videos
- Marketing Commentary Written
- Landing Pages, MLS & Syndication
- Featured Property Page (on our website)
- Facebook Ad Creative (Copy, Design/Video)
- Instagram Ads Creative (Copy, Design/Video)
- Youtube Ad Creative (Copy & Video)
- Digital & Print Property Flyers
- Property Postcard Mailer






Distribution

Your home will be marketed through the following platforms and audiences

- Multiple Listing Service (MLS)
- Popular Home Search Sites (Zillow, Trulia, Realtor.com, etc.)
- Facebook, Instagram, Tiktok Ad Audiences (expressed real estate interest)
- YouTube & Google Ad Audiences (active real estate searchers)
- Proprietary Email List of over 125,000 Local Home Owners and Buyers
- Postcard Mail Drop (Every Door Direct Mail) 3 to 5 mile Radius
- Voicemail Ringless Drop 3000+ Local Homeowners and Potential Buyers

OPEN House

A Winning Strategy for Your Home

At FAM Realty Group, we believe open houses are more than just an event—they're a strategic marketing tool designed to showcase your home at its absolute best. Here's why they're an essential part of selling your property and how we make them stand out.

Why Open Houses?

Maximize Exposure: Open houses invite a wide range of buyers, including those who may not have scheduled a private showing. This creates more opportunities for the right buyer to fall in love with your home.

Create Buzz: A well-marketed open house generates excitement and urgency, encouraging buyers to act quickly in a competitive market.

Convenience: By consolidating showings into a dedicated time, open houses reduce disruptions to your daily routine.

Highlight Features: Staging your home for an open house allows us to present it in the best light, emphasizing its unique features and appeal.

Targeted Marketing: We leverage digital marketing, social media, and direct outreach to attract serious buyers to your open house. Your property gets the attention it deserves.

Strategic Staging: Our team ensures your home is perfectly presented, from thoughtful furniture arrangements to subtle finishing touches that make a lasting impression.

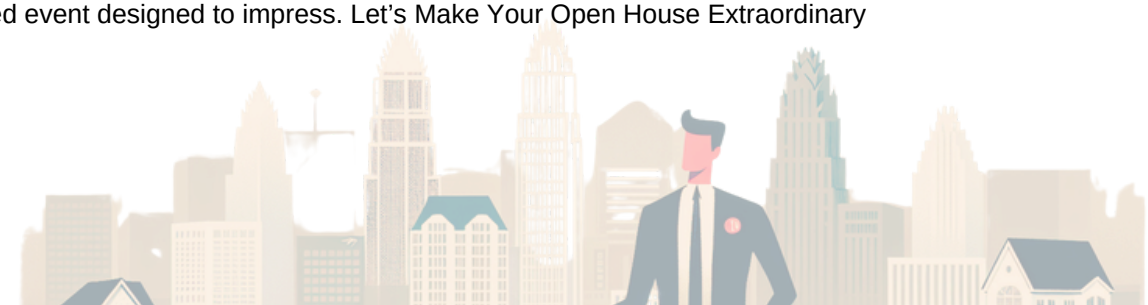
Personalized Touches: We provide detailed property brochures, refreshments, and a welcoming atmosphere to make buyers feel at home the moment they step inside.

Expert Representation: Our experienced agents are on-site to answer questions, highlight the best features of your home, and collect valuable feedback from attendees.

The Results Speak for Themselves

Open houses are more than a one-time event—they're a proven strategy to drive interest and secure offers. By showcasing your home to a broader audience, we create opportunities for competitive bidding and a faster sale at the best possible price.

When you partner with FAM Realty Group, your open house isn't just another listing on the market. It's a professionally orchestrated event designed to impress. Let's Make Your Open House Extraordinary



System

SOCIAL MEDIA

Phase 1: The Launch

- Facebook & Instagram Ads: Targeted geographic ad campaigns to generate immediate interest.
- Social Media Posts: Engaging posts across Facebook, Instagram,TikTok,Youtube and LinkedIn
- eXp Realty Network Exposure: Your listing shared with over 90,000 agents worldwide.

Phase 2: Building Momentum

- Ad Continuation: Extended Facebook/Instagram ads to maintain visibility.
- Event Creation: Facebook event for the broker open house to attract agents and buyers.
- Open House Posts: Promoted on all platforms for maximum attendance.

Phase 3: Increasing Buzz

- Social Media Updates: Fresh posts stories highlighting open house details and buyer feedback.
- Ad Optimization: Continued Facebook/Instagram ads tailored to reach active buyers.
- Expanded Reach: Sharing on LinkedIn to tap into professional networks.

Phase 4–6: Strategic Adjustments

- Price Update Campaigns: New Facebook/Instagram ads to spotlight any price adjustments.
- Targeted Outreach: Ads focused on specific regions: San Francisco, San Jose & Los Angeles.
- New Content: Retouched photos and updated staging highlighted in posts and ads.

