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Insider Tips

Five Tricks of the Trade

1 To remove fringe adhesive from fabric before it is dried: Remove as much as possible with a cotton cloth. Quickly go back over the area with rubbing alcohol to remove excess adhesive on the fabric. Make sure you test on a scrap piece of fabric first. Once fringe adhesive dries, removal will be virtually impossible.

2 Keep a clean, extra long cuffed oven mitt in your installation tool box. When steaming draperies and valances, wear the oven mitt on your hand to protect from burns.

3 Carry a set of paint markers in your installation tool box. The markers blend the color of screw heads with brackets. They cover like paint and are great for hardware touchups.

4 For an embellished look, use cornice batting to support the front of a pillow sham with a flanged edge. This will prevent the flange from falling forward; it will have soft support with a rich look.

5 Use silicone spray on traverse rod and poles with rings or grommets that are operable to increase performance and decrease wear.

—Source: Rowley Company Technical Service Team

Client Consultations

Three Ways to Enhance Your Client Visit

By JENNIFER JACOB

Margie Nance, owner of the Custom Home Furnishings Academy in Charlotte, N.C., shares ways designers can make the most out of their client visits:

1 Bring string and painters tape. Help your client visualize how the treatment will hang in the window. Drape the string across a window to represent a swag. Stretch a horizontal line across the window to show how far down the glass a valance will reach. Home supply stores sell string in bright colors which make it easy for customers to get an idea of what the general

outline of their treatment will look like. Use painters tape to protect their painted surfaces.

2 Check the paint trim color on the outside of the window. Curb appeal is so important and having the proper color lining on drapery panels will enhance the look of the home from the street view. If the home is trimmed in cool colors, choose a white lining. Warmer trims benefit from creams. If you are working on homes that are very dark, like log cabins or shaker style wood, choose darker linings such as taupe or putty.

3 Take photos with notes. Most people already take photos, but how many times have you looked back at your photos and could not remember what room you were looking at? This is very common in new construction. Review each photo just after taking it and write down the camera photo number on the measuring sheet. You can also take a small dry erase board and write down the name of the room and capture the board in the photo.

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Jennifer Jacob is assistant editor of Vision. Reach her at jennifer@gracemcnamarainc.com.

