



LUXURY HOME DESIGN SUMMIT

OCTOBER 26-28, 2021 | CHATHAM BARS INN | CHATHAM, MA



PRODUCED BY

New England
HOME

AND



ESTEEM MEDIA

PROGRAM GUIDE SPONSORED BY

CURREY
& C O M P A N Y



CHATHAM BARS INN | CHATHAM, MA



Event Organizers



Published bimonthly, *New England Home* 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*, *New England Home Connecticut's next*, nehomemag.com, and the Luxury Home Design Summit, 5 Under 40 Awards, and New England Design Hall of Fame. For more information about *New England Home*, visit nehomemag.com.



Esteem Media, esteemmedia.com, is home to leading national and local media brands, all focused on connecting professionals and consumers around their passions and businesses, in the luxury home design, gardening, and fine wine communities. *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 is the catalyst for their constituents' commercial success.



Esteem Media also produces the Design Influencers Conference, designinfluencersconference.com, which is now entering its 11th year! The Design Influencers Conference 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 that 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.



CHATHAM BARS INN | CHATHAM, MA



Table of Contents

Conference Agenda	4-6
Meet the Authors & Book Signings	6-7
Session Descriptions	8-10
Speaker Biographies	11-13
Sponsor Profiles	13-15

COVID Protocol:

For all participants, we will require proof of full vaccination or a negative COVID test within 72 hours of arrival at the event. We will be following local authority guidance regarding masks.

Featured Speakers



ANDREW DAVIS
Top Global Marketing
Influencer and Speaker



BOBBY McALPINE
Architect and Designer
Principal, McALPINE



MADELINE STUART
Interior Designer and
Author | Principal, Madeline
Stuart & Associates



CHATHAM BARS INN | CHATHAM, MA

Conference Agenda

TUESDAY, OCTOBER 26, 2021

1:00PM-6:30PM

Registration for the Conference in the Monomoy Building at the Chatham Bars Inn

Pick up your badge and swag bag.

Registration Sponsor:

Swag Bag Sponsor:

TMS
architects
interiors



2:00PM-3:00PM

Champagne Welcome and Conference Kick-Off in Monomoy

Champagne Sponsor:

SPLASH
KALLISTA THE BOLD LOOK OF KOHLER

3:00PM-4:00PM

Opening Keynote: Bobby McAlpine

Introduction by: Chris Maglione, Executive Vice President, FBN
Bobby McAlpine, Architect and Designer, and Principal, McALPINE

Bobby McAlpine Keynote Sponsor:



4:00PM-5:00PM

Home Sales and Luxury Design: Market Analysis and Forecast

Danushka Nanayakkara-Skillington, Assistant Vice President for Forecasting and Analysis, National Association of Home Builders

5:00PM-6:30PM

Welcome Reception—Chatham Bars Inn Beach House Grill

Welcome Reception Sponsor:



MARVIN

WEDNESDAY, OCTOBER 27, 2021

8:00AM-6:00PM

Registration for the Conference in Monomoy

Pick up your badge and swag bag.

Registration Sponsor:

Swag Bag Sponsor:

TMS
architects
interiors



8:00AM-9:00AM

Breakfast at the Chatham Bars Inn Beach House Grill

Breakfast Welcome by: Ellen O'Neill, SVP of Creative and Visual, The Shade Store

Breakfast Sponsor:



9:00AM-9:15AM Welcome and Intro

Kathy Bush-Dutton, Publisher, *New England Home*, and Co-Founder, Luxury Home Design Summit
Adam Japko, CEO, Esteem Media; Co-Founder, Luxury Home Design Summit; and Founder, Design Influencers Conference

9:15AM-9:45AM

State of Design Leadership Report

Introduction by: Ashley Grigg, Director of Marketing & Communications, High Point Market Authority
Adam Japko, CEO, Esteem Media, will present the findings in surveys conducted earlier this year

State of Design Leadership Report Sponsor:



9:45AM-10:45AM

Keynote: Embrace The Constraints: Why Adding Constraints Sparks Innovation, Action & Builds Business

Introduction by: Mark Hutker, Principal, Hutker Architects
Andrew Davis, Best-Selling Author and Internationally Acclaimed Keynote Speaker, Influencer, and Marketer

Andrew Davis Keynote Sponsor:



11:00AM-11:30AM

Networking and Refreshment Break in Monomoy

Networking Break Sponsor:



11:30AM-12:15PM

Optimizing Value, Niche, Role, and Rightful Revenues in Luxury Design Businesses

Introduction by: Steve Siegel, Principal, Siegel Associates

****A Luxury Home Design Summit badge is required for access to the conference sessions, breakfasts, lunch, receptions, and book signings. All conference sessions will be held in the Monomoy building on the campus of the Chatham Bars Inn.**



CHATHAM BARS INN | CHATHAM, MA

Sean Low, Business Coach for Home Design and Principal, The Business of Being Creative

Sean Low Session Sponsor:

SIEGEL ASSOCIATES
STRUCTURAL ENGINEERS

12:15PM-1:00PM
Luxury Home Design Through the Lens

Moderator: Karin Lidbeck Brent, Contributing Editor, *New England Home*

Panelists: Greg Premru, Laura Moss, and Sarah Winchester

1:00PM-3:00PM
Lunch at the Chatham Bars Inn Beach House Grill

Our lunch sponsor, Taste, is offering this year's Luxury Home Design Summit attendees a chance to win a Mavic Mini Combo Quadcopter UAV Drone by DJI. DJI is the global leader in aerial imaging and creative camera technology. Weighing less than a pound and compact in size, this drone is perfect for capturing the progress and completion of your projects. Its small size enables it to stay in the air longer than other drones. Its superior camera stability allows it to capture crisp high-resolution aerial photos and ultra-smooth hi-def videos. To enter the raffle, drop your card or a completed entry form in the bowl in the lobby. The winner of the Mavic Drone will be announced on Friday, October 29, on Instagram @ taste.interiorsanddesign.

Lunch Sponsor:

taste
Artful Interiors
& Design

2:15PM-2:50PM
Roundtable Sessions at Beach House Grill-topics and chairs to be announced.

