



21-Day HSR Certification Training Manual

(A useful companion to the online Members' Training Area)



Home Staging Resource

Home Staging, Decluttering, Staging, Organizing

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Home Staging Training Manual

Barbara Jennings

Home Staging Training Manual:

A Real Estate Agent's Guide to Offering Free Home Staging Consultations Barbara Jennings, 2010-03 This guide will help any agent to give priceless advice so sellers can stage their own homes while relying on professional stagers to manage homes that require more specialized and involved staging services [Getting Paid! Financial Strategies for Home Stagers](#) Barbara Jennings, 2009 Home Staging is a time consuming labor intensive process often involving many independent contractors time delays and unexpected problems Many books teach home stagers how to generate clients but none teach how to actually get paid and protect oneself when offering extended services until now Barbara Jennings shows readers how to take professional precautions to protect themselves financially once they are hired for a project Jennings also delves into how to survive and grow a home staging business in a tough economic climate Jennings books cover the gamut of starting building expanding and protecting a home staging business **Staging Portfolio Secrets** Barbara Jean Jennings, 2008 IS YOUR PORTFOLIO PICTURE POOR Why do some people almost always make money in home staging or interior redesign while others struggle Do your efforts to promote your services implode during the presentation Are you always losing out to your competitors At last help for struggling home stagers and redesigners has arrived These are visual businesses so it behooves consultants to develop a strong portfolio that speaks favorably about their talent their knowledge their expertise their background and their uniqueness This is no easy task Staging Portfolio Secrets helps readers pull out their strengths gather powerful statistics about themselves pull together distinctive photos to highlight their talents and display critical information to impress the most discerning prospects Don t let your portfolio destroy your confidence and opportunities for success Learn the secrets the most successful consultants don t want you to know Make every prospect believe in you and trust you immediately Watch your business grow and your referrals explode Now you can take your home staging and redesign business to much higher bigger better more profitable yields or results by creating the professional credentials and visuals so vital to attracting new clients Best selling author Barbara Jennings of the Academy of Staging and Redesign hosted at Decorate Redecorate Com reveals it all To build a large clientele takes a thought provoking visual presentation so that potential clients can see and understand the many talents and services the consultant offers Great presentations do the work for you but only if they incorporate the right types of information and highlight your personal strengths and attributes Staging Portfolio Secrets identifies addresses and explains the following topics Secrets to building a six figure home staging and redesign business Discovering your accomplishments and defining them with power New ways of thinking in the 21st century Keys to success and door bangers that lead to failure Pulling together your strengths in compelling ways Pulling together your biographical information in succinct ways Writing copy that sells your talents so you don t have to The all important referral letter how to write it and how to use it Getting past the gatekeeper and to the top real estate agents home owners and executives Preparing for the interviews and how to present yourself boldly The referral interview that leads to

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Practical nuts and bolts advice on starting and running the business Solid information about costs financing taxes and organization **Manual Training Magazine** Charles Alpheus Bennett,William Thomas Bawden,1923 *Building a Successful Home Staging Business* Barb Schwarz,2007-06-04 Let Barb Schwarz the creator of the Home Staging concept show you what it takes to make it in the Home Staging industry In 1972 Barb Schwarz coined the term Staging to refer to the process of preparing a home for sale and turned her idea into a brand new industry Today thanks to Schwarz s pioneering efforts Home Staging has become a big business with enormous profit potential If you are thinking about starting a Home Staging business of your own or just want to improve upon an existing one then Building a Successful Home Staging Business is the book for you Written in a straightforward and accessible style this practical guide will show you exactly how to set up a Home Staging business and help you run and maintain the business as it grows Some of the issues outlined throughout these pages include How to write a business plan market your company and make the most of your resources How to work through the consulting bidding and Staging processes How to establish solid relationships with real estate agents and brokers How to obtain your Accredited Staging Professional ASP designation Filled with in depth insights expert advice and proven strategies that Schwarz has developed over the course of her stellar career Building a Successful Home Staging Business will put you in the perfect position to profit from the many opportunities that exist in this dynamic market

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