**Minutes**

**IAHSP Leadership Call July 15th, 2019 7:00 pm EST**

Number is (267) 930-4000 784467#

After welcoming members to the call, Jennie mentioned the following announcements:

Best of Home Staging Nominees were announced, Jennie will share what colleagues wrote in their nominations. You usually don’t see how other people perceive you but this is a great way to know this.

There is an IAHSPCONEXPO Facebook page for all information about the conference.

Conference is October 2-5 in Nashville, TN.

Hotel is almost SOLD OUT! Rates will be going up so get them soon!!

Friday evening Barb is the Inspirational Keynote Speaker

Friday afternoon Candice Olson

Saturday afternoon Carson Kressley and Thom Felicia

There is an Advanced Stager Training for those in the 6 figure businesses Sunday October 6th and Monday October 7th

There are 15 topics for Break out sessions, these will be recorded!

Still need volunteering for the conference, please go to IAHSPconexpovolunteers.com to sign up. Thank you in advance for your help!

There will be Best of Home staging released in August, not self-nominating, your

peers can nominate for Rising Star, Chapter of the Year, Barb Schwarz, Top Vacant, Top Occupied, Top Individual, etc.

Jennie then welcomed Bette

Bette then welcomed Barb Schwarz for our inspirational part of the call:

Barb talked about the World Wide Staging Service Week

She said that we receive more than we give.

We tell ourselves stories, stories we repeat to ourselves over and over again, others will look differently. If we change our story, we can change our life!

Take Action Steps

Nourish every level of life-Family, food, organizations, action steps can be about words that we are using.

LIGHT word-How nourishing is this word: It is opposite of heavy, more you bring LIGHT into life easier everything is. LIGHT hearted, LIGHT handed, feeling LIGHT and bright, the lightness of being, the LIGHT of God.

HEAVY- This is dull, bored, tired, rid ourselves of good messages instead.

Apply LIGHT touch

What we perceive is happening, apply lightness to it! Barb is working with someone who has breast cancer, she is applying LIGHT approach, results come from that.

Maybe you want to lose weight? Look at what you are eating with a light approach!

Some people meditate with a LIGHT approach. If you sit in a quiet room by yourself. Close your eyes and take a deep breath, breathe normally, visualize LIGHT filling chest at each breath. Exhale normally, leave LIGHT in chest. Feel it move to hands, fingers and toes. Visualization is peaceful and joyful…..Open eyes! This is a good exercise when fatigued!

Drink water instead of sodas, do one thing that makes you feel LIGHT hearted, use LIGHTER hand in judgement but also about ourselves. Read inspiring poetry, gain nourishment at level of soul. Life that is lived in the LIGHT is the best anyone can ask for! STAY IN THE LIGHT!!!

Bette thanked Barb for her wonderful inspiration.

She welcomed Richard Sherman from Keenebunk Home. Now Bedford Cottage, this is a small company, family owned.

**Kennebunk Home** focuses on domestic woven throws, with quality as top priority. My father, Edward Sherman, created Kennebunk from the beautiful novelty yarns he manufactured. Since Kennebunk’s inception, the focus has been on the interesting colors and textures that are derived from these unique novelty yarns. Through the years, our customers have become very protective of their Kennebunk throws and thus have remained loyal to the brand.

**Bedford Cottage** has a slightly more contemporary feel in the design element and will continue to develop its hand knits, wovens, and knit collections, always striving to provide fresh colors and stylish designs. So, please enjoy our product offerings and let us know how we are doing. We’d love to hear from you.

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He is so excited to be a part of IAHSP and a big advocate of home staging, he told the story of how he bought a home in CAPE COD that was staged, this happened to be BLAIR with Setting the Space. He said he probably wouldn’t have bought the home if it wasn’t staged and now has a great relationship with Blair and buys throws for his shops!

They have the largest throw offering woven throws, knitted, hand-made and faux fur. There is no minimum and stock dealer pricing for us! They do not sell to big

box retailers , only Nordstroms. Throws start at $28 and go to $95.