Relevant topics within disciplines or cross-disciplines will be spearheaded by roundtable chairs during the second hour of lunch—space is limited to first-come, first-served basis.

3:00PM-3:45PM
Building Your Design Dream Team: Do's and Don'ts for Attracting and Retaining Top Talent (in a Frenzied Hiring Market)
Billy Clark and Clayton Apgar, Billy Clark Creative Management (BCCM)

3:45PM-4:30PM
Emotional Intelligence
Arturo Henriquez, Best-Selling Author and Entrepreneur

4:30PM-5:15PM
5 Neuroscience Secrets of Persuasive Communicators
Nancy Harhut, Co-Founder and Chief Creative Officer, HBT Marketing

5:15PM-5:25PM
Marquee Presentation Sponsored by Monogram Appliances
Heather Guerriero Dans, Sales Manager, Monogram Appliances

Marquee Presentation Sponsor:



5:30PM-7:00PM
Networking Reception at the Chatham Bars Inn Beach House Grill

Networking Reception Sponsor:



THURSDAY, OCTOBER 28, 2021

8:00AM-1:00PM
Registration for the Conference in Monomoy
Pick up your badge and swag bag.

Registration Sponsor:

TMS
architects
interiors

Swag Bag Sponsor:



8:00AM-9:00AM
Breakfast at the Chatham Bars Inn Beach House Grill
Breakfast Welcome by: tba

Breakfast Sponsor:



9:00AM-10:00AM
Keynote: Madeline Stuart
Introduction by: Jon Wardwell, President, JW Construction, Inc.
Madeline Stuart, Renowned Interior Designer and Author, and Principal, Madeline Stuart & Associates

Madeline Stuart Keynote Sponsor:



10:00AM-10:45AM
Referrals Without Asking: 5 Simple, Easy-to-Follow Steps to Unleash Your Referral Explosion
Stacey Brown Randall, Entrepreneur, Award-Winning Author, *Generating Business Referrals Without Asking*; and *Host, Roadmap to Grow Your Business*

Continued on next page >>

***A Luxury Home Design Summit badge is required for access to the conference sessions, breakfasts, lunch, receptions, and book signings.
All conference sessions will be held in the Monomoy building on the campus of the Chatham Bars Inn.*



CHATHAM BARS INN | CHATHAM, MA

Conference Agenda

10:45AM-11:15AM

Networking and Refreshment Break in Monomoy

Networking Break Sponsor:

NS BUILDERS

11:15AM- 12:00PM

Taking the Lead: Everyone is a Leader, Either by Choice or Default Ginna Christensen, Business, Marketing and Leadership Coach in the Luxury Home Design Industry

12:00PM-1:00PM

Planning, Funding, and Creative Leverage: Design Business Growth Nir Bashan, World-Renowned Creativity Expert and Founder, The Creator Mindset

1:00PM

Closing Remarks and Conference Adjourns

****A Luxury Home Design Summit badge is required for access to the conference sessions, breakfasts, lunch, receptions, and book signings.**

All conference sessions will be held in the Monomoy building on the campus of the Chatham Bars Inn.

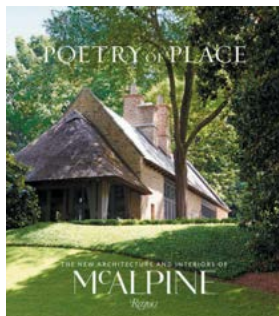
Meet the Authors...

Poetry of Place: The New Architecture and Interiors of McALPINE by Bobby McAlpine

Book signing: Tuesday, 5:00PM – 6:30PM

Chatham Bars Inn Beach House Grill

McALPINE is one of the country's most highly respected architecture and interior design firms, renowned for its timeless houses exemplifying the charm and elegance of traditional and vernacular English, American, and European styles blended with a modern sensibility.



fine craftsmanship, and indigenous materials. Following their first book, *The Home Within Us*, this book profiles nineteen stunning projects, from a stone tower folly standing in the gardens of a Tudor-style house to a humble yet elegant wooden lakeside retreat.

Through his poetic voice, Bobby McAlpine narrates the story of each residence, pointing out its unique qualities. Featured are an exotic Florida panhandle beach house; a Tuscan-style horse farm; a rambling Colonial Revival compound; and a miniature European manor house, among others. These houses are classically understated and welcoming. With 300 gorgeous photographs of inspiring interiors and exteriors, *Poetry of Place* will appeal to those interested in design and romancing the past.

Bobby McAlpine founded the thirty-five-year-old firm in Montgomery, Alabama, now with additional locations in New York, Atlanta, and Nashville. McALPINE partners include Greg Tankersley, Susan Ferrier, Ray Booth, Chris Tippet, John Sease, and David Baker.

Poetry of Place: The New Architecture and Interiors of McALPINE, a new volume by the group, features recent projects and an appealing approach to creating dwellings blending styles,

The firm's portfolio includes residential buildings throughout the United States, as well as Mexico and the Caribbean. Their work is regularly featured in shelter magazines. Susan Sully is a renowned expert on Southern style, who has authored numerous books, including Bobby McAlpine's *The Home Within Us*.

No Place Like Home by Madeline Stuart

Book signing: Tuesday, 5:00PM – 6:30PM

Chatham Bars Inn Beach House Grill

This is the first book from renowned Hollywood-based interior designer Madeline Stuart, whose elegant decorating is predicated on timeless design, be it modernist or traditional in inspiration.

Madeline is hailed as an icon in Los Angeles for her exceptional work. *Architectural Digest* wrote, "In a city driven by artifice and spectacle, Madeline



Stuart celebrates understatement, authenticity, and elegance without affectation." The daughter of director Mel Stuart (*Willy Wonka & the Chocolate Factory*) and a decorator mother whose interiors were favored by actors and entertainers, Madeline grew

up as a Hollywood insider. Today, her wide-ranging clientele comes from the entertainment industry as well as the world of business and finance.

