

MENU

Melanie



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## 8 things all agents should keep in their car to be show-ready

Pack a 'to-go bag' so that you're always prepared to help clients, no matter where you are

BY THADEUS PENCE

MAR 27

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Weekends are full of activities, especially for [real estate agents](#). There are always times when you think you're free and clear to go to your kid's soccer game or run a few errands, and a client will call and completely upheave your plans.

Emergencies pop up in everybody's lives. One way to be prepared at all times is to have a "to-go bag" in your car. Here are eight items you should consider keeping in your car to help you be ready at the drop of a hat.

### Emergency makeup/grooming kit



Photo by Annie Spratt on Unsplash

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Let's say you're out running errands and get caught off guard by a client who wants to see a home, but you aren't in showing condition. You don't want to meet your clients looking unkempt.

Consider keeping a small travel size makeup or grooming kit with you so that you are able to look your best in a hurry when needed.

## **A fresh-pressed outfit**



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Keeping a spare set of clothes in your car is smart for several reasons. You never know when you might spill on your clothes, and nobody wants to show a home with a big stain on their shirt.



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Having a spare outfit also means that you're ready when you're out and about in casual clothing and a client calls unexpectedly.

You always want to appear your best, so keeping a set of professional clothing handy could be a lifesaver.

## Energy Snacks



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Sometimes your day becomes more busy than you expected, and you realize that you aren't going to have time to get lunch.

On days like this, it's helpful to have some granola bars, trail mix or other easy [snacks full of energy](#) to keep you going throughout the day. Plus, no one wants to work with an hangry real estate agent.

## Air freshener



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If you arrive at a home to make sure it's ready before the client arrives and you realize that it has a **weird smell** for some reason, you do not want that smell to influence potential buyers' thoughts about the entire home.

Quickly using an air freshener could alleviate the stench and help buyers envision themselves living in the home.

## Phone charger



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You simply cannot afford not to have your phone while on the job. Your phone is what connects you with existing and future clients.

Without one, you are unavailable, which leads to loss of clients and commission. Of course, you'll want to have enough juice on your device to get you through the end of the day, so be sure to bring USB chargers or a portable power bank that can keep your devices running all day.

## Dog treats



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There are various ways to impress and engage clients, and this is perhaps one of the more clever ones. Although it might seem weird to have [dog treats](#) in your pocket while meeting with clients, it can come in handy when the client or the homeowner has dogs who are too excited, and quite frankly, being a nuisance during your tour of the property.

Put some dog biscuits in a baggie, and store them in your trunk. You'll never know when you'll need some to diffuse a rambunctious and distracting pet. As a precaution, be sure to ask whether the dog is allergic to certain treats or food.