They also sell toss pillows and have the softest robe on the planet! They offer

custom embroidery as well! These throws make it a HOME rather than a HOUSE.

Makes amazing gifts too!! Realtor gifts instead of wine. He will be at the conference!

They love to give back! They helped out the people who lost homes in California. He can also help with WWSSW!

Bette thanked Richard.

Heather Roback was welcomed, she is from Chicago, ASP for 2 years and part of the Greater Chicago Chapter. She owns IN and Out staging and also part of Terri

Votanek’s team. She talked about how they start planning WWSSW at the June Board meeting, they get IAHSP approval , once approved, begin talking about options.

Do a walkthrough in August where everyone signs up for rooms they will stage.

This year the Greater Chicago Chapter is transforming Little City, this home houses 8 women with development disabilities, some have walkers, some are visually impaired.

They get money from friends and family, businesses. The affiliates help out so much! CORT furniture brings in some needed items, Rod Pickett (photographer) does handy work, they have painters that paint before the day! It really is a great day, they take before and afters and videos too! Her chapter can’t wait for the transformation!

Bette thanked Heather for her wonderful work!

Jennie announced that WWSSW doesn’t have to be done that exact week, can do later if needed. There is a fundraiser at conference , Barb started this in 2005, multi millions of dollars have been raised since. Jennie needs pictures and video that can be shared. Jennie thanked everyone .

There is no call in August, next call is September 16th!

Reminders:

Bette suggested if anyone has ideas for the calls email her at [Bette@IAHSP.com](mailto:Bette@IAHSP.com)

Reminder: email [BJ@iahsp.com](mailto:BJ@iahsp.com) to let her know we were on the call.

According to the headcount from BJ Johnson, 35 people attended the call.

Atlanta IAHSP® - Martha Moore

Boston IAHSP® - Maureen (Moe) Smith

Charlotte IAHSP - Maria Tobin

Charlotte IAHSP® - Virginia Youngblood

Chicago IAHSP® - Barb Carroll

Chicago IAHSP® - Lois Phillips

Houston IAHSP® - Yulonda Buster

Houston IAHSP® - Deb Plowden

Houston IAHSP® - Lala Didrickson

International IAHSP® - Barb Schwarz Chairwoman Emeritus & Founder IAHSP®  & Global Goodwill Ambassador

International IAHSP® - Jennie Norris Chairwoman of IAHSP®, Executive Board Member (also Denver)

International IAHSP® - Bette Vos President, Executive Board Member

International IAHSP® - Lyn Spaeth President-Elect, Executive Board Member

International IAHSP® - Sandra Holmes Executive VP, Vendors & Affiliates, Executive Board Member (also South FL)

International IAHSP® - Christa Jessup VP of Vendor Sponsors Program, Executive Board Member

International IAHSP® - Caryn Dunker Secretary (also Chicago)

International IAHSP® - Andi Hurley Ethics Director (also South FL)

International IAHSP® - Karen Mendenhall Mentorship Chair (also Charlotte)

International IAHSP® - Stacey Gibson IAHSP® WWSSW® Director (also NorCal)

International IAHSP® - Edi Keech Western Regional Director (also Minnesota)

International IAHSP® - Terri Votanek Midwest Regional Director (also Chicago)

International IAHSP® - Mary Scalli Southern Regional Director (also Houston)

International IAHSP® - BJ Johnson Director of Operations

Jacksonville IAHSP® - June Carter

Minnesota IAHSP® - Kathy Fauth

Oklahoma IAHSP® - Kathryn Swan, Executive Board Member

Oklahoma IAHSP® - Kimberly Swan, Executive Board Member

South FL IAHSP® - Bridget King

Washington DC IAHSP® - Young Kim

Washington DC IAHSP® - Trish Kim

Washington DC IAHSP® - Trina Miller

Washington DC IAHSP® - Sharon Smith

IAHSP® Member - Leslie Testa

IAHSP® Member - Mazuryk Vermeulen

IAHSP® Member - Tati Eshete