Phase 7: Final Push

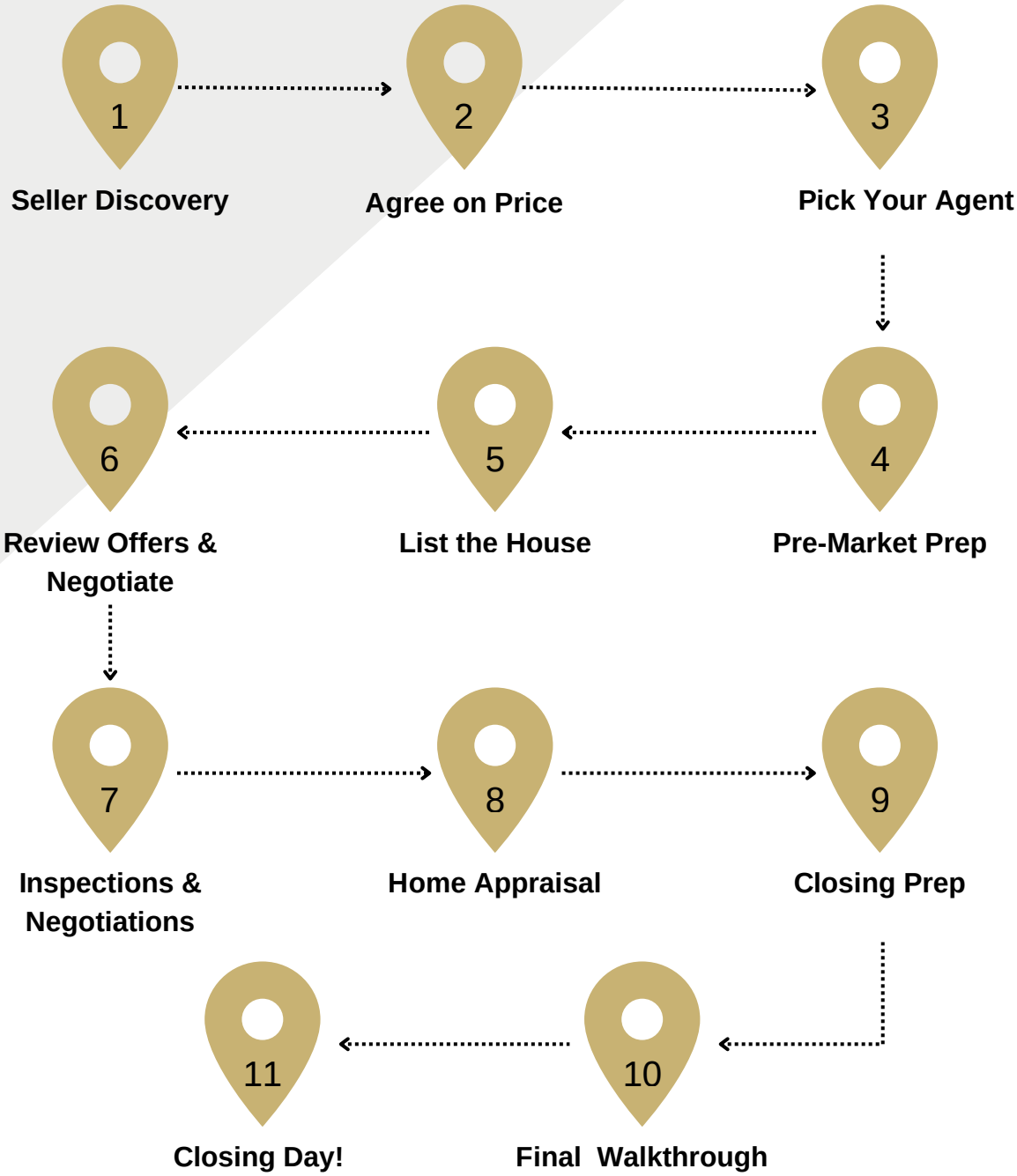
- Regional Targeting: Social ads zeroing in on buyers in North County and LA.
- Enhanced Visuals: Updates to photography and staging shared across all platforms.
- Community Engagement: Posts and stories inviting neighbors to open houses.

Why It Works

- Unparalleled Reach: Social media connects your home with thousands of potential buyers daily.
- Proven Results: Listings with targeted ads and engaging posts sell faster and for higher prices.
- Real-Time Engagement: Instant feedback and interactions keep your home top-of-mind.

Your home deserves more than a listing—it deserves a digital spotlight. Let's get started!
This concise plan focuses solely on social media activities while emphasizing their impact.

