Event Organizers

Published bimonthly, New England Home magazine is the preeminent authority on the finest residential architecture, interior design, and custom building in the region. New England Home is focused exclusively on the luxury homeowner and serves as the essential companion for those with the passion and resources to make their dream home a reality. Other products and programs include New England Home Cape & Islands, New England Home Connecticut, nehomemag.com, rise, next, the Luxury Home Design Summit, the 5 Under 40 Awards, and the New England Design Hall of Fame Awards Gala. For more information about New England Home, visit nehomemag.com.

Esteem Media, esteemmedia.com, is home to leading national and local media brands in the luxury home design, gardening, and fine wine communities; focused on connecting professionals and consumers around their passions and businesses. Atlanta Homes & Lifestyles, Design Influencers Conference, WineZag, and New England Home leverage events, print media, social media, blogs, and digital marketing…but overall, community connection as the catalyst for their constituents’ commercial success.

Esteem Media also produces The Design Influencers Conference, designinfluencersconference.com, which is now entering its tenth year! The Design Influencers Conference typically attracts nearly 500 participants each year. It is comprised of an audience of active design influencers, bloggers, luxury interior designers, architects, garden and lifestyle bloggers, suppliers to the home interior design industry, traditional media and PR companies who are actively creating content and relying on social platforms to build personal brands and businesses. Past speakers have included Nate Berkus, Miles Redd, Jamie Drake, India Hicks, Bunny Williams, Cynthia Rowley, Lord Spencer, Candice Olson, Martyn Lawrence-Bullard, Jeffrey Alan Marks, and Alexa Hampton, to name a few.
Featured Speakers

TIMOTHY CORRIGAN
Celebrated Designer and Entrepreneur, Timothy Corrigan

ANDREW DAVIS
Top Global Marketing Influencer and Speaker

ALEXA HAMPTON
Renowned Designer and Principal, Mark Hampton

SUZANNE KASLER
Preeminent Designer and Principal, Suzanne Kasler, Inc.

STEVE MILLER
Prominent Speaker on Marketing and Branding

Table of Contents

Conference Agenda 4-5
Meet the Authors & Book Signings 6
Session Descriptions 7-9
Speaker Biographies 10-13
Sponsor Company Profiles 14-15
Conference Agenda

SUNDAY, MAY 19, 2019
1:00PM-6:30PM
Welcome Reception—Harbor View & Charles Hardy Rooms at the Chatham Bars Inn Resort
Registration
Registration Sponsor: Swag Bag Sponsor:

2:00PM-3:00PM
Champagne Conference Kick-Off—The Monomoy building at Chatham Bars Inn Resort
Champagne Sponsor:

3:00PM-4:00PM
Opening Keynote: Timothy Corrigan
Introduction by: Bob Ernst, President, FBN Construction
Timothy Corrigan, Internationally Celebrated Interior Designer, Entrepreneur, and Tastemaker
Timothy Corrigan Keynote Sponsor:

4:00PM-5:00PM
Claim Your Fame: How to Turn Passion and Personality into a Booming Business
Introduction by: Patrick Ahearn, Principal, Patrick Ahearn Architect
Andrew Davis, Best-selling Author and, Internationally Acclaimed Keynote Speaker
Andrew Davis' Featured Talk Sponsor:

5:00PM-6:30PM
MONDAY, MAY 20, 2019
8:00AM-6:00PM
Registration
Registration Sponsor: Swag Bag Sponsor:

8:00AM-8:45AM Breakfast at the Chatham Bars Inn Resort

8:45AM-9:15AM Welcome and Introduction
Kathy Bush-Dutton, Publisher, New England Home and Co-Founder, Luxury Home Design Summit
Adam Japko, CEO, Esteem Media; Founder, Design Influencers Conference; and Co-Founder, Luxury Home Design Summit

9:15AM-10:00AM Keynote: Steve Miller-Creating an Uncopyable Advantage
Steve Miller, Renowned Consultant and Speaker on Marketing and Branding, and Author, Uncopyable

11:00AM-11:30AM
Networking and Refreshment Break
Networking Break Sponsor:

11:30AM-12:30PM
Rethinking Luxury Design Marketing: Marketing Solutions for Design Professionals—Part 2
Moderator: Stacy Kunstel, Stylist, Editor, Writer, and Producer
Michael Boodro, Chairman, Editorial and Strategic Initiatives, Dering Hall
Nick May, Founder and Podcaster, The Chaise Lounge
Clinton Smith, Award-Winning Journalist, Luxury Design and Lifestyles; and Former Editor-in-Chief, Veranda

12:30PM-1:00PM
NextGen Family Business Leadership in a Transitional World
George Matouk, Jr., CEO, John Matouk & Co.

All conference sessions will be held in the Monomoy building on the campus of the Chatham Bars Inn Resort.
1:00PM-2:30PM  
Lunch at the Beach House Grill at Chatham Bars Inn Resort  
*Monday Lunch Sponsor:*

2:30PM-3:15PM  
*How To Live Tomorrow*  
**Sophie Donelson**, Author and Design Editor

3:15PM-4:00PM  
*Insights on the Housing Industry: Luxury Building, Remodeling & Design*  
**Liza Hausman**, Vice President, Industry Marketing, Houzz

4:00PM-4:45PM  
*Round Table/Learning Lab with Steve Miller*  
**Steve Miller**, Renowned Consultant and Speaker on Marketing and Branding, and Author, *Uncopyable*

5:00PM-6:30PM  
*Networking Reception at the Beach House Grill at Chatham Bars Inn Resort*  
*Networking Reception Sponsor:*

**TUESDAY, MAY 21, 2019**

8:00AM-4:00PM  
*Registration for the Conference*  
*Registration Sponsor:  
Swag Bag Sponsor:*

9:00AM-10:00AM  
*Keynote: Alexa Hampton*  
**The Shade Store introduces Alexa Hampton**  
**Alexa Hampton**, Renowned Interior Designer and Author; and Principal, Mark Hampton  
*Alexa Hampton Keynote Sponsor:*

10:00AM-10:45AM  
*The Secret Sauce-Creating a Showroom Environment that Spells Success with the Affluent Customer*  
**Sean Clarke**, President, Clarke—New England’s Official Sub-Zero, Wolf, and Cove Showroom and Test Kitchen

10:45AM-11:15AM  
*Networking and Refreshment Break*

11:15AM-12:00PM  
*Primary Design for Second Homes: Exploring the Similarities and Differences in Designing Second Homes for a Discerning and Sophisticated Market*  
*Introduction by: Jon Wardwell,*  
President, JW Construction  
**Moderator: Suzanna Cullen Hamilton,**  
President, ART SMART Strategies, LLC.  
**Suzanne Kasler**, Preeminent Designer and Principal, Suzanne Kasler, Inc.

