



## 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



To find out more contact:  
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# Kitchen Design + Sales Course



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TIME	SUBJECT/CLASS	TITLE
2:45	Kitchen Design 206	<b>Creative Design Solutions</b> <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	<b>Path to a Fast Commitment</b> <i>Investment</i> <i>Budget</i> <i>Retainer</i> <i>Estimate/Proposal/Sale</i>
5:00	Kitchen Design 302	<b>Post Sale</b> <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	-----	<b>Q &amp; A</b>
6:00	-----	<b>Adjournment</b>



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