

# Welcome to the STOP-Hoarding Preview Class



*With Marsha Sims*

# Why Do We Hoard?



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## Our Roadblocks



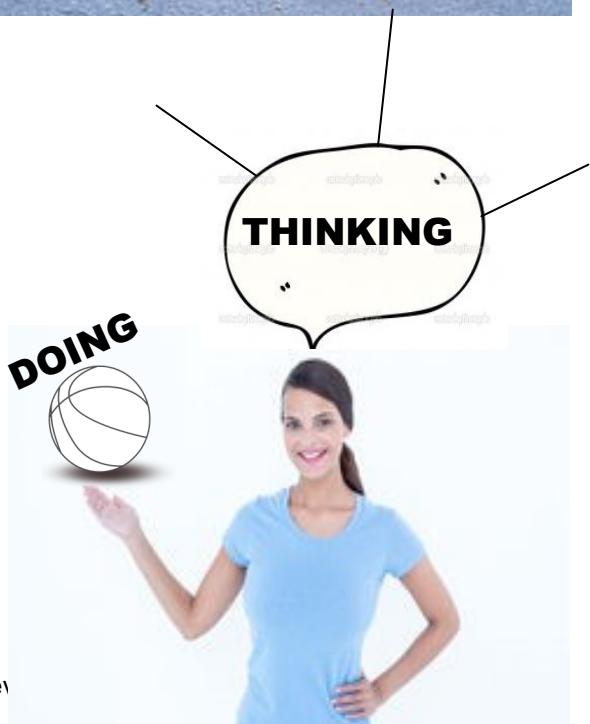
## Today:

(1) Thinking

(2) Doing

(3) Brand New Program

(4) Answer Your Questions



*"I've always had trouble throwing things away. Magazines, newspapers, old clothes... What if I need them one day? I don't want to risk throwing something out that might be valuable. The large piles of stuff in our house keep growing so it's difficult to move around and sit or eat together as a family." Marianne*

*"My husband is upset and embarrassed, and we get into horrible fights. I'm scared when he threatens to leave me. My children won't invite friends over, and I feel guilty that the clutter makes them cry. But I get so anxious when I try to throw anything away. I don't know what's wrong with me, and I don't know what to do." Janelle*



## What is Hoarding?

- ♦ Hoarding is the compulsive purchasing, acquiring, searching, and saving of items that may have little or no value.
- ♦ Hoarding is the persistent difficulty discarding or parting with possessions, regardless of their actual value.

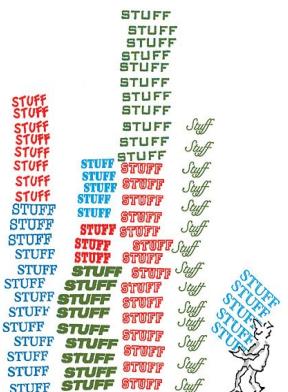
## Are You a Hoarder?

### Do you:

- ⇒ Avoid throwing away possessions (common hoarded items are newspapers, magazines, paper and plastic bags, cardboard boxes, photographs, household supplies, food, and clothing)
- ⇒ Experience severe anxiety or feel guilty about discarding things
- ⇒ Have trouble making decisions about organizing possessions
- ⇒ Feel overwhelmed or embarrassed by possessions
- ⇒ Keep acquiring things with no use for them, or reason to display them
- ⇒ Have chairs that are too cluttered to be used
- ⇒ Have a room (or rooms) that cannot be used as intended
- ⇒ Fear running out of items and needing them later, so you over-buy
- ⇒ Check the garbage to be sure that items have not been accidentally discarded

### Does "stuff" interfere with your life and your ability to use your space effectively?:

- ⇒ Loss of living space inside the home (no place to eat, sleep, cook, etc)
- ⇒ Social isolation
- ⇒ Family, marital, or financial problems related to your possessions
- ⇒ Health hazards related to your possessions
- ⇒ Shame or embarrassment related to your possessions



## Some Reasons for Hoarding

The belief that your possessions will be useful or valuable in the future

The belief that items have sentimental value

The belief that items are unique and irreplaceable

The belief that if you can't decide where something goes, it's better just to keep it.

