

Thank you to Vicki Liembeck/Jenn-Air, Bill Parkins/Whirlpool and the Nilsen's Appliance Staff for hosting and presenting our last event. What a huge success!!

Sept. 2011

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"People ignore design that ignores people."

— Frank Chimero

Presidents Message

The weather has changed and I love the briskness in the air. It's very refreshing. Fall also brings many stimulating opportunities for us to network with our peers and learn. See all the events that are upcoming in our "save the date" section.

It's also a great time to reflect on projects you've completed this year. Let the world see your fabulous work!

Consider entering your work in the 2012 NKBA Design Competition. The competition is open and here's what you have to gain: national media attention, cash prizes, an award presented at KBIS 2012, and your project featured on NKBA.org, in NKBA Magazine, and in the NKBA Booth at KBIS in Chicago.

The ways you can win are numerous, with six room categories and ten specialty awards including Best Kitchen and Bath, Green Design, Before & After, Budget-Friendly, People's Pick, and Universal Design. Submit clear photos, a concise design statement, elevations, and a floor plan to scale for projects completed in the past year.

I hope to see you at one of the many events in the next few months.

All my Best,
Nancy Finneson, AKBD, Allied ASID
President, Olympic-West Sound Chapter

Save the Date & Other News

SAVE THE DATE

- **Sept 28th**, LUWA, Refrigeration Trends
- **Sept 29th – 31st** Kitsap Home & Garden Show
- **Oct 6th – 7th** NWSID, Northwest Society of Interior Designers and the Puget Sound Chapter of NKBA will be hosting Focus on Design. Keynote speaker will be Patti Dobbrowolski.
www.focusondesignconference.com
- **Oct 12th** Olympic-West NKBA Event - Home Automation
- **Oct 20th** Buildex, Seattle
- **Oct 26th** LUWA, The Premium Client, 10:00am, CEU
- **Oct 28th – 30th** Tacoma Home Show
- **Nov 16th** Olympic-West NKBA Event, Steve Christiansen, Blum – Dynamic Space
- **Nov 16th** LUWA, Green Water & Power, 10:00am, CEU

OLYMPIC-WEST SOUND MEETINGS

- **October 12:** Home Automation, A Kitchen that Works, Bainbridge Is
- **November 16:** Dynamic Space, Steven Christiansen Blum Hardware, Estes Builders, Poulsbo

Join us.

Our meetings begin with appetizers and networking, followed by relevant and interesting information.

WANT MORE LEADS?

Did you know that there are leads available to NKBA members?

NKBA.org is one of the most popular sites for consumers searching for kitchen and bath information and inspiration.

Consumer interested in having an NKBA professional contact them are qualified leads. Don't miss out on these potential clients.

Members who use this tool report obtaining an average of two to three jobs a year from NKBA leads.

To obtain leads in your area go to: "Leads and Business Tools" in the member center on the NKBA.org website.

See What's Happening at our Neighboring NKBA Chapters

Check out their websites; if you're in their area visit them by attending a chapter event.

Puget Sound Chapter
www.nkbapugetsound.org

Palouse Chapter, Eastern WA
www.nkbalousechapter.org

Columbia River Chapter, Oregon
www.nkbaoregon.org



Continued Education Options Your Opinion Counts!

Your membership and professional development committee would like to get your feedback on two in-person courses we are considering having in our local chapter. Please see the descriptions of these courses below and let either Nell Clausen nell@estesbuilders.com or Dee Coppola dee@wetapple.com know which one would be of more interest to you. Dates and pricing will be determined thereafter.

If you could supply us with your feedback by November 15th, we would very much appreciate it. Your Opinion counts.

Job Installation & Project Management

NKBA Hours: 8 - CEUs: 0.8

If you've ever wondered what it takes to succeed in this business, enroll in this course today! It covers it from the fundamentals of kitchen and bath design to the basics of appliances, countertops, cabinet construction, mechanical systems and measuring. Using NKBA's Planning Guidelines and Graphics and Presentations Standards, you'll be able to review a house plan and quote minor projects. When all is said and done, Kitchen & Bath Krafter will teach you how to layout and complete a basic kitchen or bath plan.