12:00PM-12:45PM  
*Rebecca Vizard: Passion to Purpose*  
**Rebecca Vizard**, Principal, B.Viz Boutique

1:00PM-2:30PM  
*Lunch at the Beach House Grill at Chatham Bars Inn Resort*  
*Tuesday Lunch Sponsored by:*

2:30PM-3:15PM  
*New England Powerhouse Panel*  
**Moderator: Kyle Hoepner,**  
Editor in Chief, *New England Home*  
**Mark Doughty**, President, Thoughtforms  
**Jim Gauthier**, Co-Founder, Gauthier~Stacy Inc.  
**Stephanie Horowitz**, Architect and Managing Director, ZeroEnergy Design  
**Susan Stacy**, Co-Founder, Gauthier~Stacy Inc.

3:15PM-4:15PM  
*Forces of the Future: How to Master the Art and Science of Leading and Selling to Millennials and Beyond*  
**Paul Moya,**  
CEO, Millennial Labs

4:15PM  
*Closing Remarks and Conference Adjourns*
Meet the Authors and Book Signings

**Sophisticated Simplicity** by Suzanne Kasler  
Book signing: Monday, 5:00PM-6:30PM  
Beach House Grill-Chatham Bars Inn Resort

Best-selling A-list designer Suzanne Kasler (AD 100 and Elle Decor) is known for rooms with a foundation in tradition, pretty palettes, and timeless sophistication. She mixes American and European eclectic furnishings to create comfortable living spaces. In this collection of recent unseen residences in town and country and at the shore, the designer reflects on catalysts for her inventiveness. Richly photographed profiles include inviting and modern family homes and oceanfront estates. Suzanne shows how she incorporates fresh ways to organize a guest area, create outdoor spaces for luxuriating and entertaining, and assemble captivating vignettes. The result is a wealth of original ideas for design professionals and anyone with a passion for interior design—an essential addition to every design library.

**The Nature of Home: Creating Timeless Houses** by Jeffrey Dungan  
Book signing: Monday, 5:00PM-6:30PM  
Beach House Grill-Chatham Bars Inn Resort

Following in the tradition of populist architects Gil Schafer and Bobby McAlpine, Jeffrey Dungan designs new traditional houses for today—houses with clean lines, made with stone and wood, that carry an air of lasting beauty and that are made to be handed on to future generations. In his first book, Jeffrey shares his advice and insight for creating these “forever” houses and explores eight houses in full, from a beach house on the Gulf Coast to a farmhouse in the Southern countryside to a family home in the Blue Ridge Mountains. All speak of authenticity, timelessness, and lived history that reveals itself through the rich patinas and natural textures that come with age. Layered in between are thematic essays and imagery celebrating the importance of elements such as light, stone, and rooflines in creating a home.

**Timeless: Classic American Architecture for Contemporary Living** by Patrick Ahearn  
Book signing: Tuesday, 1:45PM-2:25PM  
Beach House Grill-Chatham Bars Inn Resort

Timeless reveals how Patrick Ahearn’s historically motivated, human-scaled designs have advanced the art of place-making in some of America’s most affluent and storied destinations. Whether carefully restoring century-old landmarked townhouses in Boston’s Back Bay or creating new homes that reimagine the local vernacular of Martha’s Vineyard, Ahearn demonstrates an unparalleled ability to combine the romance of traditional architecture with the ideals of modernism. With his work, he sensitively balances preservation with innovation to make buildings that feel truly timeless. Timeless features eighteen “Ahearn-designed” homes and explains how he adapts and applies philosophy’s greater-good theory to each of his projects. The idea of the greater good encapsulates his profound belief that architecture has the power to improve lives, to increase happiness, and to encourage friendly and familiar interactions.

Celebrated as one of America’s top classical architects, Patrick Ahearn—a Fellow of the American Institute of Architects—began his career with ambitious adaptive-reuse public projects, and for the past 25 years has focused primarily on historically motivated, site-sensitive private residences in New England. Raised in Levittown, New York, and based in Boston for the past four decades, he received degrees in architecture and urban design from Syracuse University. Today, he oversees a firm of 14 designers working in studios in Boston’s Back Bay and in Edgartown, on Martha’s Vineyard. He and his work have been featured in numerous magazines and newspapers and on HGTV.
Session Descriptions

Opening Keynote: Timothy Corrigan
Sunday 3:00-4:00PM
Timothy Corrigan, Internationally Celebrated Interior Designer, Entrepreneur, and Tastemaker

What happens when a global advertising icon shifts careers and ends up a leading Design Tastemaker? Prior to forming his design firm in 1998, Timothy Corrigan capped a successful career in advertising by heading up one of the largest advertising agencies in the world, Saatchi & Saatchi's Bates' Worldwide international operations. Timothy has impeccable style and taste, and his business boomed, aided by a quick mind, French Chateaux, and a nimble media and content program. Timothy will take us through his career and how he used different content forms and marketing tactics to become one of the best-known names in design.

CLAIM YOUR FAME: How to Turn Passion and Personality into a Booming Business
Sunday 4:00PM-5:00PM
Andrew Davis, Best-selling Author and Internationally Acclaimed Keynote Speaker

In today's online universe everyone has an audience. Overnight, a YouTuber with a loyal fan base can drive revenue for any gadget they touch. Even e-mail subscribers can be inspired to buy something from their favorite e-mail newsletter. As digital publishers we can embrace the power of a loyal subscriber base to drive new revenue in new ways.

In this 60-minute session, best-selling author and former television producer Andrew Davis will show you how to use five simple secrets he learned in the television business to foster talent that drives demand for almost any product in the universe. The secret to your success in the future will be people-powered.

