**Minutes**

**IAHSP Leadership Call May 18th, 2020 7:00 pm EST**

Number is (267) 930-4000 784467#

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

Barb’s call is May 22d for IAHSP members, fill out form, only 100 spots available!!

Vegas Market is August 30th-September 4th

Atlanta Market-August 13th-18th

Education via webinar placed with precautions

KMRD-Business Interruption Insurance.

PPP loans $2 million or less

Barb Schwarz was then welcomed on the call.

She talked about her call this Friday

She talked about life being a gift, no matter what comes up we can handle whether small or big. The key is to know then really knowing-really know and do it.

KNOW IT

DO IT

BE IT

She thanked everyone.

Jennie got back on and talked about the pandemic and no matter what happens

If it’s the pandemic, a health problem or financial problem we will get through it.

She welcomed Lloyd Flanders, they are an outdoor furniture company, wicker furniture since 1906, they have 20 different finishes and 700 fabrics to choose from!!

They have traditional and contemporary, woven vinyl, teak and stainless steel too!

Premium outdoor furniture

They will be at conference in September!!

Go to IAHSP.com and then Vendor Directory then Platinum Sponsor and click on the link and fill out forms to download and open an account

They have modest to high end pricing.

[Christopher.steadman@outlook.com](mailto:Christopher.steadman@outlook.com) is our point of contact

No minimum

They have a quick ship program that ships in 5 days

Jennie then talked about the staging stats. Put these stats on your

proposals, social media, use them!!

There are fewer than 10,000 stagers worldwide, there are 1,000,000 realtors

Our industry deserves to be recognized! Stats say properties sell for more and faster!!

$100-$150 is an average consult investment, 84% of consults turn into hands on staging.

$250-$3,000 for hands on staging

Good Staging Isn’t Cheap and Cheap Staging Isn’t Good

Jennie made up a 16 step graphic for vacants, we need to educate clients

$1,500-$6,000 vacant

$2,000-$10,000 or more for luxury vacants!

If you have any questions or information please email Jennie. Next call is June 15th

Keep positive, they are here for us!! Reach out to colleagues and one on one!

We all love each other and we will get through this!!

Be well and be safe!!