You'll Learn To:

- Understand the function and placement of appliances, fixtures and cabinetry
- Suggest the proper surfaces for both kitchens and baths
- Accurately measure kitchen and bath areas
- Safely plan the kitchen and bath spaces in the home
- Review a residential house plan for information important to the kitchen and bath designer
- Design using the NKBA Planning Guidelines while applying NKBA Graphic & Presentation Standards

Required Materials - Draft boards and calculators are required. All other course materials provided.

Required Prerequisites - (1) Basic understanding of kitchen and bath layout; (2) Hand Drafting skills (completion of NKBA Introduction to Hand Drafting or prior basic drafting skills); and (3) Basic knowledge of cabinetry.

Sales: Managing the Outcome

NKBA Hours: 8 CEUs: 0.8

All too often we run our businesses and our careers on a "build it and they will come" platform. Sales costs are too high these days and competition too intense. You must build your differentiators in the marketplace because your competition is working at putting you out of business. This seminar will look at everything from current prospecting methods, to closing techniques from compensation plans to the latest in CRM systems. Learn how to exceed customer expectations and learn the art of the consultative sale.

NKBA

Olympic-West Sound Chapter

Chapter Officers

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A KITCHEN THAT WORKS
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molly@akitchenthatworks.com

Please Welcome

Our Newest Members ...

- Patti Hendrix, American Woodmark Corp.
- Scott Overbey, American Dream Design Build
- Ted Abbott, Home Depot/Poulsbo
- Valerie Zorn, Student
- Travis Hoppe, Precision Countertops
- Rod Gibson, Spaces

Ask a colleague to join the NKBA. They will get the remainder of this year free.

Contact Info Changes?

Please take a moment to review all your contact info on the Olympic-West Sound Chapter website.
www.nkbaolyws.org

If there are any changes that need to be made please contact Molly McCabe at molly@akitchenthatworks.com

You will also need to contact NKBA National to update you information. www.nkba.org

MEMBER SPOTLIGHT



Molly McCabe, AKBD, CGP, is the founder and co-owner of *A Kitchen That Works™* LLC (AKTW). AKTW is a full service design-build firm specializing in sustainably designed and built kitchens and baths.

Molly has published numerous articles and has lectured locally and nationally on design with an emphasis on sustainable design and construction.

She is a Subject Matter Expert for the US Green Building Council's Green Home Guide a member of the Thermador Design Council, a founding and current Board member of our Olympic West Sound Chapter of the NKBA.

Molly McCabe lives and works in a Built Green® home that she designed and built with her husband and their two children.

How long have you been an NKBA member and why did you join?

I initially joined the NKBA in 2003 with the Puget Sound Chapter. In an effort to support the kitchen and bath industry in my community, I became one of the founding board members (and continue to serve on the Chapter Board) of the Olympic West Sound Chapter of NKBA and have held the offices of Secretary and Treasurer. I joined the NKBA to enhance my professionalism by taking advantage of the many quality educational programs the organization offers as well as the opportunity to network with my peers and earn professional certification.

What led you to be a part of the Kitchen and Bath Industry?

As a child I loved to "play" in my father's furniture workshop designing houses, furniture and boats. I spent hours, as a child, working with grid paper designing bathrooms and other rooms. I began my remodeling career at the ripe age of 12 when I began refurbishing an 1895 Victorian our family had purchased. After a rewarding career in finance (that had me traveling away from home often), I decided it was time to pursue my passion of design and build which would also allow me to stick closer to home while raising my children.

Who and what styles influence or inspire your kitchen and bath designs?

My clients are my biggest inspiration. Most homeowners are not satisfied with so many aspects of their homes including space utilization, storage, lighting and more. I love taking their angst and turning their spaces into something functional and beautiful while being reflective of their personal style. Additionally, I like to take some trinket or family heirloom and make it a focal point of the room to truly personalize the space.

What is your favorite kitchen or bath project?

My own kitchen, because it fits me like a glove!

Of your many presentations what is or was your favorite to present?

