



## Dealer Staff Development Program

# Design Department Training

Through a series of 12 monthly webinars, Solomon Coyle's design expert, Cate Sword, helps dealer design departments operate more efficiently and profitably.

Each 60-minute live streaming webinar is designed to provide the dealer's Design staff members with an unbeatable interactive instructional experience from the convenience of their own workspaces.

Based on her more than 25 years of experience as a designer and trainer, Cate focuses on raising the overall skill set of designers through a best-practice approach. She goes beyond software training to address the design process, including how to better use the available tools, including AutoCAD, 20-20 CAP Studio, ProjectMatrix and Configura CET.

Each session is in two parts: 45 minutes focused on tips and techniques, and 15 minutes for discussion and Q&A.

### Training for the Entire Team

Maximize the value of each training session by inviting the entire Design Department to participate. The webinar can be planned as a group lunch and learn or breakfast session. Afterward, hold a debriefing on the lessons learned. Set aside time at the end of the session to discuss takeaways and how to implement the training internally.

### Benefits for the Entire Team

- ▶ Increased understanding of industry best practices
- ▶ Increased efficiencies in processes
- ▶ Increased utilization of current technologies
- ▶ Increased capacity to adopt new tools and methods
- ▶ Increased innovation in strategies and problem solving
- ▶ Increased job satisfaction and employee motivation

Your team will learn tips, tricks and shortcuts every month that will help them hone their skills, improve their understanding of design best practices, and immediately increase their productivity, job satisfaction and contribution to the accomplishment of your dealership's mission.

### Webinar Program Overview

- ▶ One 60-minute interactive session each month.
- ▶ Handouts and presentation materials for each session.
- ▶ Access to experts and peers during learning sessions via voice and/or instant messaging.
- ▶ Manufacturer-specific training. (Requires minimum of 25 dealers.)

#### About the instructor



Cate Sword

*Cate is the principal of Cate Sword Consulting + Design. She is a professional Interior Designer with over 25 years of experience in contract design. For the last 17 years, she has delivered positive, results-oriented training experiences for furniture dealerships, corporate facility managers, and furniture manufacturers across North America.*

*Cate provides training in AutoCAD, ProjectMatrix, 20-20 CAP Studio, Configura CET and Canvas. She focuses on reducing both the learning curve and the time it takes to produce first-class results while showing clients how to achieve high returns on their software investment. She holds a B.A. in Interior Design and is a professional member of IIDA.*

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Solutions for Furniture Dealer Development