Keynote: Steve Miller-Creating an Uncopyable Advantage
Monday 9:15AM-10:00AM
Steve Miller, Renowned Consultant and Speaker on Marketing and Branding, and Author, Uncopyable

All businesses need to separate themselves from their competition. Organizations have historically relied on three primary components: product, service, and price. Today, products and services have become commoditized, and being “better” isn’t good enough. Being Uncopyable requires a new, fourth, component: attachment. Attachment strategies include Uncopyable branding, experience, and innovation.

Rethinking Luxury Design Marketing: The Media - Part 1
Monday 10:00AM-11:00AM
Moderator: Beth Dempsey, President and Founder, Images and Details, Inc.
Adam Japko, CEO, Esteem Media; Founder, Design Influencers Conference; and Co-Founder, Luxury Home Design Summit
Stacy Kunstel, Stylist, Editor, Writer, and Producer
Keith Pollock, Senior Executive Director of Digital, Architectural Digest

2018 was the year Design Media experienced the most tangible culmination of innovation and challenge that has brewed since the industry's recovery in 2012. Venerable national media faced head on challenges from digital upstarts, new media formats, and a legacy national operating model configured around an industry driven by local commerce. Hear from media veterans and pundits on how it has all coalesced and what the media landscape might look like in the near future.

Rethinking Luxury Design Marketing: Marketing Solutions for Design Professionals—Part 2
Monday 11:30AM - 12:30PM
Moderator: Stacy Kunstel, Stylist, Editor, Writer, and Producer
Michael Boodro, Chairman, Editorial and Strategic Initiatives, Dering Hall
Nick May, Founder and Podcaster, The Chaise Lounge
Clinton Smith, Award-Winning Journalist, Luxury Design and Lifestyle, and Former Editor-in-Chief, Veranda

Driven by media developments and changing consumer habits/demographics, design professionals are reinventing traditional branding and transactional marketing tactics. From podcast, influencer, social media, and digital marketing strategies, design professionals have grabbed the opportunities in front of them to increase their own fair share of their markets. Hear from leaders in this marketing revolution and build a new edge in your own marketing activities.
Session Descriptions

NextGen Family Business Leadership in a Transitional World
Monday 12:30PM-1:00PM
George Matouk, Jr., CEO, John Matouk & Co.

Private design businesses with years of successful histories, whether or not family owned, face all the same inflection points that larger private and publicly owned companies regularly grapple with. Managing through market downturns, style shifts, product redevelopment, capital investment, acquisitions, divestiture, and more can be intimidating. Without experienced boards and expensive advisors, decision making during these phases can weigh heavily on operators. Hear from George Matouk, Jr., who now operates a luxury textile company founded by his grandfather in 1929, about how he took advantage of pivotal moments and is now leading a third-generation family business to a healthy and sustainable future.

How To Live Tomorrow
Monday 2:30PM-3:15PM
Sophie Donelson, Author and Design Editor

Homeowners are just beginning to understand the power of the house to elevate their quality of life, family time, and sense of wellbeing. The new paradigm of desirable home building, renovation, and decoration will be driven by experience, not solely the aesthetic. Design expert, author, and longtime shelter mag editor Sophie Donelson presents a survey of the ideas driving the home of tomorrow including the key distinctions between marketing home design to Boomers and Millennials, how the quest for wellness can be answered in kitchens, bedrooms and mudrooms, and the three rooms and spaces that’ll be standard in 2025 that aren’t yet in today’s blueprints.

Insights on the Housing Industry:
Luxury Building, Remodeling & Design
Monday 3:15PM-4:00PM
Liza Hausman, Vice President, Industry Marketing, Houzz

Liza Hausman, Vice President, Industry Marketing, will share what Houzz has learned about the major forces shaping consumer behavior and design attitudes when it comes to custom home building and interior design, and the luxury market in particular. Ms. Hausman will share a unique perspective honed from Houzz data, including original qualitative and quantitative research.

Round Table/Learning Lab with Steve Miller
Monday 4:00PM-4:45PM
Steve Miller, Renowned Consultant and Speaker on Marketing and Branding, and Author, Uncopyable

Now that you’ve heard his philosophy of being Uncopyable, here’s your chance to go deeper. Steve will share the three methods for implementing Stealing Genius, plus answer your questions about how you can transform your business into a Category of One!

Keynote: Alexa Hampton
Tuesday 9:00AM-10:00AM
Alexa Hampton, Renowned Interior Designer and Author; and Principal, Mark Hampton

The Secret Sauce—Creating a Showroom Environment that Spells Success with the Affluent Customer
Tuesday 10:00AM-10:45AM
Sean Clarke, President, Clarke – New England’s Official Sub-Zero, Wolf, and Cove Showroom and Test Kitchen

In 2017, Sean was named one of the “Top 50 Innovators” in the kitchen and bath industry by Kitchen & Bath Design News. Sean Clarke’s company is known as a trailblazer in marketing to the affluent consumer. In this exciting presentation, he will share key lessons learned through more than 25 years of creating and evolving the experiential showroom environment that continuously inspires consumers to fall in love with Clarke’s luxury brands.

In this original talk, audience members will learn:

• Details of proprietary Clarke consumer research, conducted in 2018, that unlocks what affluent consumers value most in a showroom setting.
• How to engage upscale homeowners with sensual and tactile experiences.
• Valuable lessons learned about accomplishing more with less square footage.

Sean will dedicate 30 minutes to an entertaining and informative “show and tell” that not only explains Clarke’s “secret sauce,” but also shows images of the environments they have designed to inspire the most discerning homeowners. He will also share information about how Clarke’s meticulously trained team guides affluent consumers to select Clarke products and add
on items that they never anticipated buying. Following the presentation, Clarke will offer a 15-minute Q&A session.

Primary Design for Second Homes: Exploring the Similarities and Differences in Designing Second Homes for a Discerning and Sophisticated Market
**Tuesday 11:15AM-12:00PM**

**Moderator:** Suzanna Cullen Hamilton, President, ART SMART Strategies, LLC  
**Suzanne Kasler,** Preeminent Designer and Principal, Suzanne Kasler, Inc.  
**Jeffrey Dungan,** Principal, Jeffrey Dungan Architects  

Luxury-market second homes have become paramount in the design industry wherein many clients are requesting the same level of architectural and interior design services for their second homes. Abundant areas for entertaining and accommodating guests are as important as refined home offices so that both owners and guests can be ensured of extended stays. Whether designing homes for the coast, mountains, or urban pied-a-terre’s, clients expect the same level of quality, beauty, and functionality in their second homes as found in their primary homes. Designers are challenged with meeting all of the needs of their clients while also creating homes that speak to the vernacular of the area and are sensitive to the environment, climate, and culture of the place.