In *No Place Like Home*, Madeline herself writes eloquently about her recent work. With insight and wit, she walks the reader through her design process, from initial vision to execution. From her meticulous renovation of Cedric Gibbons's Streamline Moderne house to a newly built Montana ranch to a Mediterranean-inspired residence on the California coast,

....and Book Signings

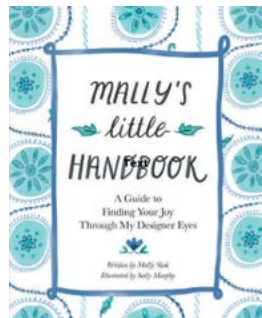
each project is informed by her keen understanding of history and craftsmanship as well as her skill with scale, proportion, and balance. These, along with her unexpected combinations of furniture, fine art, and decorative elements, result in richly layered interiors that feel authentic to their period and place, while remaining always relevant, modern, and beautiful.

***Mally's little Handbook: A Guide to Finding Your Joy Through My Designer Eyes* by Mally Skok**

Book signing: Wednesday, 5:30PM - 7:00PM

Chatham Bars Inn Beach House Grill

Mally Skok, an internationally recognized designer of interiors, furniture, and fabric, now brings her voice to *Mally's little Handbook: A Guide to Finding Your Joy Through My Designer Eyes*. This delightful book reads like a friendly chat, inspiring others to join Mally in her



thinking through topics that range from successfully hosting overnight guests to navigating antique stores in a quest to discover just the right treasures. With refreshing humor and considerable wit, accompanied by whimsically illustrated pages, Mally invites you

to notice the little things while providing a blueprint for planning the bigger things. She is both freeing and forthright as she encourages readers to "take what you like and toss out what you don't." Throughout, her deeper message to readers is to "enjoy life" and while at it, "help someone else along the way."

Mally Skok Design is a Palm Beach-based interiors and textile design firm specializing in private residences, small commercial projects, and hand-painted fabric and wallpaper designs. Led by Mally Skok, an

internationally published interior designer, furniture designer, and award-winning fabric designer, the firm's textile collections are represented in thirteen showrooms in the U.S. and abroad.

***The Little Book to Land Your Dream Job* by Billy Clark and Clayton Apgar**

Book signing: Wednesday, 5:30PM - 7:00PM

Chatham Bars Inn Beach House Grill

Billy Clark and Clayton Apgar are among the most sought-after career experts in the world, having collectively counseled over 5,000 professionals on job search. BCCM | Billy Clark Creative Management is an authority on talent acquisition and career strategy for



the design and lifestyle industries, advising a select group of companies and individuals globally.

In this book, they reveal the methodology behind the exclusive work they do with companies and candidates. *The Little Book to Land Your Dream Job* takes an unconventional and highly effective approach to change what work means by reframing

how you understand your career. It is breezy, a bit fun, encouraging yet honest. Billy and Clayton outline the elements critical to analyzing professional identity, considering one's career trajectory, and pursuing that dream job.





CHATHAM BARS INN | CHATHAM, MA

Session Descriptions

Opening Keynote: "Poetry of Place" presented by Bobby McAlpine Tuesday, 3:00PM–4:00PM

Bobby McAlpine, Architect, Designer and Principal, McALPINE

In this talk based on his book, *Poetry of Place* (Rizzoli 2017), Bobby McAlpine speaks about the creation of romantic houses over his 35-plus-year career. Bobby delves into the heart's longing for home and breaking the rules of traditional architecture, harvesting what is true to tell your own story.

Born in an Alabama sawmill town, Bobby McAlpine designed his first house at the age of five and hasn't stopped since. Architect, romantic, poet, and entrepreneur, he envisions home as a timeless, graceful, and emotionally evocative place. From the time he founded the firm in 1983, he has realized this ideal in a diverse array of traditional styles and regional vernaculars for clients all over the country and abroad. Today, known simply as McALPINE, the firm embraces a brilliant and eclectic family of architects and interior designers with offices in Atlanta, Nashville, New York, and Montgomery. They have been listed on *Architectural Digest's* AD100 and *Elle Décor's* A-List.

Home Sales and Luxury Design: Market Analysis and Forecast Tuesday, 4:00PM–5:00PM

Danushka Nanayakkara-Skillington, Assistant Vice President for Forecasting and Analysis, National Association of Home Builders

Low interest rates along with strength in home sales drive spending on luxury design, architecture, landscapes, and remodeling. Luxury consumers spend most when transitioning to new homes or remodeling current structures. Danushka invests most of her time in Washington, DC at the National Home Builders Association immersed in home builder statistics and real-time conversations designed to turn trends into outlooks and forecasts.

State of Design Leadership Report | Wednesday, 9:15AM–9:45AM Adam Japko, CEO, Esteem Media; Co-Founder, Luxury Home Design Summit; and Founder, Design Influencers Conference

The last two years demonstrated that luxury home design business leaders are resilient and resourceful. Yet, some lingering and newly emergent operating imperatives came to the forefront creating hand wringing and urgent attention. High Point Market, Esteem Media, and *New England Home*, LLC combined forces to survey their aggregate communities to get a better understanding of the shifting priorities for leaders of home design businesses. Driving growth, managing human resources, product sourcing, technology investment, sales and marketing and other top priorities were examined. This presentation will provide attendees with a first look at these results and where the industry finds its largest obstacles and opportunities.

Keynote: Embrace The Constraints: Why Adding Constraints Sparks Innovation, Action & Builds Business | Wednesday, 9:45AM–10:45AM Andrew Davis, Best-Selling Author and Internationally Acclaimed Keynote Speaker, Influencer, and Marketer

Sure. Covid-19 created some constraints. We were constrained to our desks, our homes, our families, and Zoom calls. We found ourselves constrained to virtual design meetings and walk-throughs, virtual design sessions and sales calls, virtual networking, and virtual happy hours. For some, these constraints severely affected our businesses. For others, the constraints became fuel for growth. If the pandemic has taught us anything, it's that constraints breed creativity. In this exhilarating and inspiring 60-minute keynote session, Andrew Davis will break down how any leader can use constraints to drive better outcomes—pandemic or not! You'll learn the three things successful leaders do to spark innovation and action. Andrew will reveal how small bets with massive constraints lead to outsized results. He'll even show you how one business beat the pandemic by snooping through old SEC filings and what you can learn from their success. More importantly, you'll walk away ready to apply intelligent constraints to your business: limitations that turn business as usual into the highest risk option. Are you ready to embrace the constraints?

