



KITCHEN DESIGN + SALES COURSE LEVEL TWO CURRICULUM

This advanced program covers design principles, universal design and practical construction know-how

TIME	SUBJECT/CLASS	TITLE
10:30		Welcome, Introductions, & Housekeeping
10:45	Kitchen Design 201	Design Principles <i>Balance</i> <i>Continuity</i> <i>Emphasis</i> <i>Form Follows Function</i>
11:15	Kitchen Design 202	Space Planning <i>Assessing Clients Needs</i> <i>Preliminary Layout</i> <i>Detailed Layout</i> <i>Design Checklist</i>
12:15	Kitchen Design 203	Universal Design <i>Kitchen Planning Guidelines</i> <i>Design & Safety Checklist</i> <i>Proper Space Planning</i>
12:45	-----	30-Minute Break
1:15	Kitchen Design 204	Euro Design <i>Imperial vs Metric</i> <i>Design Considerations</i>
1:45	Kitchen Design 205	Construction Mindfulness <i>Plumbing/Electrical</i> <i>Ventilation</i> <i>Lighting</i> <i>Lead/Asbestos Concerns</i>



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TIME	SUBJECT/CLASS	TITLE
2:45	Kitchen Design 206	Creative Design Solutions <i>Questioning and Listening Proficiency</i> <i>Presenting the Solution(s)</i> <i>Before and After's</i>
3:30	-----	30-Minute Break
4:00	Kitchen Design 301	Path to a Fast Commitment <i>Investment</i> <i>Budget</i> <i>Retainer</i> <i>Estimate/Proposal/Sale</i>
5:00	Kitchen Design 302	Post Sale <i>Punch Lists</i> <i>Warranty Binders</i> <i>Care and Use Instructions</i> <i>Introductions and Referrals</i> <i>Tethered Marketing</i>
5:45	-----	Q & A
6:00	-----	Adjournment