Suzanna Cullen Hamilton will explore this topic with renowned interior designers Suzanne Kasler and Jeffrey Dungan to discuss the evolution of the second home now designed as a primary home, and to share their experiences of both the similarities and differences in building and designing second homes around the world.

**Rebecca Vizard: Passion to Purpose**  
**Tuesday 12:00PM-12:45PM**  
**Rebecca Vizard,** Principal, B. Viz Boutique  

Design pros generally do not join the profession because they aspire to build a large business entity and globally recognized brand. It could be passion, serendipity, or even a way to travel the world looking and look at pretty objects and patterns. But as these businesses find success, navigating cash flows, normal business challenges, and sustainable growth rates are a few of the numerous inflection points that define longer-term success. Hear Becky Vizard share her story and how she moved through key stages of her business to become one of the most recognized brands in her corner of the global design industry and see how her brand and market niche unfolded for her to embrace.

New England Powerhouse Panel  
**Tuesday 2:30PM-3:15PM**

**Moderator:** Kyle Hoepner, Editor in Chief, New England Home  
**Mark Doughty,** President, Thoughtforms  
**Jim Gauthier,** Co-Founder, Gauthier~Stacy Inc.  
**Stephanie Horowitz,** Architect and Managing Director, ZeroEnergy Design  
**Susan Stacy,** Co-Founder, Gauthier~Stacy Inc.  

Prominence and lasting success as an iconic design professional in the talent-rich New England landscape is a significant achievement. These panelists have risen to the top relying on their talents, but have also been successful navigating through key inflection points in their businesses. Facing external factors including economic and market shifts as well as internal challenges like start-up phases, growth spurts, shifts in leadership philosophy, and key staff changes requires more than just design talent. Kyle Hoepner will lead these panelists through a discussion that reveals behind the scenes moments that defined their success.

Forces of the Future: How to Master the Art and Science of Leading and Selling to Millennials and Beyond  
**Tuesday 3:15PM-4:15PM**  
**Paul Moya,** CEO, Millennial Labs  

Join Paul Moya and discover how to recruit and retain today’s best talent while also building a future-proof marketing and sales strategy that will catapult your organization to the top. In this action-packed session you’ll learn:

- The seismic shifts that created today’s workplace and how reframing your perspective can transform your talent pipeline overnight.
- Real-time case study analysis exposing major marketing trends and demographic factors that are affecting your industry and how the most profitable brands are increasing engagement, skyrocketing sales, and creating raving fans for life.
- The data-backed (and surprising) reality about why Millennials and Gen Z quit their jobs and the 3 metrics that will matter most if you want to keep them over the next decade.
- Paul’s proven method for how to understand exactly what today’s Millennials and Gen X consumer want most in the luxury home market and how you can stay ahead of the competition to close more business in 2019.
- Simple, low or no-cost strategies you can implement today to double or triple your retention and close rates in organizations both big and small.
Speaker Biographies

**KEYNOTES AND FEATURED SPEAKERS**

### Timothy Corrigan
With offices in Paris and Los Angeles, Timothy Corrigan's timeless design philosophy combines European elegance with California comfort. He has been hailed in *Architectural Digest* as "Today's Tastemaker" and has been named to most of the design world's best designer lists, including the AD100, *Elle Decor* A-List, *Robb Report's* Top 40, and the *Luxe* Gold List. He has received numerous honors including the Institute of Classical Architecture So-Cal Legacy Award, The Design Icon Award, and the Star of Design Award. Timothy is the only American designer honored by the French Heritage Society for his restoration of several national landmarks in France.

The firm's work is regularly featured on television and in prestigious publications such as: *Elle Décor*, *The New York Times*, *Town & Country*, *Veranda*, *House Beautiful*, *Traditional Home*, *Luxe Interiors + Design*, *Vanity Fair*, *Vogue*, and *The Wall Street Journal*. Clients include royalty, Hollywood celebrities, and corporate leaders.

Prior to forming his design firm in 1998, Timothy Corrigan had a successful career in advertising where he headed up Saatchi & Saatchi's Bates Worldwide's international operations.

### Andrew Davis
Andrew is a bestselling author and internationally acclaimed keynote speaker. Before building and selling a thriving digital marketing agency, Andrew produced for NBC's Today Show, worked for The Muppets in New York and wrote for Charles Kuralt. He's appeared in the *New York Times*, *Forbes*, the *Wall Street Journal*, and on NBC and the BBC. Davis has crafted documentary films and award-winning content for tiny start-ups and Fortune 500 brands.

Recognized as one of the industry’s "Jaw-Dropping Marketing Speakers," Andrew is a mainstay on global marketing influencer lists. Wherever he goes, Andrew Davis puts his infectious enthusiasm and magnetic speaking style to good use teaching business leaders how to grow their businesses, transform their cities, and leave their legacy. Some of Andrew's accolades include:

- One of the Top 25 Jaw-dropping Marketing Speakers You Must See - (Along with Gary Vaynerchuck, Seth Godin & Rohit Bhargava)
- Top 20 on *Meetings & Conventions* Magazine's List of Favorite Speakers - (Right after President Bill Clinton and Anderson Cooper.)

### Alexa Hampton
Since Alexa Hampton took the reins of Mark Hampton, her father's iconic firm, as owner and president in 1998, she has advanced its legacy of elegant, practical, classically based interiors for modern living – and extended its global reach.

From New York City to Hangzhou, China, her project portfolio encompasses luxe, beautifully layered urban apartments, expansive town and country residences, private airplanes, and yachts. Regularly named to *Architectural Digest's* AD100 and *House Beautiful's* Top Designer list, Hampton translates the classical principles of good design and decoration into some of today's most elegant, enduring, and functional domestic landscapes.