Optimizing Value, Niche, Role, and Rightful Revenues in Luxury Design Businesses | Wednesday, 11:30AM–12:15PM

Sean Low, Business Coach for Home Design and Principal, The Business of Being Creative

Have you embraced the real value that your specific luxury design business offers the perfect client? Do you make an appropriately outrageous promise, around that value, and pair it with your own appropriately outrageous ask? Defining, owning, and embracing the power of your niche are first steps to optimizing revenue in any successful creative business environment. After that, it's about having the right horses and learning to talk to the smallest possible viable audience as a foundation for scaling your business.

Luxury Home Design Through the Lens

Wednesday, 12:15PM–1:00PM

Moderator: Karin Lidbeck Brent, Contributing Editor, *New England Home* Panelists: Greg Premru, Laura Moss, and Sarah Winchester

Often overlooked as market trackers, successful luxury design photographers spend more time around projects, reveals, and design professionals than most. Design media and designers are more engaged with their photographers as partners than ever before. They see the trends with objective eyes, and use their craft to highlight the most important elements of any project. In this session you will hear from the most successful luxury design photographers about their conclusions of where design is heading, trends they see inside their large bodies of work, what consumers are asking for,



CHATHAM BARS INN | CHATHAM, MA

Session Descriptions

how design pros work best with photographers, and the things they wish they could say to you when you are paying them to shoot for you.

Roundtable Sessions during Lunch—Topics and chairs to be announced Wednesday, 2:15PM-2:50PM

Relevant topics within disciplines or cross-disciplines will be spearheaded by roundtable chairs during the second hour of lunch—space is limited to first-come, first-served.

Building Your Design Dream Team: Do's and Don'ts for Attracting and Retaining Top Talent (in a Frenzied Hiring Market)

Wednesday, 3:00PM-3:45PM

Billy Clark and Clayton Apgar, Billy Clark Creative Management (BCCM)

Beyond a healthy project pipeline, building a talented, capable, and, most importantly, stable team is the most important factor in the success of an A&D studio business. And it's perhaps the hardest thing to do.

Billy Clark and Clayton Apgar lead Billy Clark Creative Management (BCCM), an authority on talent acquisition and career strategy for the design and lifestyle industries. Their work with the architecture and interiors community focuses on AD100 caliber firms, in longtime collaborations with Kelly Wearstler, Studio Sofield, Roman & Williams, and Peter Marino, among others. They are also the authors of the recently published, *The Little Book to Land Your Dream Job*, a primer on career strategy for anyone who needs a job—or wants a better one.

In their talk, they'll share best practices and tips based on their daily conversations with the world's top design talent. Key takeaways include:

Do the Work to Create Operational Excellence. Build for the long term, even with short-term pressures. Internal processes and systems are critical not just to the functioning of your business, but to attracting and keeping top talent. When evaluating a firm, designers not only pay attention to work culture but also to the functioning of an office, both project-related and administrative. The more demanding and chaotic the external factors—from project demands to difficult clients—the more important it is for talent retention to have a rigorous, thoughtful, and efficient internal operation.

Think Beyond a Job Description. Job Descriptions are generally one-sided hiring resources, offering more clarity to the candidate than to the firm. Delve deeper and more holistically. What, specifically, do you as a principal value in a team member? Think beyond descriptors such as, 'wears many hats' and 'handles a fast-paced environment.' Every studio wants those same qualities. What 'soft' attributes contribute to an employee's success at your particular studio as opposed to at another?

Industry Reputation Matters. Designers and architects talk to each other. A lot. A studio can quickly gain a reputation as an unpleasant place to work. In this way, a principal's leadership contributes to long-term team

retention and success. Frankly, if you wouldn't conduct yourself in such a way with a client, don't do so with your team either.

Emotional Intelligence | Wednesday, 3:45PM-4:30PM

Arturo Henriquez, Best-Selling Author and Entrepreneur

Research tells us that 90% of top performers are high in emotional intelligence. Leaders with higher emotional intelligence lead teams that exhibit higher levels of employee engagement. According to Forbes, teams with higher employee engagement are 21 percent more productive than other teams. Clearly, there's a direct link between employee engagement and an organization's ability to meet strategic goals. To unearth this unseen potential in our teams, it's critical to develop our emotional intelligence. The good news is: emotional intelligence can be learned.

In this talk, Arturo introduces his proven EI three-step approach to help managers and leaders to develop their emotional intelligence.

1. Self-Awareness
2. Control of Everyday Actions
3. Creating relationships that inspire people to do more and be more.

This EI approach drives connection, growth, and commitment between peers and leaders. Your audience will learn:

- How to identify, understand, and manage emotions
- How to make emotions work for them, instead of against them
- How to influence and manage relationships
- Why people with high EI are the best leaders

5 Neuroscience Secrets of Persuasive Communicators

Wednesday, 4:30PM-5:15PM

Nancy Harhut, Co- Founder and Chief Creative Officer, HBT Marketing

Want people to do what you want them to? Then you should know about the emerging field of neuromarketing. It can have a huge impact on how you communicate—both in person and in your marketing materials.

Social scientists uncover new information every day that confirms that people often don't make well-thought-out decisions. Instead, they rely on hard-wired decision defaults that influence everything from what they read to who they trust to how they behave.

In order to be a persuasive communicator, prompting people to do what you want them to, you need to know what these common decision defaults are. And you need to know how to use them to your advantage—whether you're trying to influence your customers, your prospects, or your team.

Discover the decision-making shortcuts all humans have, and how you can harness them to become a more effective, more persuasive communicator. Don't risk being ignored, overlooked, or forgotten. Gain a competitive advantage by knowing the right way to word your ideas and your marketing messages.