## Oral hygiene products



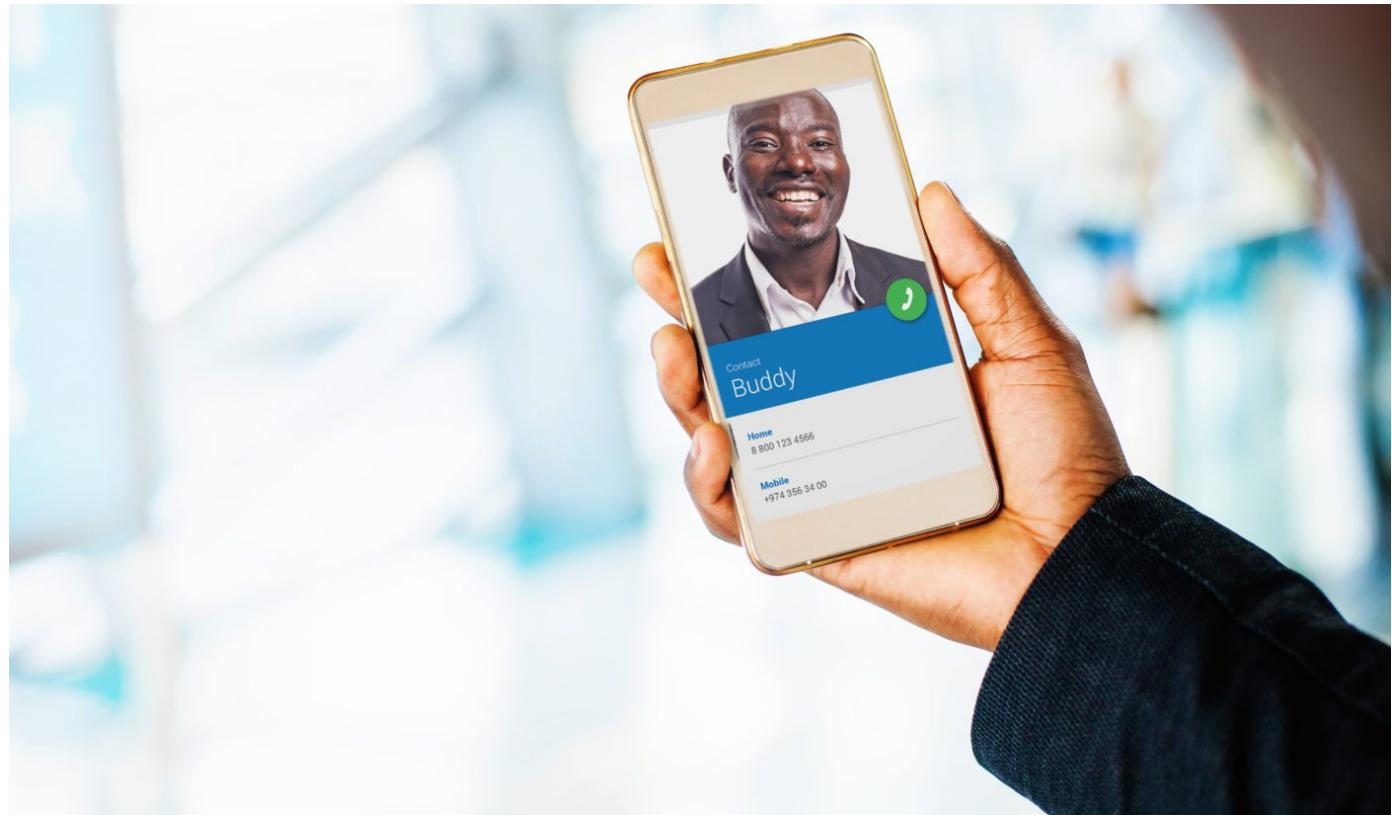
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Your day revolves around meeting with people. You need to keep your pearly whites fresh and clean. Meeting with clients when you have a piece of food hanging in between your chompers isn't ideal, to say the least.

Keep an oral hygiene kit in your dashboard compartment or bag so you can easily freshen up in between meals and meetings.

## **Service provider list**



Mila Supinskaya Glashchenko / Shutterstock

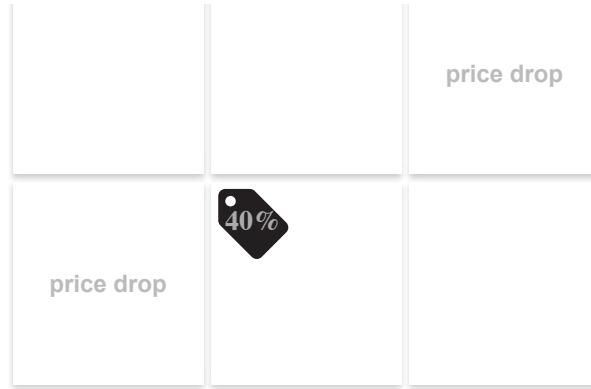
Buying a home can come with many complications for clients, and they do not have the contacts that you, as a real estate agent, do.

You never know what kind of a service your client might ask about, and being able to provide your clients with [a reputable list](#) of electricians, plumbers, financial mortgage advisers, etc., could be invaluable and earn you some referrals in the future.

Keeping the eight things above in your car will help you be prepared to help clients at all times. Although carrying some dog treats and toothpaste isn't what closes sales, it definitely helps when you are in a tight pinch.

*Thadeus Pence is an entrepreneur with Allgreen Lawn Services in Richmond, Virginia. Connect with him on [LinkedIn](#).*

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**Nick Woodward** · REALTOR® at Keller Williams Realty

Might I also add having a measuring tape and a high quality flashlight is very handy. The flashlight comes in handy especially at REO properties as the majority have the utilities turned off.

