



WEEKEND RETREAT

OCT 7th – OCT 8th

CONNECT • LEARN • ENJOY • RELAX

WHO

- Colleagues and Industry Partners
- Bring a Friend, Enjoy the Resort

WHAT

- Spark your Creativity, Hone your Skills.
- Dine with Friends.
- See New Design Industry Products
- CEU Workshops (4) from Industry Partners, National and Local Speakers.

WHERE

- Suquamish Clearwater Casino Resort
On the shores of beautiful Agate Pass.

WHEN OCT 7th – OCT 8th (24 hours of fun)

(Fri 5-8:30pm, Sat 7:30am-4pm)

Check in from 4:00pm Friday

Register Now! (\$60 until 9/2 \$120 after)

Questions? Contact Nancy Finneson@ 253.973.8442

Note: Need a room... 866.609.8700

(NKBA group rates code# 20476 can be used until 9/7/22)

Agenda, workshop and speaker details, sponsor and resort information to follow.



WEEKEND RETREAT 2022

Fri/Oct 7th - Sat/Oct 8th

A G E N D A



Oct 7th, Friday

- 4:00 - 5:00 pm **Check-in: Resort Building - Kitsap Hall Room**
- 5:00 - 6:00 **Network, Meet and Greet**
Product/Vendor Showcase
- 6:00 - 7:15 **Dinner**
- 7:15 - 8:30 **#1 CEU Workshop**
DESIGNING THE HOME OASIS WITH WINE
Kevin Kok, District Sales Mgr., NW Region BSH

Oct 8th, Saturday

- 7:30 - 8:30 am **Buffet breakfast &**
Product/Vendor Showcase
- 8:30 - 10:00 **#2 CEU Workshop**
COMMUNICATION BLING
Maria Stapperfenne, Prior NKBA Pres., CMKBD, CLIPP
- 10:00 - 10:30 **Product/Vendor Showcase**
- 10:30 - 12:00 **#3 CEU Workshop**
OUTDOOR LIVING & LIGHTING-Science, Design & Illumination
Jason Dunn, Dunn Lighting / Hubbardton Forge Repr.
- 12:00 - 2:00 pm **Lunch &**
Product/Vendor Showcase
- 2:00 - 3:30 **#4 CEU Workshop**
SELLING TO DESIGN NOT DESIGNING TO SELL
Jan Neiges, CMKBD
- 3:30 - 4:00 **Wrap-up & Product/Vendor Showcase**

We thank our
Sponsors for
supporting our
chapter.



STONE-DREW / ASHE & JONES



Imagine & anticipate





Communication **BLING**

Presented by: Maria Stapperfenne, CMKBD, CLIPP,
NKBA National Pres. 2015, Mgr. Tewksbury Kitchen & Bath

- Do you work hard to keep a project on track, only to find yourself frequently caught up in problems caused by poor communication?
- We “BLING” up our designs and presentations, but how about honing our interpersonal skills for SUCCESS?
- Discover your own communication style, its strengths and weaknesses, as well as how to identify others' styles for more effective communication, and ultimately add to your bottom line.



Selling to Design **NOT** Designing to Sell

Presented by: Jan Neiges, CMKBD, Owner Jan Neiges LLC

- If you are spending 8-9 hours quoting/designing before a client commits to buy from you; OR
- If your closing ratio is less than 75%; OR
- If you are struggling to find ways to earn more income; OR
- If you are working 40-60 hours and making less than \$50K THEN
- You need to learn how to Sell to Design by **NOT** Designing to Sell



Designing the Home Oasis with Wine

Presented by: Kevin Kok, District Sales Mgr. NW, BSH

- Discover design ideas to create the perfect spaces for wine enjoyment at home and how current trends in wine consumption may drive expenditures on wine cabinets for remodeling projects.
- Explore external ambiances in home design and wellness.
- Learn the importance of wine preservation, proper serving and its merits; review the four components of proper wine storage.



Outdoor Living & Lighting – Science, Design & Illumination

Presented by: Jason Dunn, Owner of Dunn Lighting Sales

- Specifying outdoor lighting and employing the WELL Building Standards for light
- 5-Steps of the “Outdoor Lighting Pyramid”
- Outdoor lighting product safety including the 5 principles of outdoor lighting and how to implement them into a project.