SELLER Roadmap

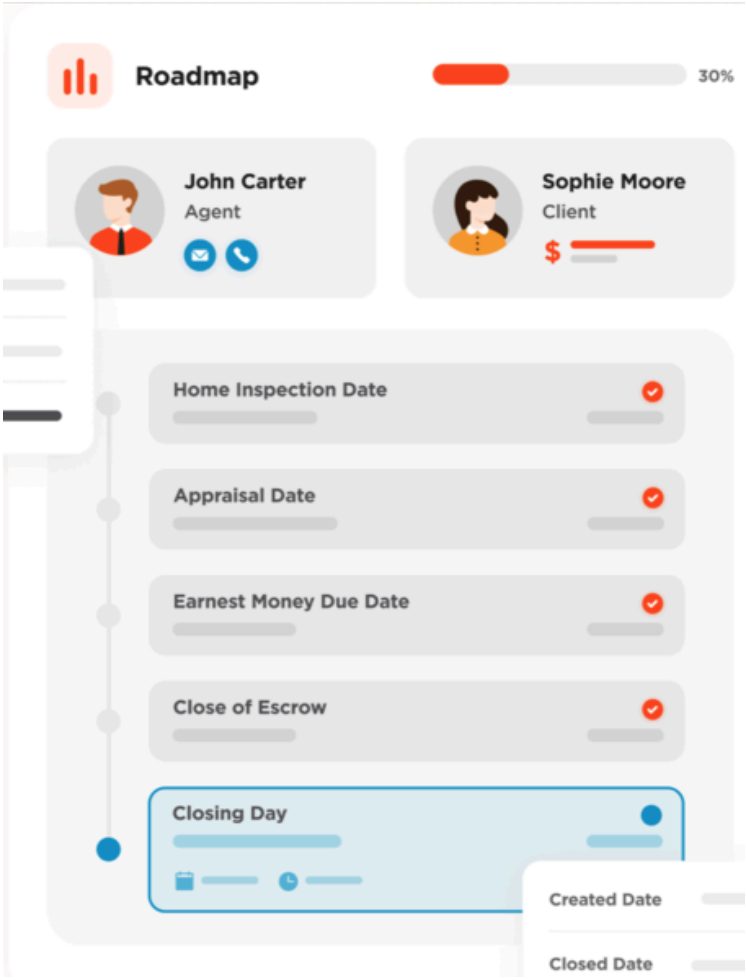


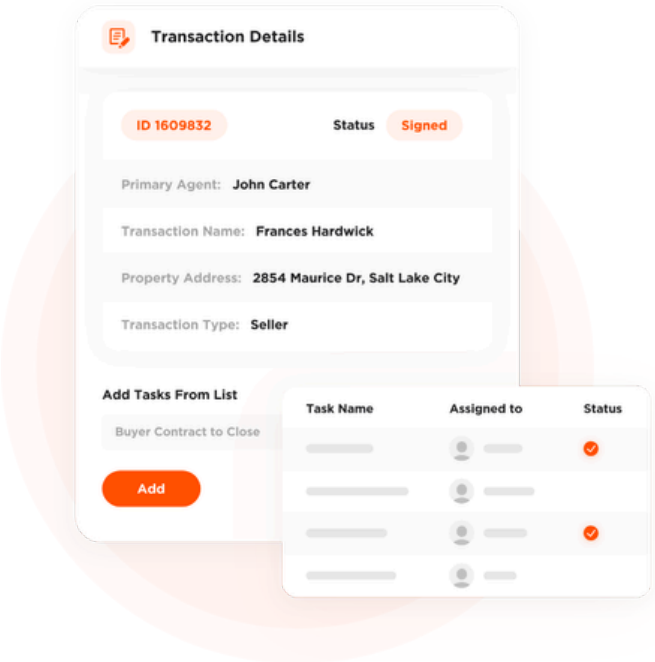
Track Your Home Sale in Real Time!

Introducing Your Personalized Sisu Client Portal

Selling a home can feel overwhelming, but we've made it easier than ever with the Sisu Client Portal. This cutting-edge tool provides complete transparency throughout the transaction process, giving you real-time updates and visibility every step of the way.

From listing to closing, you'll receive instant notifications, access to documents, and even a chat feature to connect directly with us or other key partners like mortgage, title, and escrow professionals.





."

Stay informed about the sale of your home:

1. **Monitor Updates**
   - Review milestones as they are completed.
   - Stay informed about marketing activities and buyer interes
2. **Review Feedback**
   - Check feedback from showings and open houses.
   - Understand buyer impressions and adjust if needed.
3. **Communicate with Your Agent**
   - Reach out with questions or concerns.
   - Receive updates about offers and negotiations.

Sisu empowers sellers by providing the tools and insights needed for a smooth and successful transaction. When you sell your home with us, you're not just getting a real estate team – you're gaining a strategic partner dedicated to delivering results.

