

Guidelines for Faculty Clients

The facts are set up so that a deal should be easy. The clients should be more reluctant and slightly stubborn at the beginning of the exercise and then eventually agree to almost anything to get the deal done (provide at least 15 minutes at the end to draft up the summary). Clients should also let the students generate most of the issue identification and proposal ideas, unless circumstances require more intervention.

Major Deal Issues:

- ✓ Money (Homeowner will pay as much as \$500/week but only with significant value in the deal; house sitter will accept as little as \$100/week but again only if there are other goodies included)
- ✓ Piano tuning (homeowner needs house sitter to coordinate with piano tuner and babysit while the piano tuner is there)
- ✓ Cats (there are 4, all of whom require lots of care and affection, with multiple cat boxes)
- ✓ Exercise equipment (house sitter would like to use, but homeowner is worried about damage)
- ✓ Cleanliness of the house (homeowner is a neat freak)
- ✓ Homeowner's food (homeowner is a germaphobe and does not like sharing food)
- ✓ Overnight stay (homeowner wants house sitter to be there every night, and not too late)
- ✓ Guests / parties (homeowner would prefer none, but could live with very clear rules with narrow limits; house sitter would like to have the house sitter's study group over a few times to help show value to fellow study group members)
- ✓ Car in garage (homeowner needs to keep the car in the garage – house sitter may not drive it)
- ✓ Use of home amenities (house sitter want to be able to connect to Wi-Fi, watch cable TV, and read homeowner's books)

- ✓ Main bedroom (homeowner wants to keep the bedroom where Homeowner sleeps off limits to House Sitter - there are other bedrooms with beds available and other full bathrooms available other than the full bathroom that is connected to the bedroom where Homeowner sleeps)