### Suzanne Kasler
Inspired by architecture, art, fashion, and travel, Suzanne Kasler designs spaces and products that are luminous, distinct, and timeless. Suzanne's designs always reference the past but move towards the future with an edited and discerning eye on the present. Mixing the high and the low, traditional and contemporary, the new and the old – creating signature interiors and products that convey a sophisticated simplicity. Her designs inspire everyone to live a more beautiful, stylish, and authentic life.

Suzanne's work has been published in major design magazines, including *Architectural Digest, Elle Decor, House Beautiful, Traditional Home* and *Veranda*. She has been named to *Architectural Digest's* AD100 and *Elle Decor*’s A-List. Her award-winning interiors have been captured in three books with Rizzoli, *Inspired Interiors*, *Timeless Style*, and her most recent title, *Sophisticated Simplicity*. In addition to designing timeless interiors for her clients, Suzanne has produced signature lines for Ballard Designs, Hickory Chair, La Cornue, Lee Jofa, and Visual Comfort.

### Steve Miller
All businesses need to separate themselves from their competition. Organizations have historically relied on three primary components: product, service, and price. Today, products and services have become commoditized, and being "better" isn't good enough. Being Uncopyable requires a new, fourth component: attachment. Attachment strategies include Uncopyable branding, experience and innovation.

*Meetings & Conventions* Magazine calls Steve Miller the Idea Man for his non-traditional, no-spin approach to marketing and branding. He is the author of the new book, *UNCOPYABLE: How to Create an Unfair Advantage Over Your Competitor*. The book is an Amazon Bestseller, was featured at CES (formerly Consumer Electronics Show), and has 100% 5 star reviews on Amazon. Steve has presented over 1600 speeches and workshops around the world in 127 different industries, including the prestigious TED Conference. Besides his seven books, Steve has written for and featured in over 250 publications, including *Fast Company*, *Business Week, Fortune*, *The Wall Street Journal*, and *The Washington Post*.

### Paul Moya
Harvard Multigenerational Expert and Futurist Paul Moya is best known for his role as CEO of Millennial Labs—a global consultancy focused on human capital and generational behavior. His discoveries have impacted leaders in audiences as large as 54,000 and have helped brands ranging from Acura Motors to PayPal and Liberty Mutual to the United States Department of Defense to interpret and act on human behavior in the workplace, marketplace, and voting booth.

Nicknamed the 'Harvard Cowboy' by clients and friends, Paul blends Harvard Strategy with Cowboy Practicality to present viable solutions that deliver quantifiable results. His research takes insight from psychology, neuroscience, behavioral economics, and plain old fashioned ‘cowboy wisdom’ to turn big data and predictive analytics into real-world results and “no fluff solutions.”
Michael Boodro
Michael is the former editor in chief of Elle Decor, is the Chairman, Editorial and Strategic Initiatives at Dering Hall, the digital interior design resource. Boodro is tasked with, as he puts it, making the site a “must-read destination.” Designer outreach, consumer education and increasing Dering Hall’s editorial and social media reach are a few of the new responsibilities that go along with that task. Dering Hall caters to the design industry as a destination that designers turn to for ideas, inspiration, and practical solutions, as well as an array of the world’s best furnishings. Boodro’s role is to expand and focus Dering Hall’s editorial and social media presence, to aid designers in their day-to-day efforts, and to help consumers understand and appreciate the value and importance of great design.

Kathy Bush-Dutton
Kathy has been prospering in the media industry for more than 35 years. In her last nine years, as publisher of New England Home, she has accomplished a notable amount, including co-founding the Luxury Home Design Summit, and launching three New England Home bonus issues (rise: Stylish City Living, next: Forward-thinking Design and next Connecticut: Forward-thinking Design and next Connecticut). In 2019, in addition to launching digital offerings for New England Home, such as sponsored content and various social media products, she has also created an ongoing partnership with the Boston Design Center to publish its biannual publication titled ID Boston. Kathy has had great success in boosting exposure of New England Home titles on a national level, including developing partnerships with High Point Market Authority and the Design Leadership Network. In 2016 Kathy was named one of the top women in media by Folio magazine.

Prior to New England Home, Kathy spent 27 years at PennWell, bringing in tens of millions of dollars in profits for her B2B clients. She is renowned for creating meaningful business connections between her clients, balancing the editorial and business side of her media companies, and making her colleagues feel like friends and family.

Sean Clarke
Sean is president of Clarke, New England’s exclusive distributor of high-performance appliance brands including Sub-Zero, Wolf, Cove, ASKO, Best, Scotsman, Dawn Sinks and Waterstone Faucets. He has been with the company since 2000, and held positions as trade sales representative, builder sales representative, and general manager before being named president in 2015, to oversee all product distribution, as well as showroom operations.

In 2017, Sean was named one of the “Top 50 Innovators” in the kitchen and bath industry by Kitchen & Bath Design News. This distinction came on the heels of his being named a finalist in Ernst & Young’s Entrepreneur of the Year awards in New England. Six years earlier, he was named as one of the 5 Under 40 to watch in New England’s commercial real estate industry, cited for “pioneering the commercial design experience in New England” with collaborations that reached from Boston to Newport and Fairfield County, Connecticut.

Suzanna Cullen Hamilton
Suzanna is the President of ART SMART Strategies, LLC. Hamilton is a brand, marketing, and public relations strategist for creative entities ranging from interior designers to national museums to events. She has been a byline features writer for shelter and lifestyle publications for over 18 years, and is a regular contributor to publications on both the East and West coasts. Previously, Hamilton owned galleries in New York, Atlanta, Jackson Hole, Aspen, and Los Angeles, and was a dealer on the preeminent site, www.1stdibs.com. Her clients have included AD100 designers, high profile and high net-worth collectors and celebrities, and national museums. Hamilton has lectured on numerous subjects and has interviewed prominent designers, business owners, and influencers across the country. http://artsmartsstrategies.com

Beth Dempsey
Beth is president and founder of Images and Details, Inc., and is a driving force in the lifestyle PR arena. In 1989, she established Images & Details, Inc. (I&D), with the premise of providing clients with the in-depth type of service typically only found in-house. Her diverse client base includes members of the interiors, retail, design and beauty industries. Creative business strategies with superior results are her expertise.