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**Lisa Prillaman** · Cary, North Carolina

And, hard copies of all the important documents- WREA, listing agreement, buyer agency....

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**Roland Estrada** · Real Estate Agent/Broker at Bennion Deville Homes Laguna Niguel, Cal BRE 01899271

An iPad to have all relevant documents available including past showings.

[Like](#) · [Reply](#) · 6 · 5d



**Susan Horner** · REALTOR®; Licensed at Coldwell Banker Residential Brokerage- Central PA

Toilet paper in case buyers or kids need to use the facilities in a home that is vacant. It's happened.

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**Donna Goings** · Owner/Broker at Donna Goings Real Estate LLC

And handi wipes, towel


**Susan Emily Young**

and a gallon of water in case you find out too late that the water was turned off!

Like · Reply · 1 · 5h


**Julie Eder Miller** · Realtor at Keller Williams Realty, Inc.

Boots for muddy yards

Like · Reply · 3 · 1d


**Donna Goings** · Owner/Broker at Donna Goings Real Estate LLC

WD40 for those tight keys.

Like · Reply · 1 · 1d


**Keith Rodgers** · REALTOR®; Licensed at Realty ONE Group, Experience

Graphite Lubricate Powder in a small tube. Its clean, no smell and can fit into your pocket or purse and does wonders in a lock!

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**Faithful S. Carter**

Portable printer; shoecovers; flat shoes (women) for safer/better traction

Like · Reply · 1 · 1d


**Paula Swayne**

I like the idea, but keeping a fresh pressed outfit on your car? I do keep items in my car to help my clients...a tape measure, screw driver, hammer, caution and duct tape, smoke detectors and CO detectors, scotch tape. Odds of needing these is much greater and more practical to keep. Just my 2 cents!

Like · Reply · 4 · 1d


**Dotty Hopkins** · Realtor at Keller Williams Realty, Inc.

I agree Paula. Plus I don't leave the house ungroomed or unkempt, so having a spare outfit isn't a problem. Plus, the list you mentioned is a must especially the CO & Smoke Detectors which are the law in CA and neither a home inspection nor appraisal nor a final building inspection will pass without them here. Having the extras in the car means no rushed trip to the hardware store during one of the inspections.

Like · Reply · 1 · 1d


**Pam Ruckriegel** · Realtor at Keller Williams Louisville East

Towels and an extra pair of shoes for rainy/muddy days--I once stepped out of my car and up to my ankles in mud at a showing--won't make that mistake again!

Like · Reply · 1 · 1d


**Chris Rosprim** · Denton, Texas

Wow - glad I have a truck to carry all that stuff!

Like · Reply · 3 · 20h


**Tim Mock** · Real Estate Agent/Broker at Tim Mock, Realtor, Raleigh NC, Coldwell Banker Howard Perry and Walston

I keep a complete tool kit in my SUV, but it's there as much for my investment properties as my client's

to hide any potential issues, including odors. Odors are important to notice and help you identify issues that may otherwise be hidden.

Like · Reply · 1 · 19h



**Margaret Hickman** · Realtor at Keller Williams Realty CENLA Partners

1) As a mother, my question is why would your miss your child's soccer game for a showing? You have a life, and your clients should understand when you say you are at another appointment (with your child - not said) and can show at a different time. Your child will not always be with you. Don't miss their events. 2) There is the safety issue as well. Do not enter a vacant property alone without some protection. The police department here has warned us that vacant houses are prime for drug deals. Install a safety app on your phone (I use Safe Trek), and carry something to protect yourself... [See More](#)

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**Robert Bolar** · Realtor at Summit Sotheby's International Realty

The most important is Water!

Like · Reply · 1 · 16h



**Sue Vasquez** · REALTOR®; Licensed at Sue Vasquez, PA

I always carry a roll of toilet paper in the trunk.

Like · Reply · 6h



**Cathy Carter**

I keep a lint brush in my trunk in case of pets.

Like · Reply · 5h



**John Petrie**

First aid kit.

Like · Reply · 1h



**Dave Chmiel**

If it's an older property, have a golf ball handy to check how level the floors are.

Like · Reply · 1 · 1h

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