I have done a very wide variety of presentations but two that stand out are "The Do's and Don'ts of Home Shows and Sustainably designed Kitchen and Baths. The Home Show presentation takes the participant through the do's and don't of exhibiting at a home show. I have lots of photo examples in the Power Point Presentation of people doing the wrong thing such as eating in their booth, watching TV, texting, etc. this presentation gets lots of laughs and it is typically delivered to individual's who are not natural marketers so I know that I am passing on valuable information to them. I enjoy the Sustainable Kitchen and Bath presentation because it is fun to look around the room at the sustainability novice and see the "aahh haa's" on their faces - the notion that sustainability does not have to be about ugly fixtures and sacrifice.



NKBA[®]

Olympic-West Sound Chapter



Olympic-West Sound Chapter Event **Home Automation**

Improving Customer Comfort and Safety with Home Technology

Wed, October 12, 2011 @ 06:00 PM

Join us to get the scoop on Home Automation!

Learn how to ask the right questions and specify the right products and design principals to increase your clients comfort and safety while bolstering your bottom line. From water and energy saving features to convenience hardware, participants will find something new and affordably enhance any project.

Molly McCabe, AKBD, CGP, an award winning designer, is the founder and co-owner of *A Kitchen That Works*[™] LLC. Molly has published numerous articles and has lectured locally and nationally on design with an emphasis on sustainable design and construction. On October 12th she will be hosting our NKBA Olympic West Sound Event and presenting *Home Automation - Improving Customer Comfort and Safety with Home Technology*.

*See attached for Registration Fees - Make Checks payable to the NKBA
Olympic-West Sound Chapter*



Olympic-West Sound Chapter Event Registration

A Kitchen That Works
9856 Torvanger Rd.
Bainbridge Island, WA 98110
Phone: (206) 780-1906

Wednesday, October 12, 2011
Board Meeting 5-6 PM
Social/Networking 6-7 PM
Meeting 7-8:30 PM

Registration Form

Please register the following individuals for the NKBA Olympic-West Sound Chapter Event on **Wednesday, October 12, 2011.**

FIRM INFO

Name(s):Membership #

Name(s):Membership #

Name(s):Membership #

Company:

Address:

City, State, Zip:

Phone:Email:

Registration Fees:	Members	Non-Members	Students
Advance Registration:	\$15.00	\$20.00	\$10.00
Late Registration:	\$25.00	\$30.00	\$20.00

Payment: Make Checks payable to the NKBA Olympic-West Sound Chapter
No Credit Cards Accepted

RSVP by **Wednesday October 5th, 2011 to:**

Molly E. McCabe, AKBD
A Kitchen That Works
9856 Torvanger Rd.
Bainbridge Island, WA 98110
Phone: (206) 780-1906
Fax: (206) 984-1906



Olympic-West Sound Chapter



Olympic-West Sound Chapter Event Directions

A Kitchen That Works
9856 Torvanger Rd.
Bainbridge Island, WA 98110
Phone: (206) 780-1906

Wednesday, October 12, 2011
Board Meeting 5-6 PM
Social/Networking 6-7 PM
Meeting 7-8:30 PM

From North/Hood Canal Bridge:

- Right off **Hood Canal Bridge** onto **WA-3 S**
- Take **WA-305 S** exit towards **Poulsbo/Bainbridge Island**
- Turn **left** onto **WA-305 S** at the light
- Take **left** onto **Day Rd. E.**
- At 4-way stop sign **turn left** onto **Madison Ave NE**
- Drive approximately one mile to the T-Junction of **Torvanger** and **Madison** and **turn right** onto **Torvanger**
- Turn **left** in the first driveway after the **Church.**
- Driveway is circular and there is plenty of parking

From South/Tacoma Narrows Bridge:

- Follow **WA-16 W** towards **Bremerton**
- **WA-16** becomes **WA-3 N** in **Gorst**
- Take the **WA-305 S** exit toward **Poulsbo/Bainbridge Island**
- Turn **right** onto **WA-305 S**
- Take **left** onto **Day Rd. E.**
- At 4-way stop sign **turn left** onto **Madison Ave NE**
- Drive approximately one mile to the T-Junction of **Torvanger** and **Madison** and **turn right** onto **Torvanger**
- Turn **left** in the first driveway after the **Church.**
- Driveway is circular and there is plenty of parking