Over the years, she has built a sterling reputation in marketing to the luxury goods sector. Campaigns have included 150th Anniversary Toledo Museum of Art, Chaumet’s Tiara Exhibition at Museum of Fine Arts in Boston, the opening of Ilias Lalaounas, the re-launch of Prima Classe, the introduction of Montblanc’s first brand extension - watches. Some of her publicity initiatives in the retail sector have included Michael C. Fina, AKDO, Artistic Tile, Victoria’s Secret, Dress Barn, Casual Corner, Starbucks, Shanghai Tang, Troy, Property, Putnam & Mason, Intérieurs, and Warehouse of London. Though each program was tailored to the individual client, all were created to maximize exposure, build awareness and increase clientele.

Sophie Donelson
Sophie is an author and design editor. She was most recently Editor in Chief of House Beautiful where she inspired a new generation of design lovers to embrace color and happiness at home. Sophie has held editor positions at Hampton Cottages & Gardens, Elle Decor and Martha Stewart’s Blueprint magazines. As an independent journalist she wrote for the New York Times, New York magazine, The Wall Street Journal, and The Globe & Mail.

During a five-year detour from publishing, Sophie advised digital and retail startups including C. Wonder, Curbed and Business of Home, where she was also the original on-air host of Editor TV. Sophie’s national TV appearances include the TODAY Show, Good Morning America, and Open House. A contributor to several volumes on home design, Sophie’s 2017 book Style Secrets: What Every Room Needs quickly became a bestseller. Her next, House Beautiful Dream Homes: Intimate House Tours & Dazzling Spaces, publications in April. She lives in New York City with her husband, journalist and urbanist Greg Lindsay, and their two young sons.

Mark Doughty
Mark Doughty is the President of Thoughtforms, an innovative and market-leading builder in the Boston area founded in 1972.
As the second-generation leader of Thoughtforms, Mark has focused on connecting craftspeople, clients, and the design community to create singular homes in a predictable – and sustainable – way. His own home generates nearly 70% more energy than it uses. Prior to joining Thoughtforms, Mark developed a broad understanding of organizations, culture and business as a principal with a global strategy consultancy. Mark’s pre-Thoughtforms construction experience spans diverse roles and settings: stone masonry in the Boston suburbs, home renovation on the coast of Maine, and airport construction in Colorado. Mark received a BSc in Civil Engineering from the University of Massachusetts, Amherst and an MBA from the MIT Sloan School of Management. He continues to work with the MIT Sloan Sustainability Initiative and has presented research and insights on net-positive homes at ABX and Greenbuild.

Jeffrey Dungan
Jeffrey discovered a love for drawing and art at a young age while growing up on his family farm in rural Alabama. Being immersed in the powerful natural countryside would become inspiration for a life designing beautiful architecture and interiors. Dungan’s creative work can be seen in his native south and throughout north and central America. Recognized for his clean and modern approach to traditional vernaculars and classical architecture, he is a fresh voice in the industry.

Jeffrey’s work has been featured in numerous books, as well as The Wall Street Journal, Veranda, Luxe, Garden and Gun, Milieu, Atlanta Homes and Lifestyles and House Beautiful. His book, The Nature of Home, was published by Rizzoli International of New York, in September of 2018.

Jim Gauthier
Prior to co-establishing Gauthier~Stacy Inc., Jim Gauthier worked with prominent Boston-based design firms for over ten years. Jim also enjoys and appreciates the opportunity to lecture and mentor students studying in local design programs. Jim received his Bachelor of Fine Arts degree in Interior Design from the University of Massachusetts at Amherst. Jim maintains an active membership in the American Society of Interior Designers (ASID) since 1995 and was a Board member from 1998 to 2000.

Liza Hausman
Lisa is Vice President of Industry Marketing at Houzz, an innovative residential building and design platform and community. Houzz has transformed the process of home design in the luxury market and beyond by applying mobile, visual and other technologies that are driving design in today's digital age. Lisa is a frequent speaker at design events across the country, from High Point Market to the AIA annual convention, and is a member of Harvard’s Joint Center for Housing Studies. In her role at Houzz, she is focused exclusively on the trade community, from architects, interior designers, and luxury builders to brands and manufacturers. Lisa has experience spanning advertising, consulting, marketing and social strategy for Fortune 500 brands and a host of innovative startups, and shares her expertise on topics ranging from brand-building to the economic and structural trends that are changing the home design and construction industries. Lisa graduated from the University of California at Berkeley and earned her MBA from Northwestern’s Kellogg School of Management. Over her nearly eight years at Houzz, she’s brought in architects as well as interior and landscape designers to create a special home for herself and her husband, two children and dog Suki in Palo Alto, California.

Kyle Hoepner
Kyle Hoepner is the editor-in-chief of New England Home, a luxury design brand with offerings both in print and online. Kyle has had a distinctly hands-on relationship with magazines for more than thirty years. He joined the launch team for New England Home in 2005, a welcome chance to reconnect with long-held interests in architecture and interiors. Since then, he has helped guide the publication’s evolution into one of the most widely respected regional shelter titles in the U.S.

Stephanie Horowitz
As Managing Director of ZeroEnergy Design, Stephanie orchestrates projects that range from net zero energy workspaces to Passive House certified homes. She believes that great design should enhance the value of each place, be long-lasting, and make optimal utility of both space and energy. Recently awarded Boston Home Magazine’s Best Sustainable Architect, her work has garnered a design award from the Boston Society of Architects as well as Citation for Sustainable Design. Her designs have appeared in notable publications such as Architectural Record, Design New England, New England Home and The New York Times. In addition to her role at ZED, Stephanie served on the Massachusetts Design Selection Board as the AIA of Massachusetts’ representative and is a founding board member and President of Passive House Massachusetts. She holds a Bachelor of Architecture from Cornell University. Stephanie is a Certified Passive House Consultant and a Registered Architect in Massachusetts, Rhode Island, Maine, New Hampshire, Connecticut, and New Jersey.

Adam Japko
Adam is CEO of Esteem Media and founder of the Design Influencers Conference. Esteem Media is home to leading national and local media brands in the luxury home design, gardening, and fine wine communities; focused on connecting professionals and consumers around their passions and businesses. Design Influencers Conference, Atlanta Homes & Lifestyles, New England Home, and WineZag leverage events, print media, social media, blogs, and digital marketing… but overall, community connection as the catalyst for their constituents’ commercial success.

