# part 1

# design presentation & selections

(part two)

# understanding your client

- LISTEN
- Understand their style
- Be clear about their wants/needs for their remodel or new build
- What is currently working and what isn't?
- Help prioritize your client's list of wants/needs
- Discuss areas where they are willing to cut if needed to stay on budget

# understanding their style

- Use Pinterest and Houzz to your benefit
- Discover what it is they liked in the photos they saved
- Create digital design concept boards for each room you are designing
- Bring these to all vendor meetings, to help communicate what styles the client is looking for

*Example of design concept board

# design presentation

Brandon's Bath #3

BLACK CERUSED
OAK CABINET

SHOWER INSPIRATION

TILE

SHOWER WALL,
FLOOR & BATH
FLOOR

COUNTERTOP

# the spec book

## what is the spec book?

a compilation of documents to help the builder clearly understand your designs and specifications through drawings and organized documentation.

# selections to be made

- ☐ Exterior Selections
- ☐ Windows & Doors
- ☐ Plumbing & Accessories
- ☐ Appliances
- ☐ Electrical, Lighting & Mirrors
- ☐ Cabinetry
- ☐ Millwork & Hardware
- ☐ Flooring
- ☐ Wall Tile
- ☐ Countertops
- ☐ Interior Paint & Wallcoverings

*Although this schedule works for us, your builder might have different order and that is what you should go off of