



Here are just *SOME* of the things that you'll learn in our **FIVE DAYS** together!

Day 1 - I want to do Models!

- What you need to know to present a model proposal
- How models different from staging.
- Who does models and who you contact
- What are the different types of models
- Questions to ask about the project
- How to put together a proposal
- How to price a model proposa.
- What other services you can offer



Day 2 - What's a Blueprint, How to Read one and Space Planning

- What is in a set of blueprints
- How to read the pages you need to know about and what the symbols mean
- Learn the difference 1/8", 1/4" and 1/2" scale and how to draw to scale
- Then you'll space plan a room to show a couple different ways that the same furniture will work in that room.
- What are elevations and how to draw a Pop-Out wall

Day 3 - Wholesale Buying Here We Come

- Shopping at Markets - Who, What, When, Where and How
- Questions to ask the First Time in a Showroom
- Setting up Accounts and obtaining Sampling & Catalogs
- Reading Pricers, Placing Orders, Payment Terms, Purchase Orders and Invoicing
- Returning Merchandise, Freight, Shipping, Receiving, Storage, Delivery & Assembly

Day 4 - Continuing with details and questions from Days 1 through 3

We'll spend time cover some of the finer details from bidding models, wholesale buying, blueprint reading and space planning.

Then in the afternoon we'll take a break from class and visit a model home project.

Day 5 - Let's go Shopping

- We'll spend the whole day at the Las Vegas World Market Center during an Actual Market Week
- You'll be able to set-up your own wholesale accounts with manufacturers
- You'll have hands-on experience in finding out about manufacturers and their lines
- You'll leave with bags and bags of information

Models, Market & More Class

So what ELSE is included in this class?

GMJ Interiors
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Models, Market & More Class

The Models, Market & More Class FIVE Day Program Includes:

- Four days of classroom training and One Day of hands-on training at the Las Vegas World Market
- Limited Class Size with only 5 other students in class
- Comprehensive Manual, Forms, Resources and Hand-Outs
- Continental Breakfast each morning with Lunch each day & Snacks each afternoon
- Transportation will be provided to and from the classroom location each day from the Host Hotel, afternoon model tour and the Market trip on day five.
- Certificate of Completion in Models, Market & More
- FREE Membership and website listing in The Association of Interior Specialists. www.theAOIS.com
- AFTER Class Support with E-mail Consultations and industry updates.
- My Decorating Resource Booklet
- A Market Survival Kit
- A Blueprint and Space Planning Kit
- Discounts on all future classes



See Class Schedule for Dates and Costs

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