Market ACTIVITY

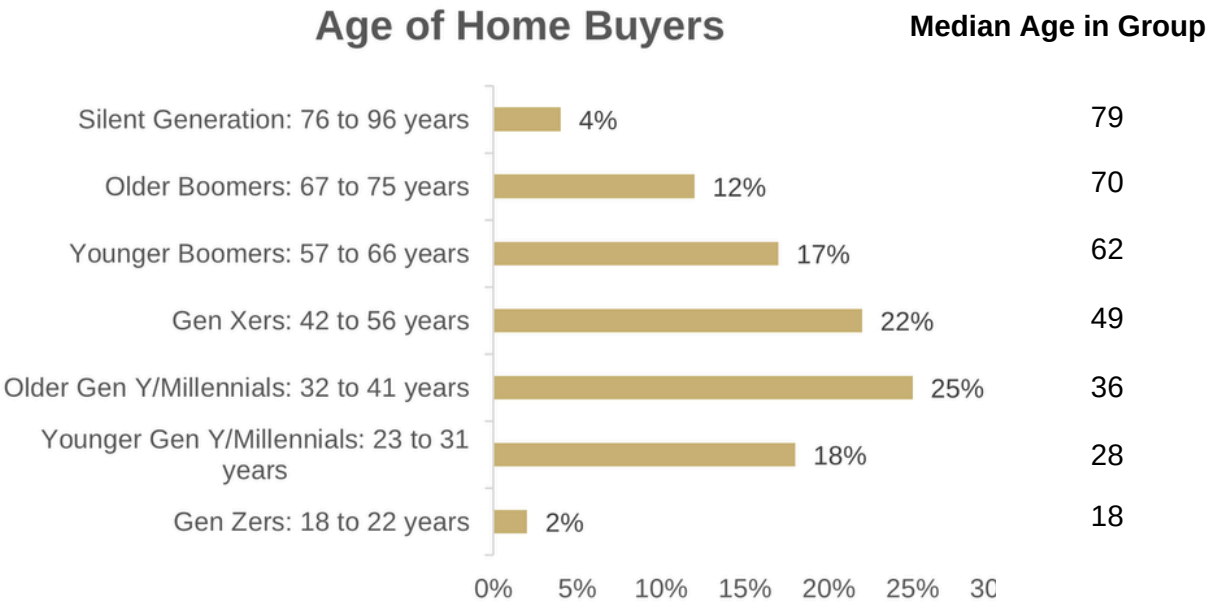
Timing and the mind of a buyer are extremely important to understand with the sale of the home.

What is ACTUALLY occurring in your local market today?

- How many homes for sale in city ?
- How many type of home in city ?
- How many type of home in zip code ?
- Number of homes with same sqft ?
- How many with special feature ?
- Average days on market ?
- Currently listed prices ?
- Closed prices ?
- Percent of asking price ?

BUYER Psychology

Understanding the market is important, but understanding the buyer is crucial to being able to maximize your profits. Knowing what motivates buyers to purchase and where buyers are searching for homes is our secret weapon! We have a 100% success rate, and part of that success is due to our obsession with statistics.



Millennials & Gen Y make up the largest group of home buyers, followed by **Generation X.**

FIRST STEP TAKEN DURING THE HOME BUYING PROCESS

Exhibit 3-1 AGE OF HOME BUYERS

(Percentage Distribution)	All Buyers	23 to 31	32 to 41	42 to 56	57 to 66	67 to 75	76 to 96
Look online for properties for sale	41%	34%	39%	45%	47%	44%	38%
Contacted a real estate agent	19%	17%	18%	19%	21%	24%	21%
Look online for home buying process	10%	16%	12%	8%	5%	6%	5%
Contact a bank or mortgage lender	9%	11%	11%	11%	8%	4%	3%

Buyers begin their search online and then contact a Real Estate Agent. Our Marketing Strategies utilize e-blasts, social media, google ads, and all the major real estate websites to make sure your property receives maximum exposure to both Buyers & Agents.

Minunte to Minute

ONE DAY LISTING AGREEMENT

Because You Deserve Trust, Not Ties.

At FAM Realty Group, we believe that trust is earned, not tied up in a long-term contract. That's why we offer what we call a Minute-to-Minute Listing Agreement — a flexible approach to selling your home that puts you in control.

Here's what it means:
You can cancel your listing agreement with us at any time, for any reason, with zero cancellation fees or penalties.

If we're not delivering the service, communication, or results we promised, you shouldn't feel stuck.