# Hoarding vs Too much clutter?

Hoarder? Pack-Rat? Messie? Clutterer? Collector? Which one are you, and what's the difference?



## The difference between Hoarding and collecting

### Collectors

- ◆ have a sense of pride about their possessions
- ◆ experience joy in displaying and talking about them
- ◆ usually keep their collection organized
- ◆ feel satisfaction when adding to it

### Hoarders

- ◆ experience embarrassment about their possessions
- ◆ feel uncomfortable when others see them
- ◆ have clutter, often at the expense of livable space
- ◆ feel sad or ashamed after acquiring additional items

## Signs of Hoarding tendencies

Addiction. Acquisition is an emotional experience. Acquiring is used to replace emotions and / or feelings. Hoarders buy things because it feels good, or soothes a hurt, even though that feeling is only temporary, (Addiction) (Shopaholic)

Hoarding vs Collecting. The difference is in how the collection is stored and organized. Collections are kept neat and are often cataloged. With hoarding, possessions become unorganized piles of clutter that are so large that they can prevent rooms from being used for normal activities.

Space. Chairs and pathways that are piled with so much stuff that they cannot be used. Some also designate at least one specific room or space in their home to the accumulation. (Siberia)

Guilt. Feelings of guilt about discarding an old item—fear of hurting the possession's feelings (Apologize to the cup for having to discard it).

Memory. Difficulty getting rid of a child's baby clothes, or a card from a loved one. Fear of discarding the child or the memories of the child at that stage. Fear of forgetting that something ever happened.

Future. "Might need it someday" or "Somebody (in my world) might want it" syndrome. Hoarders are very creative and can see limitless possibilities for the use of an item as simple as a bottle cap, or empty margarine tubs. (Often more time and money end up being spent saving items than in actually creatively using what is saved.)

Shame. Most hoarders try to keep accumulations a secret.

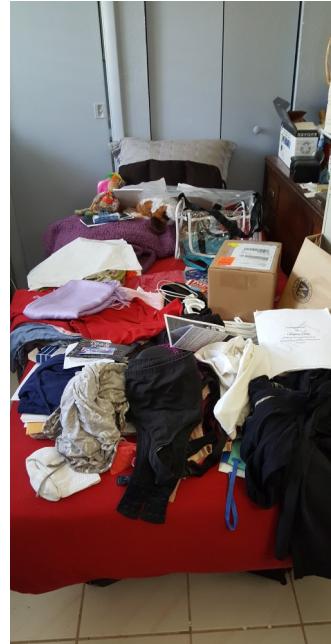
Feelings of "shame." Don't want others to witness the accumulations. Diminished interactions with family and friends.