Designing the Home Oasis with Wine

- Discover design ideas to create spaces for wine enjoyment at home
- Learn the importance of wine preservation and proper serving
- Review the four components of proper wine storage



Presentation

This course explores spaces designed to enhance the wine experience within the comfort and intimacy of the home living space. Together we will consider how to recreate traditional wine experiences such as country club, outdoor wine tastings, romantic dinners, etc. at home. What do designers and architects need to consider in terms of accessibility and convenience. What four factors determine how to specify wine cabinets to create a personal wine experience at home – whether for the serious investor or simply for someone who simply enjoys a good cabernet. Learning Objectives □ Discover design ideas to create the perfect spaces to be the backdrop for the wine enjoyment at home □ Explore external ambiances (country club, wine-tasting, vineyard, intimate dinner, etc.) that can be translated into home design and wellness. □ Investigate how current trends in wine consumption may drive expenditures on wine cabinets for remodeling projects. □ Learn the importance of wine preservation and proper serving while discussing its merits. □ Review the four components of proper wine storage. □ Discuss the long-term implication of wine enjoyment at home and how it will affect changes in homeowners' lifestyles, health, wellness, and values

Speaker

Kevin Kok is a Washington state native who spends his weekdays promoting the positive effects that appliances can have on a project or in a home. Exclusively working with Bosch, Thermador & Gaggenau brands, Kevin guides architects, designers, builders and retailers to make the right decisions with their clients whether it's an entry-level single-family home or a high-rise complex. His professional background combines finance, marketing and appliances, so Kevin focuses his analysis on a multi-faceted ROI approach; considering consumer preferences, value, and dependability. Kevin also has a B.A. degree specializing in Marketing Management. In his spare time he can be found spending time with his wife Val and their children, Lauren & Ben; usually outdoors, doing something active. Kevin also likes working with his hands and things that go fast.

Kevin Kok

District Sales Manager, Northwest Region
BSH Home Appliances Corporation
(425) 273-2247, Kevin.Kok@bshg.com



WORKSHOP #2 0.1 CEU



Communication BLING

- Discover your personal communication style
- Identify others' styles of communication
- How to modify your communication style to meet the needs of others

Presentation

Do you work hard to keep a design or construction project on track, only to find yourself frequently caught up in problems caused by poor communication? Is talking through the situation only making things worse? Would you like to avoid future misunderstandings? We “BLING” up our designs and presentations, but how about honing our interpersonal skills for SUCCESS? Discover your own communication style, its strengths and weaknesses, as well as how to identify others' styles for more effective communication, and ultimately add to your bottom line. In this fun and lively interactive session, Maria will introduce a variety of communication styles to help you determine which is yours, and how to modify it to meet the needs of others. You'll practice using real world examples. As an added bonus, everyone will take away an “emergency toolkit” of phrases to help in stressful situations!

Speaker

Maria is an award-winning designer and sought-after educational speaker but is most recognized for serving as the NKBA National President (2015). She earned the credentials of CMKBD an NKBA Certified Master Kitchen and Bath Designer in August of 2015 and CLIPP a Certified Living in Place Professional in 2016.

She is employed as the Manager and Designer of Tewksbury Kitchens & Baths, a division of Huston Lumber & Supply Co. collaborating with other trade professionals to help make client dream spaces come true and holds a BA from Trenton State College. Today she serves on the advisory boards of Kitchen & Bath Business Magazine and The Living in Place Institute. Maria is a CLIPP Instructor and an NKBA CEU Program presenter, was named in KBDN's “Top 50 Innovators” for 2017 and earned the NKBA's “Early Adopter Luxury Kitchen Recycling Award” in 2019 and in 2022 was a judge for this and other awards.

Maria loves her family, volunteerism, traveling, live music, learning, and great design...while still holding a K-12 teaching certificate in the state of NJ. She is an Elk, a practicing musician, a lucky wife and proud mother of 3 fabulous humans and 2 rescue dogs.

Maria Stapperfenne CMKBD, CLIPP
Manager Tewksbury Kitchen & Baths
(908) 439-6177, maria@tkbnj.com



Outdoor Living & Lighting - Science, Design and Illumination

- Specifying outdoor lighting and employing the WELL Building Standards for Light
- 5-Steps of the “Outdoor Lighting Pyramid”
- 5 principles for responsible outdoor lighting and how to implement them into a project
- Outdoor lighting product safety
- How lighting can play a part in sustainability

Presentation

The use of outdoor space, whether in commercial, hospitality or residential settings continues to have an ever-increasing impact on design. To expand that value into evening hours, the addition of outdoor lighting has become more and more important. This course examines the reasons we want and need to be outside; the tools and policies being developed to make the most of that space, the aesthetic parameters under which lighting can and should be added and the information required to understand outdoor lighting. Data informs design choice that results in both pleasant and intelligently selected outdoor lighting decisions.

Speaker

Jason began his lighting career at 16 years old with Seattle Lighting working in the warehouse and later transitioning into sales. In college Jason managed purchasing for Alexander Lighting located in Ballard, WA (later purchased by North Coast Electric). Jason joined DUNN Lighting sales in 2000 and has now been in the business for 22 years. Jason is well versed in many facets of the lighting business and is an expert on residential lighting and controls.

Jason Dunn, Principal
Owner of Dunn Lighting Sales LLC dba Dunn brands
(206) 595-2807, jason@dunnbrands.com



WORKSHOP #4 0.1 CEU



Selling to Design NOT Designing to Sell

- If you are spending 8 to 9 hours quoting/designing before a client commits to buying from you
- If your closing ratio < 75%
- If you are struggling to find more ways to earn more income
- If you are working 40-60 hours and making < \$50K THEN
- You need to learn how to Sell to Design by NOT Designing to Sell

Presentation

Selling to Design is a process that Jan Neiges, Chapter Officer of the Rocky Mountain Chapter has developed over the years to improve her time on task in cultivating a lead to a sale. She has utilized her 39 years of sales training to create a selling process that improved her closing ratio to 95% and earns her a design fee after spending only 2 hours with a lead. Jan will explain her process and share documents she uses with her clients to help you improve your time on task and increase your closing ratio resulting in more income.