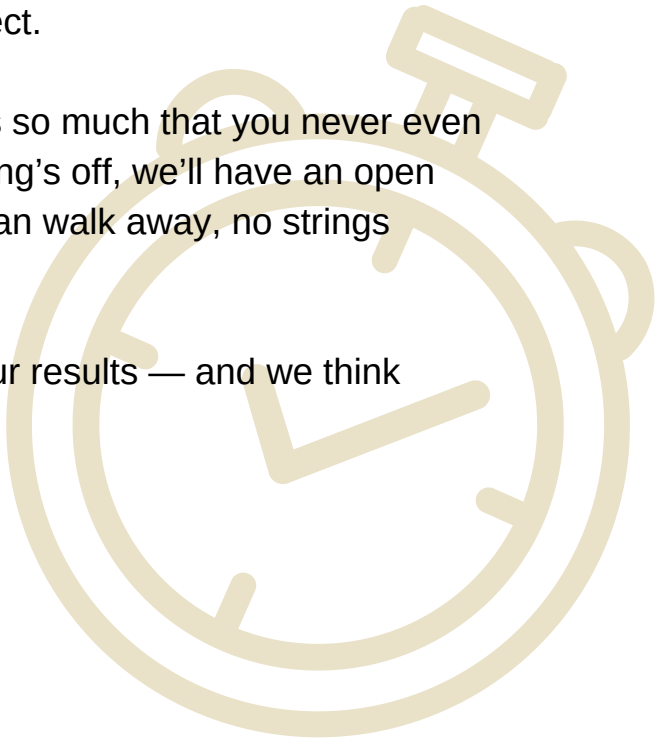
Why Sellers Love This:

- No pressure. No lock-in. Total peace of mind.
- You're always in the driver's seat — we have to earn your business every single day.
- It builds accountability, trust, and mutual respect.

Of course, our goal is to exceed your expectations so much that you never even think about canceling. But if you ever feel something's off, we'll have an open conversation and work to make it right — or you can walk away, no strings attached.

We're confident in our process, our people, and our results — and we think you'll feel the same.

Let's sell your home on your terms.



TRANSFORMATION

Fix Now, Pay When You Sell.

Updating your home before selling will help you sell faster and for more, but the traditional process is slow, unreliable, and risky. With FAM Transformation you can experience a simple, streamlined home improvement solution that eliminates the stress of getting homes market-ready.

NO UPFRONT CHARGES

100% of the total project cost is deferred until the home sells with no upfront fees, interest charges, credit checks, or progress payments. We simply look at the available equity to determine how much can be spent on pre-listing updates. Deferring payment until closing makes necessary improvements accessible to everyone and allows us to start immediately!



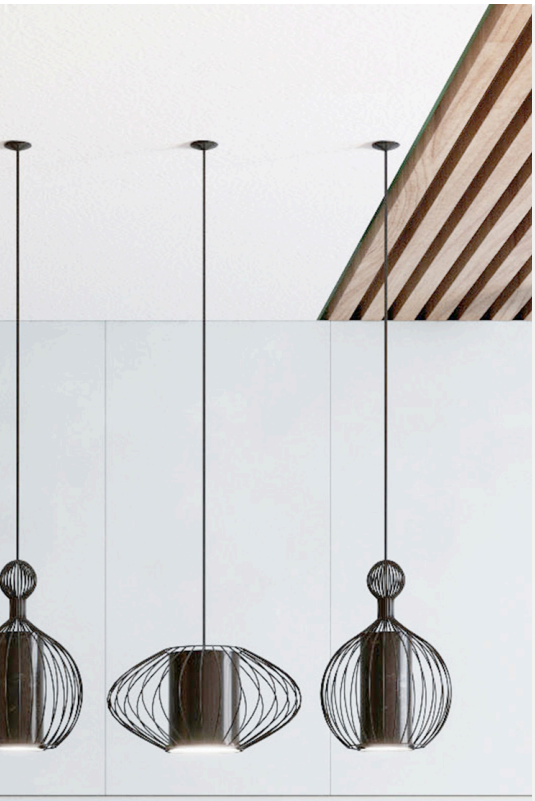


TURNKEY & HASSLE-FREE

As the licensed and insured general contractor on every project, we offer an end-to-end service so you can focus on growing your business. Our experienced and professional team moves with a purpose to get you to closing quickly and with peace of mind. We remove the hassle from home improvement by providing agents and their sellers with a dedicated Project Manager who sees to every detail of your project from start to finish.

SYSTEM BREAKDOWN

Selling





- Property syndicated to 450+ top real estate websites
- High-quality professional photography
- Engaging virtual video walkthrough
- Custom-built individual property website
- Premium listing on the MLS (reaching 240,000+ agents)
- Spotlighted in weekly buyer email campaigns
- Featured in weekly broker email campaigns
- Prominent “For Sale” sign at the property
- MEGA open houses with sign team and door knockers
- 500–1,000 promotional postcards to local buyers
- Strategic social media ads on Facebook & Instagram
- Precision-targeted ads on TikTok and YouTube
- High-impact Google PPC advertising
- Organic social media posts showcasing your property
- Featured as “Listing of the Month” across platforms
- Multi-channel marketing efforts, 25+ hours weekly
- Weekly performance tracking and reporting
- Dedicated team of expert buyer’s agents
- Comprehensive buyer qualification and screening
- Dedicated transaction management team start to close

Client ★★★★★ REVIEWS

Google Reviews ★★★★★

52 Google 5 star Reviews

Zillow Reviews ★★★★★

42 Zillow 5 star Reviews



Broker Associate | FAM Realty Group

CC Summerfield

★★★★★

CC was the consummate professional throughout the buying process, and most recently, the selling process. Two transactions, 16 years apart, and nothing has changed. Excellent communicator so we always knew what to expect and what the next steps were and always available when we needed her. And a very kind and considerate person.

