

Choose Wisely! Top 12 Questions to Ask When Evaluating a Redesign & Staging Training Course

Have you been searching through the multitudes of training programs trying to determine the most comprehensive, all-inclusive and best fit for your specific needs? Are you having difficulty weighing the pros and cons of individual programs...or even knowing the right questions to ask? Would you like to discover a redesign & real estate staging career training course that will not only meet, but exceed your expectations?!

The following questions will help you with the decision-making process:

1. How many people will be in the class? The student-teacher ratio is critical to the learning experience. The optimum class size of six students provides both an individualized training experience for each student AND greater access to the instructor during the course.
2. Where are the classroom sessions held? Is it a professional and comfortable location with adequate room to take notes? Are all classroom settings non smoking and fragrance free?
3. Is there a redesign and staging decorating studio, customized to give students additional 'hands on' practice with hanging artwork, choosing color and fabric, creating window treatments, accessorizing bookcases, mantels and tables?
4. What type of visual presentation will be made during the classroom session? Learning is greatly enhanced when actual before and after examples are shared using PowerPoint presentation technology. Live demonstrations showing various decorating techniques and guest speakers throughout the training greatly enhance the overall learning experience.
5. How many pages are in the training manual? Ask font size—it should not exceed 14pt. What are the chapter headings? A comprehensive manual should have at least 8 to 10 chapters and be 175 pages or more in length.
6. Will real estate staging be taught in addition to redesign training? Does the instructor have a real estate background? Staging goes hand in hand with redesign and is a powerful income-generating service to offer. Ask if a 'hands-on' staging project will be included in the course.
7. Will sample business, pricing and marketing forms be provided? Ads, flyers, press releases, brochures, bids and proposals, inventory forms,

consultation reports, project and client forms are just some of the business forms that should be included in the course. It is not unrealistic to expect to be given a minimum of 40 staging and redesign-specific forms.

8. Are 'business building' templates provided outlining the step by step process for starting, growing, marketing and promoting your business? Easy to follow checklists for each step of the business building process should be provided.
9. How many rooms will the students redesign or stage? A five day class should offer at least three project homes (10-12 different rooms in all) in which to work ---there should be a variety of styles, sizes and price ranges.
10. Are off site inventory buying trips included during the course? Will you be shown what to buy, where to buy it and how much to pay with regard to building your inventory?
11. How accessible will the trainer be after the course has ended? Post - course availability of the instructor for questions, ideas and encouragement plays a large role in the success of the student.
12. What are your alumni benefits? Will you be included in monthly conference calls, yearly reunions and have the ability to sign up for an online, alumni forum where you can communicate with other alumni members for added support?

Don't be shy! Ask for references and talk to other students who have taken the course. Talk directly to the instructor, too.

Considering the resources, time and energy you will be investing in a training course, it is imperative that you do your due diligence up front so as not to be disappointed or even worse—lacking in confidence and feeling unprepared to start a career in redesign and real estate staging.

Every trainer who specializes in interior redesign and real estate staging should be eager to answer the above questions and provide a reference list. Remember, it's your success at stake.

Sandy will be happy to discuss the specifics of her training program with you and to answer all of your questions. If you would like a personal call, [contact Sandy](#). Are you ready for a life changing experience? View the [training calendar](#) to sign up now!

©2002-2007 Interior Arrangements, Inc. 303-674-8667 Toll Free: 877-674-8667 Fax 303-845-9903