

# Windows to Success IX

Conference and Trade Show

Presented by:



**Wednesday, May 2, 2018**

*Eagle Oaks Golf and Country Club  
20 Shore Oaks Drive, Farmingdale, NJ 07747*

## Guest Speakers



### *Kristen Drohan*

Kristin Drohan, one of America's most versatile interior designers, offers complete design services and her own furniture line to elite clients throughout the country. Kristin, whose work has appeared in print and on-line publications nationwide, works with industry leaders of Fortune 500 companies, financial executives, technology company managers, doctors, corporate attorneys and other leading professionals from Boston to Atlanta.

Kristin's furniture line, which features a collection of durable, eco-friendly pieces ranging from sofas and sectionals to beds, tables and chairs, is featured in high end showrooms across the country. The furniture is manufactured in Hickory, NC using natural, toxic-free materials.



### *Deborah Cronin*

Deborah Cronin has worked in the home decorating industry since 1986. Leatherwood Design Co fabricates soft furnishings exclusively to the trade. Deb's workroom projects and operations are documented in her blog; leatherwooddesignco.blogspot.com

Recently Deborah has been enjoying sharing more about fabrication with other workroom professionals, teaching at venues such as the Custom Workroom Conference and the Custom Workroom Technical Center.

### *Rosemarie Garner*

Rosemarie Garner is the owner of R Garner Custom Designs, LLC – a to-the-trade custom window treatment design and fabrication firm serving the Northern New Jersey, Montclair NJ, and NYC areas since 2006.

Along with keeping up with current trends with her memberships in WCAA, Drapery and Design Pro Network, and industry conferences, Rosemarie also teaches at Custom Workroom Technical Center in Tryon, NC.

You can follow Rosemarie on Facebook at [facebook.com/rgarnercustomdesigns](https://www.facebook.com/rgarnercustomdesigns).

### **Registration Fees:**

WCAA National Members & Guests: \$150  
WCAA Central NJ Chapter Members: \$100

### **Schedule:**

**Registration and Continental Breakfast**  
8:30AM

**Full Day Program**  
9:30AM - 5:00PM

### **Door Prizes**

*you must be present to win*

### **Attendees or Vendors:**

For more information  
and to register online visit  
[www.wcaanj.org](http://www.wcaanj.org)

### **Attendee Registration Deadline:**

**April 25, 2018**

*Registration closes April 25, 2018.  
No exceptions will be made to this policy.*

# Windows to Success IX Programs:

## Morning Session - Attendees Will Choose One

### **“DESIGNER’S GUIDE TO UPHOLSTERY ANATOMY”**

*featuring Kristin Drohan*

This CEU accredited course describes in detail the fabrication of high end upholstery made sustainably and with hypoallergenic construction methods. It gives the student the knowledge to decipher the complicated landscape of terminology used in the industry today for the sole intent of confusing the end user. It also provides information on the safety of the products being produced and how we should specify them.

### **“INNOVATIVE FABRICATION TECHNIQUES”**

*featuring Deborah Cronin & Rosemarie Garner*

Roman shades remain one of the hottest selling, most specified window fashion on the market. Rose and Deb will share solutions for roman shade design and fabrication challenges, addressing scenarios ranging from embellishment to choosing the right lift system. This session will include examples of Rosemarie’s exquisite mitered banding and Deborah’s sheer shades. Other topics include working with room-darkening, ribs, and interlining, and how to approach oversize shades.

## Afternoon Session - Attendees Will Choose One

### **“UPHOLSTERY TRENDS, SPECIFYING & SELLING”**

*featuring Kristin Drohan*

This course describes the current fabric, finish and frame trends in the design industry. It will provide tips on selling and specifying upholstery in a competitive market place. Finally, it gives the designer a working knowledge of terms and education to get that custom furniture ordered accurately.

### **“RESOLVING CHALLENGES - FROM DESIGNER’S VISION TO INSTALLATION”**

*featuring Deborah Cronin & Rosemarie Garner*

Collaboration between the designer and a creative workroom is what makes the designer’s vision a reality. Deb and Rose will share real-life solutions for achieving the designer’s aesthetic goals, as well as creative options for installation restraints, such as working around molding or inside mount shades. In addition, they will address issues such as manipulating a relaxed roman shade silhouette and how to work with pattern. Not only will you see multiple shade samples, you’ll also have an opportunity to discuss your own tricky scenarios. You’ll go home with a fresh perspective and an arsenal of ideas that will help you solve your next challenge.

### **Event Schedule**

8:30 - 9:30	Attendee Registration & Continental Breakfast
9:30 - 11:00	Morning Session
11:00 - 12:30	Vendor Hall Open
12:30 - 1:30	Lunch
1:30 - 3:00	Vendor Hall Open
3:00 - 4:30	Afternoon Session

**Any questions, call Debi Pinelli (908) 256-6338**