CHATHAM BARS INN | CHATHAM, MA

Session Descriptions

Marquee Presentation Sponsored by Monogram

Wednesday, 5:15PM-5:25PM

Heather Guerriero Dans, Sales Manager, Monogram Appliances

Heather Guerriero Dans is an esteemed property designer and real estate agent on Nantucket. She excels at creating highly individualized properties—environments and lifestyle experiences—that enhance the life of her clients. Learn why Heather believes Monogram “redefines luxury,” and why the Hearth Oven is her favorite appliance when you watch her video interview from her latest project location on the island.

Keynote: Madeline Stuart | Thursday, 9:00AM-10:00AM

Madeline Stuart, Renowned Interior Designer and Author, and Principal, Madeline Stuart & Associates

Madeline Stuart is a leading member of the Los Angeles design community whose projects reflect a collaborative relationship between architecture and furniture, function and form, client and designer.

Over the past 25 years, the work of Madeline Stuart & Associates has been featured in numerous publications including, *Architectural Digest*, *Elle Décor*, *Veranda*, *Town & Country*, *House & Garden* and *House Beautiful*. The firm has been distinguished by its inclusion on the AD100, *Architectural Digest*’s prestigious list of the top 100 design & architecture firms.

Referrals without Asking: 5 Simple, Easy-to-Follow Steps to Unleash Your Referral Explosion | Thursday, 10:00AM-10:45AM

Stacey Brown Randall, Entrepreneur, Award-Winning Author, Generating Business Referrals Without Asking, and Host, Roadmap to Grow Your Business

Have you ever been told to receive referrals you just “have to ask?” But what if you don’t want to ask? Is there another way to build a business with new clients coming through referrals that you DON’T ask for and is consistent and reliable? Join Stacey Brown Randall of Growth By Referrals for a discussion on how to create a business strategy that can increase your business growth through referrals. With hundreds of her students experiencing a referral explosion, Stacey will share the mindset, principles, and strategies she teaches on building a Referral Growth Model that can be executed, automated, and measured. There is a better way to generate referrals...you just need to learn how. Let Stacey teach you.

In this session, you will learn:

- The Real Definition of a Referral
- Why the “Asking” Advice is All There Is and Other Old School Referral Triggers
- The Referral Mindset and Who to Generate Referral From
- 3 Keys to Unleash Your Referral Explosion

Taking the Lead: Everyone is a Leader, Either by Choice or Default

Thursday, 11:15AM-12:00PM

GINNA CHRISTENSEN, Business, Marketing, and Leadership Coach in the Luxury Home Design Industry

Every interaction presents the opportunity to lead and have a positive impact on others. Great leaders are not only able to motivate, inspire, and bring out the greatness in others, but also in themselves. The question is not whether or not you are a leader; the question is...how will you lead?

Your style of leadership affects the decisions you make and the actions you take. Your business, as it is now, is a result of the decisions you made three hours ago as well as three years ago. In order to grow your business and grow as a leader, it’s important to understand where you are now, so that you can determine with clarity, where we want to go and grow.

What you will gain:

- Clarity around your reactions to stress as well as how to lessen and manage those reactions
- Increased clarity and focus around your vision and goals
- Uncover the unsustainable patterns that are keeping you stuck, leading to burnout, and keeping you from making effective decisions
- Clarity around the leader you currently are as well as around the leader you want to become

Planning, Funding, and Creative Leverage: Design Business Growth

Thursday, 12:00PM-1:00PM

NIR BASHAN, World-Renowned Creativity Expert, and Founder, The Creator Mindset

During the last 18 months, the world has minted more millionaires in businesses all over the world than in any time ever in history. What do those successful business people know that others don’t? Well, it turns out there is one thing that helps more than anything while trying to grow your business sustainably: And that is creativity.

Because in the process of running a successful luxury design business, opportunities for significant growth will present themselves organically all along your path. But taking advantage of them requires cash before revenue flow, investments in staff and equipment or other spends of time and money, which is scary and out of step with normal operations of the business entity! But there is hope.

In a groundbreaking session, Nir Bashan offers 10 tools from a creator mindset to help design businesses make solid plans, find new funding opportunities, and think differently and creatively about their business. He will touch on his own tools such as The Little Victory, Switching Gears, and Give It Away to help successful luxury design businesses feel comfortable about change and growth. After all, creating new venture funding as part of your own operating strategy is not a big business luxury, it is a smart business operator’s magic wand.

Speaker Biographies

KEYNOTES AND FEATURED SPEAKERS



Andrew Davis

Andrew Davis 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)



Bobby McAlpine

Born in an Alabama sawmill town, Bobby McAlpine designed his first house at the age of five and hasn't stopped since. Architect, romantic, poet, and entrepreneur, he envisions home as a timeless, graceful, and emotionally evocative place. From

the time he founded the firm in 1983, he has realized this ideal in a diverse array of traditional styles and regional vernaculars for clients all over the country and abroad. Today, known simply as McALPINE, the firm embraces a brilliant and eclectic family of architects and interior designers with offices in Atlanta, Nashville, New York and Montgomery. They have been listed on *Architectural Digest's* AD100 and *Elle Décor's* A-List

Their designs include hundreds of residences, restaurants, private chapels, follies in a public park and on private lands, hotels, a school, a rehabilitated town, and a family compound on a private island in the Caribbean.

Their extensive portfolio has been widely published in several books and many periodicals including *Veranda*, *Architectural Digest*, *House Beautiful*, *Southern Accents*, *Elle Décor*, *Southern Living*, *House and Garden* (both US and British editions), *Garden and Gun*, *Coastal Living*, *Milieu*, and *Traditional Home*.

Bobby's popular furniture line, McAlpine Home, is available nationwide. He holds both architecture and interior design degrees and he continues his lifetime of learning in the world's classroom. Bobby's critically acclaimed book, *The Home Within Us* (2010), quickly became and remains a Rizzoli bestseller.

His much-heralded book, *Poetry of Place* (Rizzoli 2017), was released in October 2017.



Madeline Stuart

Madeline Stuart is a leading member of the Los Angeles design community whose projects reflect a collaborative relationship between architecture and furniture, function and form, client and designer.

