Window Covering 101

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

| WEEK 1 | WEEK 2 | WEEK 3 | WEEK 4 | WEEK 5 | WEEK 6 |
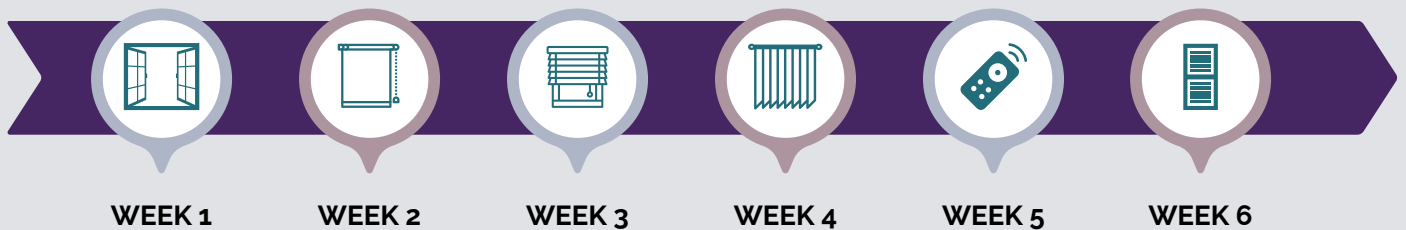
Course Objectives

In Window Covering 101, you will learn:

- Industry history and overview
- Window types
- Measuring tips
- Client management expectations
- Product terminology for all hard treatments including shades, blinds, shutters, verticals, and motorization
- Standard product options
- Add-on product options
- Selecting the correct application for the window
- Product pros and cons
- Lifestyle choices that dictate selection
- 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 = $600k-$800k
- First-year error rate = <2%
- Average ramp-up training time = 60-90 days

"Jessica delivers the entire package of sales, product and design knowledge that is instrumental in a successful decorating career and has the patience to pass it along to others. Highly recommend.

<James sold $700k in his first year>