



Drapery 101

A 6-week LIVE zoom training covering all things soft treatments.



WEEK 1



WEEK 2



WEEK 3



WEEK 4



WEEK 5



WEEK 6

Course Objectives

In Soft Treatments 101, you will learn:

- Measuring tips
- Client management expectations
- Product terminology for soft treatments including roman shades, drapery, top treatments, and hardware
- Standard product options
- Add-on product options
- Yardage calculations
- Understanding design proportions
- Ballpark pricing
- Fabric makeup and use
- Pattern and color selection
- Design trends and styles
- How products break and ways to fix
- Plus "tips and tricks" of the trade!

Meet the Trainer

Jessica Harling is a 4th generation window covering professional that has done it all: from sales to operations and HR. She is a trainer that has been in the industry over a decade!



Results



First-year average sales = \$750k-\$850k



First-year error rate = <2%



Average ramp-up training time = 90-120 days

I have had previous sales experience but none in window treatments. Jessica has completely taken me from zero to up and running in a matter of sessions. I highly recommend this program regardless if you're a brand new or a seasoned designer. I am confident the materials she provides coupled with all her "tricks of the trade," will make you exponentially a cut above all the competition.

<Marisa sold \$800k in her first year>