Over the past 25 years, the work of Madeline Stuart & Associates has been featured in numerous publications including, *Architectural Digest*, *Elle Décor*, *Veranda*, *Town & Country*, *House & Garden* and *House Beautiful*. The firm has been distinguished by its inclusion on the AD100, *Architectural Digest's* prestigious list of the top 100 design & architecture firms. Since 2010 *Elle Décor* has included Madeline on their A-List as one of the top designers in the country.

In the fall of 2019, Rizzoli released *No Place Like Home*, a monograph of Madeline's work, written by her and featuring eight of her most unique projects.

Ms. Stuart lives in the Hollywood Hills and Santa Barbara with her husband, writer Steve Oney, and Beatrice & Mr. Peabody, professional Parson Russell terriers.

GENERAL SESSION SPEAKERS



Nir Bashan

Nir is a world-renowned creativity expert. He has taught thousands of leaders and individuals around the globe how to harness the power of creativity to improve profitability, increase sales, and ultimately create more meaning in their work. Nir has spent the last two decades working on a formula to codify creativity.

He has worked on numerous albums, movies, and advertisements with famous actors and musicians ranging from Rod Stewart to Woody Harrelson. His work on creativity has won a Clio Award and was nominated for an Emmy.

Nir is the founder and CEO of The Creator Mindset LLC, a company that conducts workshops, consulting, coaching, and keynote speeches at conferences and corporate events. His clients include AT&T, Microsoft, Ace Hardware, NFL Network, EA Sports, Suzuki, Activision, and jetBlue. Nir lives in Orlando, Florida, with his wife, young son, and two Bernedoodles named P-Paws and Waylon Jennings.



Kathy Bush-Dutton

Kathy has been prospering in the media industry for more than 35 years. In her last eleven years, as publisher of *New England Home*, she has accomplished a notable amount, including co-founding the Luxury Home Design Summit, launching two *New*

England Home bonus issues (*rise: Stylish City Living* and *next: Forward-thinking Design*) in addition to launching digital offerings for *New England Home*, such as sponsored content and various social media products. 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 Publishing, 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.



Ginna Christensen

Ginna is a business, marketing, and leadership coach focusing on transforming creatives, business owners, managers, and teams into STAND OUTS in their field.

Sought after for her cool and creative solutions to the challenges of modern businesses, Christensen launched GC Collaborative in 2017. The boutique coaching and consulting firm specializes in brand messaging,

LUXURY HOME DESIGN SUMMIT

CHATHAM BARS INN | CHATHAM, MA

experiential marketing, digital strategy, content creation and social media management, public relations, business development, strategic partnerships, and leadership training.



Billy Clark is the Founder of Billy Clark Creative Management (BCCM). Prior to BCCM, he spent eleven years building the recruiting firm Jack Kelly & Partners after starting his career in investor relations at Taylor Raferty. A graduate of Boston

College, where he majored in Marketing at the Carroll School of Management and received a minor in French from the School of Arts & Sciences, he divides his time between New York and Los Angeles.

Clayton Apgar is a Partner at Billy Clark Creative Management (BCCM). He began his career in public relations at Enterprise Community Partners and for seven years was an actor, working on Broadway, on television and in films. For two years he was on the design team at Michael S Smith and previously led an eponymous interior design practice. He received an MFA in Acting from the Graduate Acting Program at NYU's Tisch School of the Arts and an AB in History from Princeton University. He lives with his wife, the actress Kate Morgan Chadwick, and their son in Southern California.



Nancy Harhut

Nancy is the Co-Founder and Chief Creative Officer at HBT Marketing. Getting people to take action is what Nancy's all about. Her specialty is blending best-of-breed creative with decision science to prompt response.

A frequent speaker at industry conferences, Nancy's shared her passion with audiences in London, Sydney, Moscow, Madrid, Stockholm, Sao Paulo, Berlin, and all over the US, including SXSW. Along the way, she's been named Online Marketing Institute Top 40 Digital Strategist, Ad Club Top 100 Creative Influencer, and Social Top 50 Email Marketing Leader.

Prior to cofounding HBT Marketing, Nancy held senior creative management positions with Hill Holliday, Mullen and Digitas. She has worked with clients such as Four Seasons Hotels and Resorts, Sheraton Suites, Sharp Electronics, American Express, and Boston Harbor Hotel. Along with her teams, she's won over 200 awards for digital and direct marketing effectiveness.



Arturo Henriquez

Arturo has over two and a half decades of executive consulting, coaching, speaking, and most importantly, real-life, in-the-trenches business experience as a serial entrepreneur and C-level executive in 10 different countries which make his views radically different. This is complemented with an MBA and two Masters degrees in International Relations and Communications.

Arturo has started, bought, and sold over 50 companies across 17 industries, understanding vast idiosyncrasies in leadership and management styles, all the while successfully meshing their culture, team's effectiveness, and company's productivity.

He is the best-selling author of *The Dirty Secrets to Buying a Business Everyone is Afraid to Tell You* and *Starting and Buying Businesses to Becoming a Seasoned Dealmaker*. Arturo is now working on publishing his third book *Synergistic Leadership: A Return to Basics*.

Prior to becoming an emotional intelligence speaker, Arturo struggled personally to find practical tools to develop his own "emotional approach". He was a

"bad boss" who transformed his emotional intelligence and went on to become a successful serial entrepreneur and global CEO.



Adam Japko

Adam is CEO of Esteem Media, founder of the Design Influencers Conference, and co-founder of the Luxury Home Design Summit. 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.



Karin Lidbeck Brent

Karin is Contributing Editor at *New England Home* magazine. Karin's experience as an interior photo stylist includes years of work for all the national magazines, such as *Traditional Home*, *Better Homes & Gardens*, *Country Living*, *Country Home*, *Veranda*, *House Beautiful* and *New England Home* magazine. She also brings her styling skills to many other diverse markets with numerous clients in interior design, architecture, furnishings, and lifestyle markets.