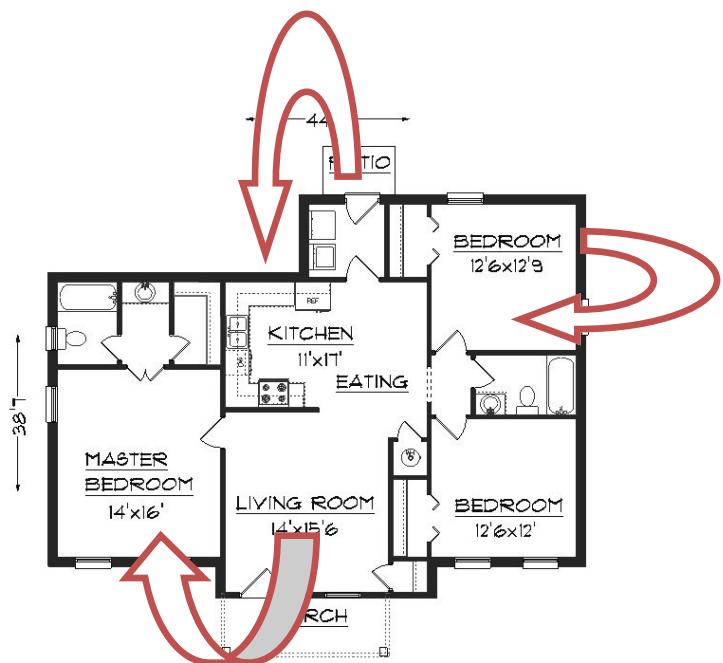
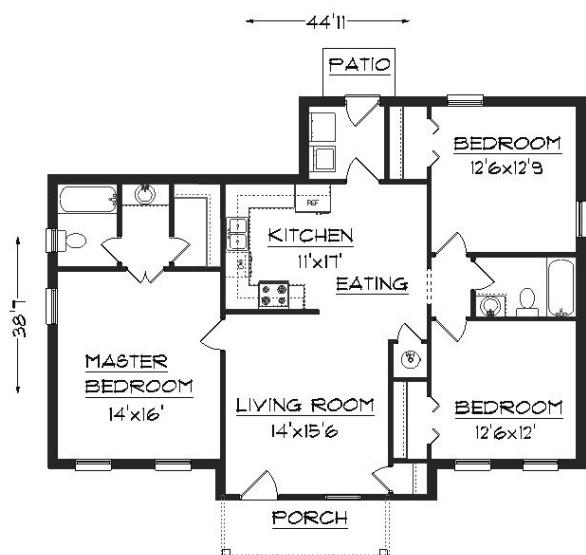
# 6 Steps to Organizing Anything

- 1.
- 2.
- 3.
- 4.
- 5.
- 6.

## A Case Study in Every Class



# How to organize, one messy room at a time



## How to know what to keep, what to let go of, and how to decide...

- ♦ If everything were perfect, where would this type of item live?
- ♦ If everything were perfect, how would I use this room or this closet or this space?
- ♦ Does it spark joy (Marie Kondo)
- ♦ Do you like it? Need it? Want it? Use it?
- ♦ Do you have room for it?
- ♦ Your “organizing muscles”
- ♦ How easy is it to replace?
- ♦ How many of these do you need?
- ♦ Would you buy it again today?
- ♦ Could this bring joy to someone I love? Someone I Know? Someone I want to help?



# How to make yourself clean up even when you... Don't want to / Don't have time / Don't feel like it, etc.

Trick yourself into it (15 min) (5 min)

Play an organizing Game

Reward Yourself

Get an Accountability Buddy

Help another hoarder

Random act of kindness



## Keep or toss game



## How to get your family to help you / How to help others



# **STOP—Hoarding (36 Week) Class Agenda**

(Agenda order may change depending on the needs of the class participants)

- 1 Getting Started; Draw your schematic; Decide where to start; make a plan. Homework—Turn in your schematic
- 2 How to organize your night stand or a small table.
- 3 Discussion Topic: Surfaces
- 4 How to clean off your sofa or chair
- 5 Discussion Topic: Supplies
- 6 How to organize your Dining Room
- 7 Discussion Topic: Yes / No / Maybe—How to decide what to keep
- 8 How to Organize your Guest Bathroom
- 9 Discussion Topic: How to give things away
- 10 How to organize your Guest Bedroom
- 11 Discussion Topic: How to throw things away
- 12 How to Organize your Linen Closet
- 13 Discussion Topic: Should you sell your things? Ebay, consignment, etc
- 14 How to organize your Master Bedroom I
- 15 Discussion Topic: How to create a routine
- 16 How to Organize your Master Bedroom II
- 17 Discussion Topic: How to create a “Random Information” Book
- 18 How to organize your Guest Bedroom Closet
- 19 Discussion Topic: How to create your home “Control Journal”
- 20 How to Organize your Master Bedroom Closet I
- 21 Discussion Topic: How to create “Visual Bang” in your home
- 22 How to organize your Master Bedroom Closet II
- 23 Discussion Topic: Opening the Boxes
- 24 How to Organize your Pantry
- 25 Discussion Topic: Downsizing
- 26 How to organize your Kitchen I
- 27 Discussion Topic: Storage
- 28 How to Organize your Kitchen II
- 29 Discussion Topic: Throwing Away things you don't want or need
- 30 How to organize your Home Office I
- 31 Discussion Topic: Organizing Your Papers
- 32 How to Organize your Home Office II
- 33 Discussion Topic: Cleaning
- 34 How to organize your Junk Room or Storage Room
- 35 Discussion Topic: Where to go from here
- 36 Last Class—Final Wrap-up



