













KITCHEN DESIGN+SALES COURSE LEVEL TWO CURRICULUM

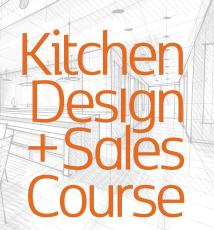
This advanced program covers design principles, universal design and practical construction know-how

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















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