Speaker

Jan Neiges

Jan Neiges, is a Certified Master Kitchen and Bath Designer with NKBA and has been serving the industry for 22 years through her own design firm. She is an award-winning designer, Chapter Officer for the Rocky Mountain NKBA Chapter and is a frequent guest speaker bringing her 39 years of sales experience to the design industry.

Jan Neiges, CMKBD
Jan Neiges LLC
(719) 371-4498, jan@JanNeiges.com

2022 WEEKEND RETREAT



STONE-DREW / ASHE & JONES



COSENTINO®

imagine & anticipate



BOSCH

Thermador

GAGGENAU



 **FERGUSON**

Bath, Kitchen & Lighting Gallery

Thank you **SPONSORS**



DIRECTIONS and COURTESY SHUTTLE INFO

NKBA Weekend Event

Suquamish Clearwater Casino Resort
15347 Suquamish Way NE, Suquamish WA, 98392

Building: Resort Building
Room Name: KITSAP HALL

DIRECTIONS

Open 24 hours a day, Suquamish Clearwater Casino Resort is located on the breathtaking Kitsap Peninsula. Named after Chief Kitsap of the Suquamish Tribe, the county boasts over 250 miles of saltwater shoreline and many vibrant communities. Best of all, it's easy to get here – a scenic drive from Tacoma, or via the Washington State Ferry system.

FROM THE SEATTLE/BAINBRIDGE ISLAND FERRY

Follow Highway 305 North towards Poulsbo approximately six miles. The Clearwater Casino Resort is located just across the Agate Pass Bridge on the left.

FROM THE EDMONDS/KINGSTON FERRY

Take Highway 104 to Poulsbo. Turn left on Highway 305 and continue south through Poulsbo toward Bainbridge Island. The Clearwater Casino Resort is located just before the Agate Pass Bridge on the right.

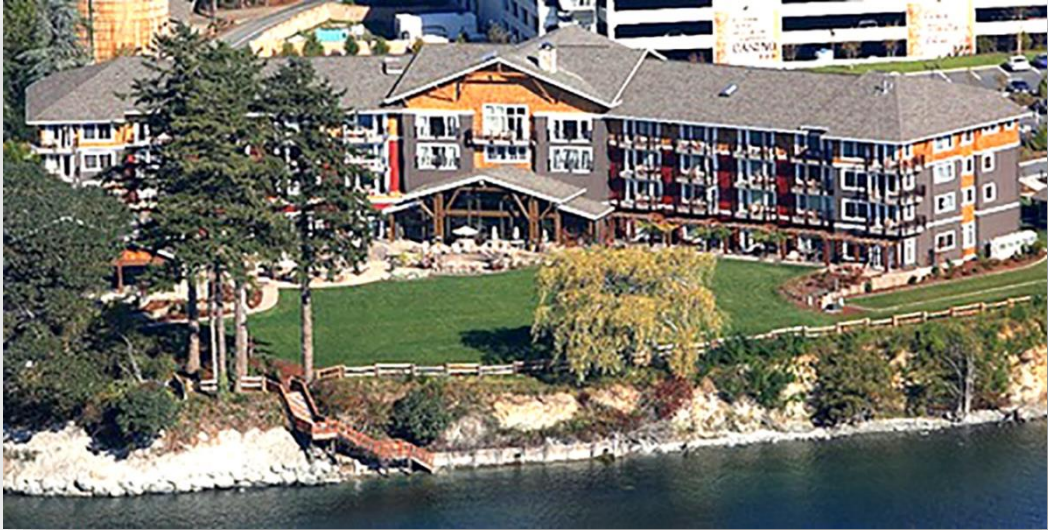
FROM TACOMA - DRIVE

Take Highway 16 West to Highway 3 North towards Poulsbo. Exit at the Highway 305 Bainbridge Island exit. The Clearwater Casino Resort is located just before the Agate Pass Bridge on the right.

COURTESY SHUTTLES - Our shuttles pick-up/drop-off for all Weekend Bainbridge Island Ferries, and all Weekday arrivals after 9am

[CLICK HERE TO CHECK OUR SHUTTLE SCHEDULE](#)

Our courtesy shuttle is not equipped for wheelchair access. You can contact Kitsap Access Transport Service at 206-205-5000 to arrange for service. *Courtesy Shuttle is for players – we ask that you show a Players Club Card to ride. Don't have a Club card? A card may be acquired at the Casino upon arrival – it's FREE to join and you get rewards just for signing up!*



NOTE: The “RESORT building” and “KITSAP HALL” are located south of the resorts casino building.

