



# 21-Day HSR Certification Training Manual

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



**Home Staging Resource**

Specialist for Professional Home Stagers and Photographers

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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

new clients Dress codes for interviews what works and what to avoid Interpreting face language so you can adapt to others instantly Tips for photos and more How to shoot the best most effective photos Using humor in your presentations Getting testimonials and Letters of Reference Using success stories effectively How to use your portfolio effectively and efficiently Presentation cases Layout and design ideas Using the web to promote your portfolio 16 useful forms for consultations and testimonials Bonuses and Concluding Remarks By understanding and following the concepts and precepts outlined in this guide readers will be empowered to create brilliant presentations second to none that highlight and showcase their talents knowledge and experience In an ever increasingly competitive world this guide will help readers hone in on talents and expertise they don't even know they have so that regardless of their experience they will be able to impress anyone who sees their portfolio As always the author's writing style is personable and conversational and the perfect complement to other training she has offered to home stagers giving them every upside advantage in the marketplace

Home Staging in Tough Times Barbara Jennings, 2009-06 Whenever home staging consultants face challenging times either economically or personally the need for deeper fresh compelling business tactics and strategies becomes more necessary even vital for survival for some Home Staging in Tough Times brings together some of the most cutting edge marketing strategies in the home staging industry ever put in print teaching readers how to think and operate outside the box and meet the challenges of the times with a deep passion a high ethical standard and well deserved hope Readers will be introduced to a host of practical tips ideas and concepts never before published by Barbara Jennings national best selling author in the industry and Director of the Academy of Staging and Redesign Jennings doesn't just give theory but she makes the more difficult applications for readers filling her pages with a multitude of examples forms sample letters sample promotional articles encouragement creativity and so much more Her easy going conversational style is personable and makes for a pleasant read Learn how you can ratchet up your profits from your home staging business generate more clients in new and unusual ways that work especially well in down markets and keep your business prospering no matter what circumstances currently surround you Jennings has written 13 books for the home staging and interior redesign industry and has trained thousands globally through her certification courses

Wall Groupings! Ahava Press, 2009 The art of arranging art photos shelves and other wall mounted ornaments Filled with illustrations and photos plus detailed insider concepts used by professional designers and art consultants

**The Complete Idiot's Guide to Low-Cost Startups** Gail Reid, 2010-03-02 Every dream has to start somewhere With the shaky economy and unemployment rising more and more people are trying to find alternative ways to start businesses out of their homes But what is the right home grown business What skills are necessary What will it really cost and how much money will it generate All these questions and more are answered in The Complete Idiot's Guide to Low Cost Startups Expert author with over 30 years experience in the area Ways to determine which business is right for you and the most effective to start Great innovative ideas from hi tech service to low tech selling

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

*Rearrange It!* Barbara Jennings, 2012-08-15 How to Rearrange Furniture and Accessories Clients Already Own and Make Money in Your Own Home Decorating Business Learn the secrets top interior designers use to create beautiful rooms *Manual* covers how to conduct consultations questions to ask business setup marketing and promoting business Written by West Coast Pioneer in Redesign and Director of The Academy of Staging and Redesign hosted at Decorate Redecorate Com Includes detailed guidance before and after photos illustrations tools to use and includes multiple forms Based on author s 40 years in redesign home staging and home based businesses     *New Manual for Teachers* Hollis Ellsworth Dann, 1929

*Handbook of American Private Schools* , 1928 This handbook aims to be a guide to the best private schools of the country It has been undertaken with the parent especially in mind but it is hoped that it may be of value to school and college authorities and all others interested in the subject It is believed that this Handbook is the first volume which attempts a critical and discriminating treatment of the private schools of the country It is an endeavor to classify the schools on their merits at least a step it is hoped toward eventual standardization Editor s foreword     **A Handbook of Private Schools for American Boys and Girls** , 1928     **School and Home Education** , 1911     **Normal Instructor and Teachers World** , 1924     **Standard Catalog for High School Libraries** , 1929 The 1st ed accompanied by a list of Library of Congress card numbers for books except fiction pamphlets etc which are included in the 1st ed and its supplement 1926-29     *The Supervisors Service Bulletin* , 1925     **Readers' Guide to Periodical Literature** Anna Lorraine Guthrie, 1929 An author subject index to selected general interest periodicals of reference value in libraries     **The Ohio Teacher** Genry Graham

Williams,1923

**The Welfare Reporter** ,1957

**Hollis Dann Music Course** Hollis Dann,1929

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