The Design Influencers Conference typically attracts nearly 500 participants each year. It is the premier conference and experience for design influencers, interior design professionals, and brands who are actively using or interested in learning about social media, content, and digital marketing in the interior design industry.

Stacy Kunstel
Before Stacy became an interiors stylist with nearly 100 magazine and book covers to her credit, she began as a writer covering luxury travel destinations, architecture and design. She combines both skills in her work as Homes Editor for New England Home Magazine and as a Regional Editor for Traditional Home, Better Homes & Gardens, Country Living and others. Her work has appeared in Coastal Living, Country Living, Luxe, Rizzoli Books, the London Observer, Harper’s Bazaar UK and a dozen other publications. In 2010, between photo shoots and writing assignments, she and her partner Michael Partenio launched the lighting and furniture
brand Dunes and Duchess, which is sold in luxury boutiques and to the trade.

George Matouk, Jr.
George is the third generation CEO of family-owned John Matouk & Co., based in Fall River, Massachusetts and New York City.

A graduate of Vanderbilt University and Columbia University Business School, Mr. Matouk assumed the role of CEO of the company in 2002 and has led the company as it established itself as a globally renowned luxury brand and a model for the resurgence of domestic manufacturing in the United States. Since 1998, the Matouk team has grown revenues tenfold, tripled the size of its Massachusetts-based manufacturing workforce and invested substantially in training, technology, renewable energy, manufacturing equipment and infrastructure. George is the Board Chair at the Gordon School in East Providence, Rhode Island, and was a long time Board Member of the Fall River Office of Economic Development.

Nick May
Nick is the host of widely acclaimed interior design podcast—The Chaise Lounge, dedicated to the business of interior design. Nick launched the podcast over four years ago to market his residential painting company to interior designers. Each week he interviews top designers from across the country to find out HOW they got into interior design, WHY they started their own firm, and WHAT has made them SO successful. Before launching The Chaise Lounge, Nick started Walls by Design, a painting business in Denver, Colorado, which he has grown to be one of the largest residential painting companies in Denver. Nick believes in systems, team building, and marketing (but not necessarily in that order). He is passionate about helping others grow their businesses by sharing his successes and failures in the often misunderstood dark arts of marketing and social media. Nick is now the Creative Director of iMay Media, a publisher of digital content and podcasts mainly dedicated to the home services industry.

Keith Pollock
Keith serves as Architectural Digest’s senior executive director of digital, a role that entails expanding the title’s digital footprint. Pollock became Interview’s editor in chief in early 2014. Prior to that, he was co-editor in chief of DuJour and editorial director of Elle.com. As it is for all print-centric media companies, expanding digital is central to the strategy at Condé Nast and its various titles.

Clinton Smith
Clinton is an award-winning journalist who has been reporting on the world of design and an array of luxury lifestyle topics for two decades. A noted authority on matters of taste and style, Smith previously served as the editor in chief of Veranda for five years, and wrote four books under the magazine’s imprint: The Romance of Flowers, Inspired by Color, Entertaining, and Escapes. A native Texan, he resides in New York.

Susan Stacy
Susan Stacy has collaborated with many prominent Boston-based residential and commercial design firms, as well as working in the Los Angeles area of California. Her work prior to

Gauthier~ Stacy took her through a vast array of projects highlighted by John’s Island Club’s (FL) principal clubhouse, a West Indies resort in Nevis and an underground air defense facility in Saudi Arabia.

Rebecca Vizard
After graduating in art and communications from Newcomb College of Tulane University and traveling the world, the last place Rebecca Vizard thought she would settle down would be her former tiny Delta town of St. Joseph, Louisiana. “My bottom lip shook for about 4 years until I devised a career that would get me out of town regularly.” Now she laments, “You have to watch what you wish for,” because there is no other place she’d rather be than home. After 23 years of traveling, creating beautiful pillows and interiors, and building a renowned antique textile business, she has come full circle and appreciates the tranquility of Lake Bruin and the talents of the ladies who sew for her. We all feel very lucky to be able to make a living creating beautiful things in a community with few job opportunities, but a place that offers such peace and tranquility and beautiful flora and fauna.
2019 Sponsors

SUPPORTING SPONSOR
Boston Design Center
bostondesign.com
The Boston Design Center is New England's pre-
miер resource for design professionals, with showrooms featuring over 1,200 luxury
product lines of fabric, furniture, lighting, antiques, fine art, wall and floor coverings,
kitchen and bath components, and contract services. In addition to honoring the
traditional design-trade-only model, the Boston Design Center also has interior de-
signers available to meet with customers, to facilitate purchasing from showrooms.

TUESDAY LUNCH SPONSOR
Cape Associates
capeassociates.com
Focusing on commitment, quality and integrity,
Cape Associates strives to build life-long relationships with customers as well as
employees. Established in 1971, Cape Associates is Cape Cod's leading custom
builder. Cape Associates offers custom building, renovations, painting and property
management services. Third-generation, family owned and operated. The company
has three offices in Eastham, Chatham and Yarmouthport, MA.

VIP SEATING AND FABRIC SPONSOR
Crypton Home Fabric
crypton.com
Crypton Home Fabric is a breakthrough performance fabric technology that is built
into every fiber, so its superior stain resistance, easy stain release, and odor resist-
ance won't ever wear away. Crypton Home fabric is a leading provider of fabrics for
the home furnishings industry.

COFFEE BREAK SPONSOR
CUMAR Marble and Granite
cumar.com
CUMAR Marble and Granite is the largest stone
and fabrication company in New England. Their 80,000 square-foot facility includes an
extraordinary showroom that displays their high-quality craftsmanship and
unique stones, including Italian marble, Turkish travertine, Brazilian granite, and
Middle Eastern onyx. Since 1994, CUMAR's founder, Ivo Cubi, has traveled exten-
sively in order to offer clients the highest volume of precious stones.

STAGE FURNITURE SPONSOR
Currey & Company
curreyandcompany.com
Inspired by the beauty of nature and the legacy of the past, Currey & Company
strives to create furnishings of timeless style and exceptional quality. Handcrafted
from natural materials and enhanced with historical details, our work reflects our
commitment to meaningful design. Showrooms are located in Atlanta, Dallas, New
York, Las Vegas and High Point, N.C.