# Comparison Chart—Other Organizing Programs

	Other organizing classes	Other seminar companies		Sort-It-Out
Live class that teaches you what to do with all of your stuff	N/A	N/A		Y
Live teacher (not recording) will *personally* be there with you every step of the way	N/A	N/A		Y
Accountability buddy to work with you and keep you on track	N/A	N/A		Y
Instructor available to help you outside of class	N/A	N/A		Y
Private class forum to interact with other students	N/A	N/A		Y
Weekly “homework assignments”	N/A	N/A		Y
Cares about the success of each individual student	N/A	N/A		Y
Unheard of! Full 36 weeks of hand-holding help! No other class stays with you that long!	N/A	N/A		Y



# What you will get...

*Today you have the opportunity to a) transform your home, and b) transform your life. Will you say yes?*

- 1) Right now, getting your home organized by a professional organizer could cost you **\$6,000** or more!  
This course, alone is valued at **\$2,331**
- 2) Incredible Value!



## The Stop-Hoarding Full Course Includes:

1. Live weekly classes designed to engage you and keep your attention.
2. Organizing techniques that work for your entire home... based on real students and real organizing challenges
3. Time tested methods to help you solve your problem with hoarding, and not revert to your old habits
4. Learn the \*habits\* that will keep you organized. This is not a flash-in-the-pan, quick method. It takes time. That's why we are staying with you until completion.
5. 36 live classes over the next 36 weeks
6. Over 36 hours of direct organizing instruction taught personally by Marsha Sims
7. 18 powerful "discussion class sessions" to help you understand how things got the way they are, and how to change.
8. Time allowed for goal-setting, and debriefing during each class
9. Personalized instruction available, based on your own personal challenges
10. Live question-and-answer sessions after each class
11. Meaningful homework assignments that help you reach your goals
12. Personal Accountability Buddy - all class members will be assigned to a buddy—to work alongside you as you work through your challenges with your organizing
13. Over 100 pages of class materials
14. All the information you need to get fully organized
15. Instructor with over 25 years of experience
16. Private class forum where you can go to interact with other classmates, including sharing pictures
17. Personal access to Marsha privately for questions during the 36 class weeks

# How to Sign Up Now

## It's all about **you**!

In this program, **you** will make every decision, **you** will throw out what you don't need, **you** will understand every step, **you** will learn, and **you** will be able to keep it up.



### Investment

A) **\$ 2,331 Value**

Pay in full (\$ 1999.)\*

B) **Save \$\$\$.** **Today!!!**

### Three Ways To Pay!

1) Pay in full ( \_\_\_\_\_ )\*

2) Pay monthly ( \_\_\_\_\_ )

3) Pay weekly ( \_\_\_\_\_ )

### Special Bonuses!

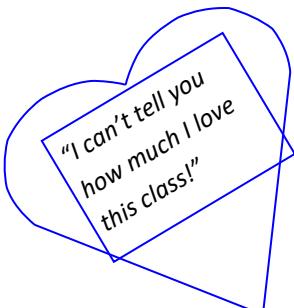
**Bonus:** PackRat Or Hoarder? 6 Signs that Tell the Difference

**Bonus:** Cheat Sheet: Top 10 ways to Have More Time

**Bonus:** Self-Care Wheel Tool—6 Essential self-care Categories

**Bonus:** 8 Questions to help you DeClutter

**Bonus:** 100 Things to Toss Out in the Next 100 Days



### Special Circumstances:

\*\*If you really want to a) transform your home, and b) transform your living situation, don't let \$\$ stand in your way! Contact me if you have special circumstances.

## Your Questions



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