★★★★★

After inquiring with other agents, we're were given low estimates of the value of our house. CC met with us and took the time to understand our concerns. She was up front and honest and was an incredible representative of our interests when selling our home. She understood our concerns and worked incredibly hard. No cutting corners, she marketed, decorated, photographed, published our house perfectly. CC put in the time, care, and it showed in the end result. We were lucky to have her as our agent. Thanks again CC.

★★★★★

It's been great working with CC, first on buying our home, then selling it a couple years later. She was able to navigate some really complex problems and get us a motivated buyer to take over a property which had tenants inside. She worked closely with us through the closing process to ensure we never missed a form. And if you know anything about buying/selling, there are lots of forms. Thanks CC

★★★★★

CC was great from the start. She wasn't pushy like a salesman. She let things happen naturally for us (as they should be). We had several obstacles to overcome with both the sale and purchase of a new home, but CC remained positive and helped us through the process even when my wife and I had our doubts about how things were going. With that being said we were able to find our dream home and make the most out of the sale of our previous home. We didn't just find a good realtor, we made a good friend along the way. Thanks CC.

★★★★★

I am currently working with Cynthia "CC", who is representing me as I sell my San Diego condo. She's been my agent the last 1-2 months since I listed, and I accepted a great offer last week. CC is everything I could hope for as a SD realtor/broker. She is a clear communicator. She is proactive. She does a good job of letting you know what to anticipate throughout the process so you have the information you need to make the quick decisions commonly required during a property sale & move. Also, as her own broker with a team of experts and consultants at her/your fingertips, is makes things easy that CC is the primary point of contact for all aspects of your sale (or purchase!) I am confident working with CC because I know she has what's best for me as her north star throughout this process. Her commitment, flexibility, responsiveness are second to none. The care she takes with her marketing plans, the strategies she presents, and her deep roots in the broader SD community make her an excellent choice for your next big move. Plus, she is just wonderful to work with.

Client ★★★★★

TEAM REVIEWS

Google Reviews ★★★★★

550+ Google 5 star Reviews



FAM Realty Group | eXp Realty

5.0 ★★★★★ **550+ Google reviews**

Real estate agent in Carlsbad, California

★★★★★
Working with Daniel was a great experience. He showed professionalism and empathy throughout the entire buying process. I appreciate the time he spent explaining to us all the intricacies of the US housing market.

★★★★★
Reza was incredibly helpful in our home search and in securing our first house! He had knowledge about the area and was always responsive to our questions.

★★★★★
Sydney was so helpful through the entire home buying process! She walked me through everything and was so accessible and available for questions. Sydney is so sweet and easy to get along with and genuinely wants the best for her clients.

★★★★★
James was an amazing help in selling my property. He knows the area and was a great communicator. He provided me good insight on the market price, updates, and staging. He was hand on if there was a problem and I highly recommend him.

Zillow Reviews ★★★★★

167 Zillow 5 star Reviews



Lead of FAM Reality Group

FAM Realty Group

★★★★★ 5.0 • 167 Reviews

★★★★★
I wish we could give more than 5 stars!! We've bought and sold with Frances and her team and they are all super stars! Both transactions were stress-free and seamless. She has saved us thousands of dollars with her negotiating skills when buying and was able to get us more than we could've hoped for when selling. If you're planning on buying or selling, please call Frances to guide you through the process. She's our angel!

★★★★★
Frances was my Real Estate agent selling my house in Oceanside last year. I went through many interviews trying to find the right Agent. The market was hot and I wanted to give the business to someone who deserved to make a commission on my house. After much thought I choose Frances. My ideas were counterintuitive to what she wanted to do to sell my house. She turn out to be right about all the idea we should do to get top dollar.

★★★★★
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I went through many interviews trying to find the right Agent. The market was hot and I wanted to give the business to someone who deserved to make a commission on my house. After much thought I choose Frances. My ideas were counterintuitive to what she wanted to do to sell my house. She turn out to be right about all the idea we should do to get top dollar.