KEYNOTE SPONSOR: TIMOTHY CORRIGAN
FBN Construction
fbnconstruction.com
Over the past four decades, FBN has established itself as one of the premier high-
end residential construction firms in the Greater Boston area. From spectacular
kitchen remodels, to downtown condominium renovations, to multi-million dollar
homes, FBN has an unparalleled record of successful projects and satisfied clients.
FBNs team and partners, and their commitment to a culture of transparency and
collaboration are the hallmarks of its brand and success.

PHOTOGRAPHY SPONSOR
Greg Premru Photography
gregpremru.com
Greg is a photographer who specializes in Resi-
dential Interiors and Architecture. His residential
interiors are bright and polished, relying on precise lighting and composition to cre-
ate a natural and immersive experience. His architectural images are graphic with
rich color palettes that highlight each unique design. His work captures an upscale lifestyle that you want to be a part of!

SWAG BAG SPONSOR
Groom Construction Co.
groomco.com
Groom Construction Co., Inc. is a full-service General Con-
tracting firm offering preconstruction, construction management, design-build, and
general contracting services. A family business in the Greater Boston area for 40
years this year, Groom's residential portfolio has been designed by highly regarded
architects and often developed on a design-build basis. Exceptional results are
achieved by partnering early with the owner, the design team and key subcontrac-
tors to balance architectural objectives with budgeting and scheduling goals.

WELCOME RECEPTION SPONSOR
Herrick & White
herrick-white.com
Herrick & White has over 100 craftsmen and profes-
sionals, who create some of the world's finest cabinetry, architectural woodwork,
custom heirloom furniture, and quality millwork. In collaboration with their clients,
the reputable and award-winning architectural woodworkers craft spaces that
are designed to be true to the homeowners’ style and stand the test of time. Visit
herrick-white.com to learn more.

SESSION SPONSOR: SUZANNE KASLER
JW Construction Inc.
jwconstructioninc.com
For over 25 years, JW Construction Inc. has provided the
highest quality construction available in the industry com-
bined with unmatched customer service. The Burlington, Massachusetts firm has
extensive experience in custom new construction, additions, and has worked on
many of New England's historic homes, from replicating original custom millwork to
restoring un-replaceable character from the 1800s.

NETWORKING RECEPTION SPONSOR
Kevin Cradock Builders
cradockbuilders.com
Since 1995, Kevin Cradock Builders has worked
alongside talented architects, designers and tradespeople to help each customer
realize their vision: the construction, renovation, or restoration of their ideal home. Old meets new: KCB’s culture centers around an abiding love of the area’s building history, balancing traditional hand skills with tomorrow’s technology in the service of classic, elegant New England living.

**SWAG BAG GIFT SPONSOR**

Kebabian’s kebabians.com

We deeply value the rugs we create and the people who make them. Every one of our designer rugs is 100% hand-made, natural and sustainable, sourced directly from the rug makers overseas. It is an absolute privilege for us to sell such an amazing product, and as America’s oldest rug importer and co sales rep, we aspire to be a leader in our industry.

**OUTDOOR PATIO FURNITURE SPONSOR**

Lloyd Flanders lloydflanders.com

At Lloyd Flanders, we use state-of-the-art manufacturing processes and equipment combined with over 100 years of tradition and furniture knowledge to produce heirloom-quality furniture to be enjoyed for generations to come. With collections spanning from traditional to contemporary, over 500 fabrics, and the widest variety of finishes available today, you can create the perfect customized look for any space.

**SUPPORTING SPONSOR**

Maine Home+Design mainehomedesign.com

Maine Home+Design connects to those who live and breathe architecture, art, and good living. Its pages are filled with architectural masterpieces, home design inspiration, compelling artwork, designers, craftspeople, and the latest design trends and industry news. Each issue brings with original writing and photography capturing interiors, exteriors, and the heart of Maine homes from traditional to modern styles—and everything in between.

**SEASONAL DECOR SPONSOR**

Paragon Landscape Construction paragonlandscape.com

An award-winning landscape construction company, Paragon is committed to the aesthetic integrity of every project. Their craftsmanship and strict adherence to performance standards provide superior workmanship in their stonework, plantings, seasonal decor and property maintenance services. Paragon collaborates with New England’s most prestigious builders and landscape architects. SDO and WBE certified in Massachusetts, Paragon is also a member of the National Association of Landscape Professionals.

**KEYNOTE SPONSOR: ANDREW DAVIS**

Patrick Ahearn Architect patrickahearn.com

Patrick Ahearn’s historically motivated designs have advanced the art of placemaking in some of America’s most affluent destinations. Whether restoring landmarked townhouses in Boston’s Back Bay or creating new homes that reimage the vernacular of New England, Ahearn demonstrates an unparalleled ability to combine the romance of traditional architecture with the ideals of modernism. His sensitivity to the property’s original spirit results in a beautifully restored home that looks authentic and silent on the streetscape.

**STEP AND REPEAT SPONSOR**

Snow and Jones snowandjones.com

Snow and Jones showrooms are the premier destination for your luxury kitchen and bath needs. We feature beautiful and functional products with extensively trained sales staff in both design and technical knowledge. We have deep relationships with the trade and design communities. Our ever-changing displays and staff that goes the extra mile make our showrooms the only choice for your projects.

**CHAMPAGNE SPONSOR**

Splash splashnewton.com

As New England’s first boutique kitchen and bath showroom, Splash features the industry’s premier brands and coveted designs in an award-winning, state-of-the-art interactive design center in Newton. Catering to both design professionals and retail customers, Splash, and its sister showrooms Spritzo (Saco, Maine; and Clinton, Middletown, and Vernon, Connecticut) are committed to providing the highest quality product and exceptional customer experience.

**TMS Architects**

tmsarchitects.com

For over three decades, TMS Architects has been designing projects in New Hampshire, throughout New England and beyond. Our mission is to embrace our clients’ visions and translate them into buildings that are beautiful, functional and sensitive to their environment.

**REGISTRATION SPONSOR**

Universal Furniture universalfurniture.com

Universal Furniture creates quality furnishings for the whole home with a focus on function and lifestyle. The company’s case goods, upholstery, accent and accessory designs are developed under the brand names Universal Furniture (Lifestyle Collections), To The Trade (Interior Design) and Smartstuff™ (Baby and Child), and sold through retailers and interior designers throughout North America and around the world.