Her early work as a crafts editor at *Woman's Day* magazine, lifestyle editor at *Good Housekeeping*, followed by years as a field editor at Meredith publishing has given Karin thousands of opportunities to work with and learn from the nation's best and most talented photographers.



Sean Low

Sean is the go-to business coach for interior designers. His clients have included Nate Berkus, Sawyer Berson, Vicente Wolf, Barry Dixon, Kevin Isbell, and McGrath II. Low earned his law degree from the University of Pennsylvania, and as founder-

president of The Business of Being Creative, he has long consulted for design businesses.



Laura Moss

Based out of New York City, Laura has been a commercial and editorial photographer for over fifteen years, shooting for many of the world's most famous brands, including Nestle, Chrysler, Donna Karan, Wal-Mart, Bacardi, Benjamin Moore Paints, and many others. On the editorial side, her photographs have been seen in popular magazines, such as *Martha Stewart Living*, *Woman's Day*, *House Beautiful*, *Domino Food and Wine*, *This Old House*, *Better Homes and Gardens*, and *New England Home*. Laura, a lifelong champion for animals of all kinds, also loves photographing them and has published several animal calendars and books. She lives in Jersey City, NJ, and spends her spare time renovating her hundred-year-plus house and riding a vintage British motorcycle.



Greg Premru

Greg is a photographer who specializes in residential and commercial interiors and architecture. His work captures an upscale lifestyle that you want to be a part of. It is clean and fresh, utilizing sophisticated color palettes that create a distinctive mood and ambiance. His residential interiors are bright and polished, relying on precise lighting and composition to create a natural and immersive experience. His commercial images are more graphic with rich color palettes that highlight each unique space. Whether Greg is shooting products to make each house a home or capturing a new hotel restaurant each image is carefully crafted and inviting. Greg believes that "photography is a collaborative effort between client and photographer. It's an understanding of space, light, and my client's needs that enables me to recreate a three-dimensional space into a two-dimensional image that is not just descriptive but evocative."



Stacey Brown Randall

Stacey is a three-time entrepreneur, award-winning author of *Generating Business Referrals Without Asking*, host of the *Roadmap to Grow Your Business* podcast and national speaker.

Stacey's programs help small business owners and solopreneurs take control of their referrals, their client experience and their business.

She has had the privilege of helping well-known corporations and franchises but her focus is on small business owners and solopreneurs including HM Properties, Windows With a View, Slater Interiors, Kintsugi Home Staging, Verve Design, Financial Symmetry, O'Connor Insurance Associates, Tyra Law Firm, Faris Cooke CPA, Rae Images, CAJA Bookkeeping, and hundreds more.

Stacey has been featured in national publications like *Entrepreneur* magazine, *Investor Business Daily*, *Forbes*, *CEO World*, Fox News, Cheddar TV Network and more. She is also the co-author of LuAnn Nigara's book, *The Things I Learned From a Well Designed Business*.

She received her Master's in Organizational Communication and is married with three kids.



Sarah Winchester

Sarah is a New England based photographer who shoots all over the country, specializing in interiors and fine art photography. Raised in Atlanta, she brings her southern sensibility and style to her work. After a decade in the corporate world

as a creative director, brand manager, and in-house photographer for a building materials manufacturer, Sarah opened her own studio in 2009. Sarah's strengths lie in blending the needs of the client with her own unique and artistic approach to create beautiful and effective images.

Sarah graduated from Villanova University with a Bachelor's in Art and Art History and received her Masters in Art from the School of the Art Institute of Chicago. Sarah has worked with clients, which span the creative and professional world, from magazines and fashion houses to advertising campaigns and construction companies. She also creates a series of fine art photography stemming from a passion of art and travel, creating beautiful images to live with and love.

Sarah feels photography is about creating, not just capturing and brings that emotion to her work.

2021 Sponsors



SWAG BAG SPONSOR

Boston Design Center | bostondesign.com

The Boston Design Center is New England's premier 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 designers available to meet with customers, to facilitate purchasing from showrooms.



PAINT SPONSOR

Cosmos Painting | cosmospainting.com

Cosmos Painting is a second-generation family business with a team of thoughtful and dedicated craftsmen. We've been reaching for higher goals in customer satisfaction year after year, and it shows in our work, our communication, and how we conduct ourselves in your environment. Our services include interior painting, exterior painting, and color consulting.



STAGE SPONSOR

Crypton Home Fabric | cryptonhomefabric.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 resistance won't ever wear away. Crypton Home fabric is a leading provider of fabrics for the home furnishings industry.



WEDNESDAY 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 extensively in order to offer clients the highest volume of precious stones.



PROGRAM GUIDE 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, NC.



FLORAL DÉCOR SPONSOR

Diane James Home | dianejames.com

For over 20 years, Diane James Home has been designing the most beautiful faux floral arrangements, so lifelike they defy the meaning of the words "just picked." Handmade to order in Connecticut, their customizable designs are the accessory of choice for top designers to provide maximum impact with minimal maintenance. The company's

2021 Sponsors

two seasonal collections are available at fine retailers like Bergdorf Goodman and Neiman Marcus, through interior designers and online.

To the Trade: www.dianejames.com | eCommerce: www.dianejameshome.com



FBNConstruction

KEYNOTE SPONSOR: BOBBY McALPINE

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. FBN's 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 residential interiors and architecture. His residential interiors are bright

and polished, relying on precise lighting and composition to create 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!



STATE OF DESIGN LEADERSHIP REPORT SPONSOR

High Point Market Authority | highpointmarket.org

High Point Market is where tomorrow's homes are imagined, given form, and brought to life by home

furnishings industry leaders and innovators. The place where the latest home furnishings styles, trends, and products are introduced. Where the latest ideas in how home furnishings are designed, created, made, sold, and shipped are introduced, discussed, and developed. Where home furnishings professionals meet and make meaningful connections with the individuals who become the most important contributors to their career success.



KEYNOTE SPONSOR: ANDREW DAVIS

Hutker Architects, Inc. | hutkerarchitects.com

Hutker Architects, Inc. is a full-service architecture and interior design firm providing in depth design

strategies, comprehensive project coordination, and site specific construction observation. The firm's staff includes experts in property planning, architecture, and interior design. Forty design professionals apply innovation to tradition in pursuit of solutions to each client's requirements. Over the past quarter century, Hutker Architects has designed and completed over 200 residential, commercial, and institutional buildings in New England and beyond.