FAM SIGNATURE Sales

City, State: San Diego, CA



City, State: Carlsbad, CA



Sales

FAM SIGNATURE

City, State: San Clemente, CA



City, State: Oceanside, CA



FAM SIGNATURE Sales

City, State: Dana Point, CA



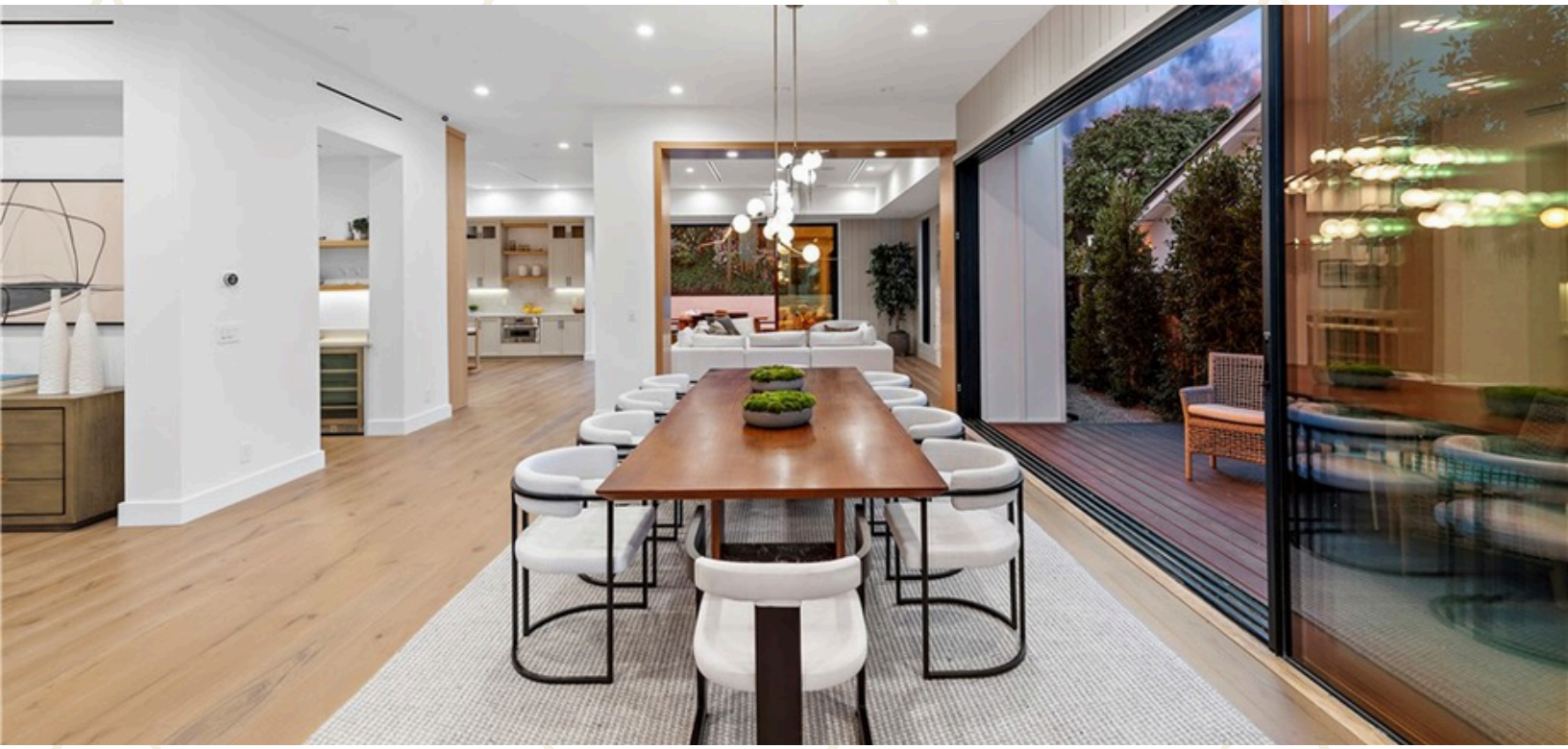
City, State: Garden Grove, CA



Sales

FAM SIGNATURE

City, State: Newport Beach, CA



City, State: Newport Beach, CA



FAM SIGNATURE Sales

City, State: Encinitas, CA



City, State: Del Mar, CA



Winning PRICING SYSTEM

Choosing the right price is a critical step in selling your home. At FAM Realty Group, we use a combination of market expertise, data analysis, and your personal goals to find a price that attracts buyers and maximizes your return.

