

DAP: MANAGING EMOTIONS

WRITTEN + NARRATED BY

Andrew Derby

FILMED + EDITED BY

Daren Thompson

SCORE

Title: [Color Change](#) (begin at 1:12 mark of audio file)

Written By: Marshall Usinger

Performed By: Be Still the Earth

Time	Image	Audio
	Fade In: Drone shot, over one roof, across backyard, settling over sidewalk directly in front of 1472 W Maple	Song: <i>Color Change</i> by Marshall Usinger
00:00:07:16	Switch to handheld - Front door opens and pass through	"How well do you remember the house you grew up in?"
00:00:11:39	Pan left and move through kitchen	"When you were little, it all seemed enormous..."
00:00:17:56	FADE in, to left bedroom, move from bed up to mobile hanging from ceiling	"...under its roof, you felt safe crawling into bed at night..."
00:00:23:22	FADE in, to hallway moving down toward living room	"So perfectly familiar, you could walk its halls with your eyes closed..."
00:00:31:01	FADE in, living room, pan across lit fireplace	"...and when life's journey made it necessary for you to move on..."
00:00:38:12	Continue pan across foyer, settle on set of keys on key rack	"...it's likely that a small piece of yourself was left behind with it."
00:00:46:28	Fade in, family playing board game in dining room, pan around table, linger on Dad rolling dice	"That is what truly makes a house a home. Not paint colors or patio furniture..."
00:00:55:07	Mom leans over and whispers in daughter's ear	"Not backsplashes or bathroom tile."
00:01:02:41	Daughter reacts, turns and whispers in son's ear	"Home exists in the feeling you get when you step inside the door, and exhale after a long day."
00:01:10:29	Son points at Dad and laughs, jumps out of chair and moves off camera stage right	"It's in the memories you make with those closest to you – memories that never seem to fade, not even with time."

00:01:20:03	Revolve around table (following son) and come back around to Dad, now sitting at table with Mom and Agent with paperwork	**Music continues**
00:01:26:51	Focus on Agent; she motions upward, signifying room and space	"At d'aprile properties, we know there is a difference between selling a house..."
00:01:33:17	Mom shows concerned smile, reaches hand to Dad.	"...and selling your home."
00:01:39:44	Dad takes hand, nods, gives reassuring look	**Music continues**
00:01:45:34	Son closes box, Dad tapes shut	"The truth is, it is impossible to remove emotions from the home selling process."
00:01:52:26	Fade in: Mom turns off kitchen faucet, stares out window	**Music continues**
00:02:02:32	Out on front lawn, Agent helps Daughter add "SOLD" rider to d'aprile lawn sign	"But with help, and the right approach, it is possible to manage them."
00:02:10:35	CEO crosses West Town office open floor, leans on conference table {Add name/title at bottom of screen}	CEO speaks directly to camera: "At d'aprile properties, we whole heartedly believe that full-service real estate goes far beyond Facebook posts and paperwork. It's our job to foster a real relationship, and help you and your family navigate the emotional path that leads to the closing table."
00:02:25:46	Fade in: Ashley C. showing new couple through previous kitchen	"Think of your d'aprile agent as your real estate coach - they are here for you, every step of the way."
00:02:30:56	Fade in: Mark S. motions down the street	"They're your market expert, and your friend."
00:02:35:30	Fade in: Sheila G smiles, hands keys to new couple, and hugs Wife	"They're your trusted advisor, and your shoulder to cry on, when you need it."
00:02:41:19	Fade in: d'aprile properties logo	CEO voiceover, "Let us show you a better way. It's time to discover what makes d'aprile different."