SWAG BAG GIFT SPONSOR

Installations Plus | installplusinc.com

For more than 38 years, our craftspeople have provided superior service and custom installations of all large-

and small-format tile, from large porcelain panels to mosaics, plus so much more. Our skilled team of installers is at home in all types of construction projects, from high-end Boston renovations to new construction on Cape Cod, displaying quality



KEYNOTE SPONSOR: Madeline Stuart

JW Construction, Inc. | jwconstructioninc.com

For over 25 years, JW Construction, Inc. has provided the highest quality construction available in the industry combined 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.



WEDNESDAY 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.



LLOYD FLANDERS

OUTDOOR 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.



TABLECLOTH AND TEXTILE SPONSOR

Mally Skok Design | mallyskokdesign.com

Mally Skok Design is an interiors and textile design firm specializing in private residences, and small commercial projects. Led by Mally Skok, an internationally published

interior designer, furniture designer, and award-winning fabric designer, the firm's hand screened and digitally produced textile and wallpaper collections are represented in thirteen showrooms in the U.S. and abroad.



TUESDAY WELCOME RECEPTION SPONSOR

Mid-Cape Home Centers | Marvin Windows

midcape.com

Mid-Cape Home Centers' specialty is 'Experience that

Builds.' For 125 years, Mid-Cape has helped build and support the local community. Offering everything from building materials to architectural support to custom millwork and kitchen & bath design, Mid-Cape is the local choice for builders and homeowners across the Cape & Islands and southeastern Massachusetts.





MARQUEE PRESENTATION SPONSOR

Monogram Appliances | monogram.com

We are more than luxury appliances — Monogram is the experience. We're inspired by life and the way you live it. With high style, superior craftsmanship and award-winning technology, our products raise the bar on what's possible in your kitchen. Push the boundaries on gourmet style for your home. Our appliances rise to every occasion. Induction cooktops, connected ovens, custom-panel refrigerators, Advantium speedcooking ovens, and premium dishwashers blend seamlessly into your dream kitchen. Monogram goes beyond simply cooking and cleaning—we elevate everything.



THURSDAY BREAK SPONSOR

NS Builders | designbuildrepeat.com

NS Builders is a full-service home builder. While

our focus is full home renovations and new custom homes, we are happy to discuss smaller-scale projects and value building relationships and not the project size. Our team includes project managers, carpenters and cabinet makers who work in our custom cabinet shop which is instrumental in our process and offers a truly custom experience from construction to the final finishes.



THURSDAY BREAKFAST SPONSOR

Oasis Shower Doors & Specialty Glass

OasisSpecialtyGlass.com

Oasis Shower Doors & Specialty Glass is the

contractor's choice for quality customized architectural glass across New England. We design, fabricate and install award-winning frameless shower enclosures, switchable privacy glass, sliding & fixed glass partition walls, glass entry systems, and back-painted backsplashes for kitchens and bathrooms. 800-876-8420



SWAG BAG GIFT SPONSOR

Payne|Bouchier Fine Builders | paynebouchier.com

In 1981, Payne|Bouchier Fine Builders became known for its historically authentic Beaux Arts and Greek Revival restorations in Boston. Today our work ranges

from traditional to modern and is driven by collaboration both in architectural detail and management. With our client's vision as our guide, excellence as our standard, and success as our commitment, Payne|Bouchier is a leader in renovation, restoration, and construction.



SESSION SPONSOR: SEAN LOW

Siegel Associates | siegelassociates.com

Siegel Associates was created by Steve Siegel in 1991 as a full-service Structural Engineering firm

with a niche specialty in high-end residential design. Our success comes from focusing on the team - we embrace the creativity of the architect, the skill of the builder, and the science of the engineer. All three are critical to creating a great collaborative project.



Kitchen & Bath Solutions

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.



KALLISTA THE BOLD LOOK OF KOHLER

CHAMPAGNE WELCOME SPONSOR

Splash | splashnewton.com

Splash's award-winning, state-of-the-art interactive design center in Newton features intimate design vignettes to showcase the top styles

in bath and kitchen design. Catering to design professionals and retail customers, Splash, and its sister showrooms Spritzo (Saco, Maine, Worcester, Providence, Clinton, CT and Middletown, CT) are committed to providing the highest quality product and exceptional customer experience.



Artful Interiors & Design

LUNCH SPONSOR

Taste | tastedesigninc.com

Taste is a full-service interiors firm focused on helping clients actually enjoy the journey of transforming their home. We understand the demands on their busy lives and the added

complexity a home project can bring. To answer that call, we bring years of experience, a disciplined creative practice, sound planning, and financial accountability to design/build project teams. The result is a positive project experience and a home perfectly suited to our client's lifestyle.



WEDNESDAY BREAKFAST SPONSOR

The Shade Store | theshadestore.com

The Shade Store offers the finest quality drapery, Roman shades and roller shades, great value and an exceptional customer experience.

The brand's exclusive collection of more than 1,300 in-stock materials and industry-leading C.O.M. program provide endless possibilities

as well as fast lead times with orders shipping in 10 days or less and C.O.M. orders shipping in 15 days or less.



CHARGING STATION SPONSOR

THOS. MOSER | thosmoser.com

Thos. Moser was founded nearly 50 years ago with the intent of restoring the lost art

of making furniture well. We rely on sustainable North American hardwoods, traditional joinery executed by hand and individual workmanship. We are guided by our mission to build furniture that celebrates the natural beauty of wood; is of simple, unadorned, graceful lines; and is guaranteed for life. Thos. Moser operates four retail showrooms located in Boston, Freeport, Maine, Washington, DC and San Francisco.



REGISTRATION SPONSOR

TMS Architects Interiors | 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.



STAGE 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.



CURREY
& COMPANY

curreyandcompany.com

Atlanta | Dallas | High Point | Las Vegas | New York