1. Conduct a Comprehensive Comparative Market Analysis (CMA)

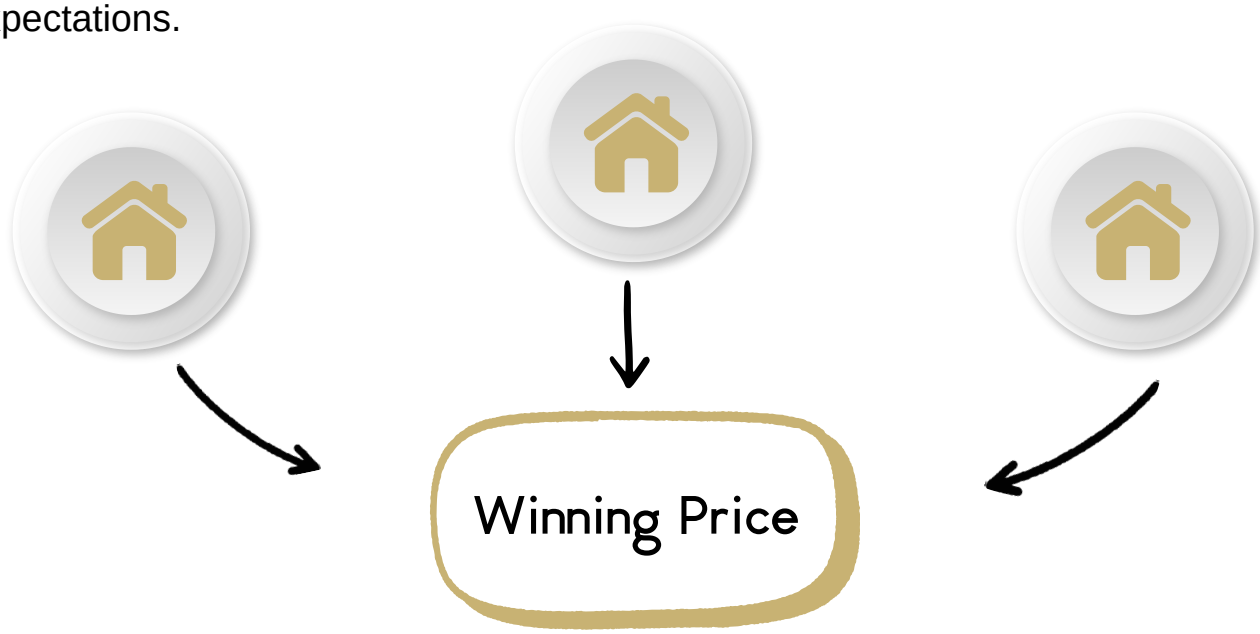
- We examine recent sales of similar homes in your area, active listings, and properties that didn't sell (expired or withdrawn listings).
- This analysis helps us identify a price range that aligns with the current market conditions

2. Assess Your Home's Unique Features

- Your home's condition, upgrades, location, and amenities can influence the price.
- We highlight these strengths to position your home competitively.

3. Incorporate Your Goals and Timeline

- Are you looking for a quick sale or aiming to maximize profit?
- We align the pricing strategy with your priorities while staying realistic about market expectations.



EVENT *Pricing*

Event Pricing: The Proven Strategy for Success

- **What It Is:** Listing at or slightly below market value to generate high buyer interest, multiple showings, and competitive offers.
- **Why It Works:** Homes priced strategically to attract buyers typically sell 9% above their initial list price on average, thanks to increased competition among buyers.
- **Best For:** Sellers who want to maximize their sale price while ensuring a faster, smoother sale.

Key Benefits of Event Pricing

1. **Drives High Buyer Interest:** Pricing at the sweet spot captures the attention of a larger pool of buyers, creating excitement around your home.
2. **Encourages Multiple Offers:** A competitively priced home often results in multiple offers, giving you the leverage to negotiate the best terms.
3. **Faster Sales Timeline:** Homes with event pricing sell more quickly, minimizing the hassle of extended showings and the risk of price reductions.
4. **Proven Results:** In our experience, homes priced using this strategy often exceed seller expectations, with buyers willing to stretch their budgets in a competitive scenario.

Example: A recent seller listed their home using the event pricing strategy at $1,599,999, just under market value to create buzz and attract buyers. Within the first week, the home generated 20 showings and 5 offers. After a competitive bidding process, the property sold for $1,743,000—9% over the asking price.

Aspirational PRICING

Aspirational Pricing: A Riskier Approach

- **What It Is:** Listing above market value with the goal of testing the waters and targeting premium buyers.
- **When It Works:** Aspirational pricing rarely delivers the desired results. Even in cases where the property is unique or in a seller's market, overpriced listings often deter buyers, leading to extended market time and price reductions that erode the home's perceived value.
- **Best For:** Unique properties or sellers with no timeline who want to test the market.

Challenges with Aspirational Pricing

1. **Lower Buyer Interest:** Overpriced homes often get fewer showings, as buyers focus on options that seem more reasonably priced.
2. **Longer Time on Market:** The longer a home sits, the more likely buyers are to question its value or assume something is wrong.
3. **Potential for Price Reductions:** Overpricing often leads to inevitable reductions, which can weaken your negotiation position.

Example:
A seller initially listed their home at $880,000, but after 60 days with minimal showings, the highest offer was $850,000, which they declined. The home was relisted using the event pricing strategy at $849,999, sparking immediate interest. Multiple offers came in, and the property sold for $865,000. This approach ultimately helped the seller achieve a better result and close successfully.

WHAT IS THE NEXT *Step?*

Getting started is as easy as **scheduling these first four dates!** We'll always be in communication with you every step of the way, making sure you know exactly what's going on, when your home is being shown, how qualified a buyer is, and how the transaction is moving along.

Property Photography Date:

_____

Install Open House Sign Date:

_____

First Private Showings Date:

_____

First Open House Date:

_____

☐ **Need Staging Consult?**

☐ **Signs Allowed in HOA?**

☐ **24 Hours Notice Okay?**

☐ **Shoes Off or Booties?**




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