

- ◆ Father / Daughter Dance
- ◆ Relishing Client Relationships
- ◆ Update 'Kids' Home - Part 1

Your ONE-STOP Solution for Distinctive Home Interiors



Molli & Maddyn's Memo

Here is Daddy and me (Molli) prior to our recent father/daughter dance at our church.

I felt so 'grown up' getting all dressed up in the dress Nana sent me.

I even wore the special 'M' necklace Nana gave me for Christmas.

We danced all night long and I'm really looking forward to next year's father/daughter dance when my little sister Maddyn can join us.

Molli & Maddyn
Nana's granddaughters

Relishing Client Relationships

Recently, all in one day, I experienced three separate instances which impressed upon me how much I have been blessed by having this business.

Experience #1

Kristi Hepler, a valued IE team member, and I participated in the Sun City Vistoso remodeling expo at the Sun City Vistoso Community Center.

It was great to see so many past and current clients and catch-up with them.

One exchange particularly stood out. A potential client from many years ago approached and said they were ready to move forward with the master bath remodel they had originally talked with us about.

I rattled off what they had wanted to do, what model they had, and what it would take to accomplish what they want. The husband was "flabbergasted" that I could remember such details from so long ago. It made me feel great!

Experience #2

After the Sun City Vistoso event I met a long-time client for lunch, Cheri Peck, who now just winters here in Oro Valley from their home in Sullivan, Missouri. Some of you may remember our featuring both her Oro Valley and Sullivan, MO homes in past newsletters.

We had a leisurely three hour lunch to get caught up with each other. It was wonderful to share our lives with each other. I'm so blessed to have been able to develop such relationships with many of our clients.

Experience #3

When I was entering the restaurant for lunch with Cheri, I heard a male voice that sounded very familiar; that of Wayne Henry, my first big client here in Oro Valley.

Wayne and his wife Nancy have been very supportive over the years and their friendship is very much valued.

Creating such relationships is a very welcomed but unexpected perk of this business.



Until Next Month, *Betty Jones*

Thank You for Your Referrals

Ellen Sosin referred Jody & Bob Stantley
Karen Karnofski referred Roxanne & Steve Worthy
Carol & Gary Wright referred Lisa Schilling

Referrals are the lifeblood of our business. Thank you for these and all your referrals

REMEMBER OUR REFER-A-FRIEND REWARDS PROGRAM

Update Our 'Raising Kids' Home - Part 1

Teddi & John wanted to update the home where they raised their five children.

They wanted a more updated look and feel; a more Transitional look. They wanted to make it their "forever" home.

They had tried to do a few things on their own, but soon realized they needed professional help if their dream was to become a reality.

Kitchen Update

A primary focus was updating the kitchen and dining area to

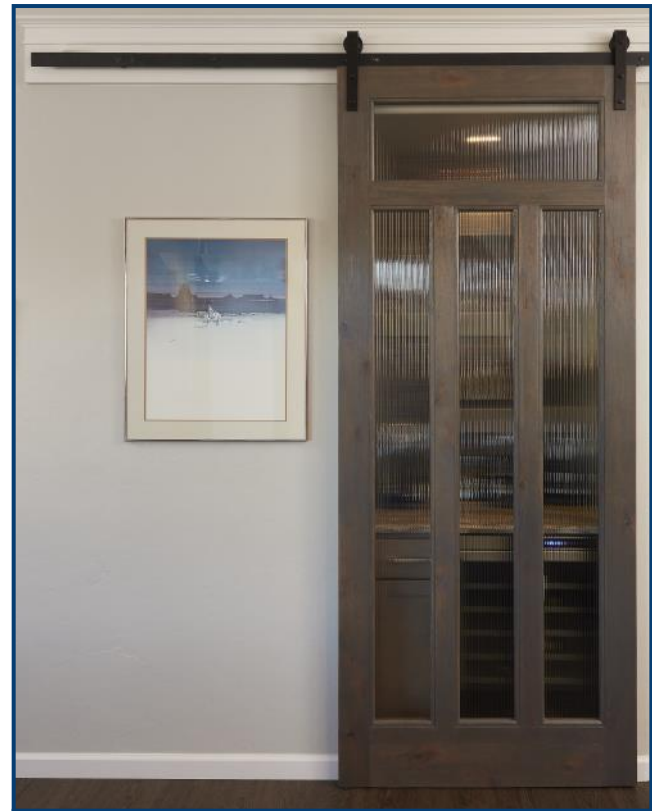
- Make it more functional
- Update the Look
- Create an AM/PM bar area



Pantry turned into AM/PM Bar



Custom Barn Door to hide the AM/PM Bar
Special hardware to allow door to pass by artwork



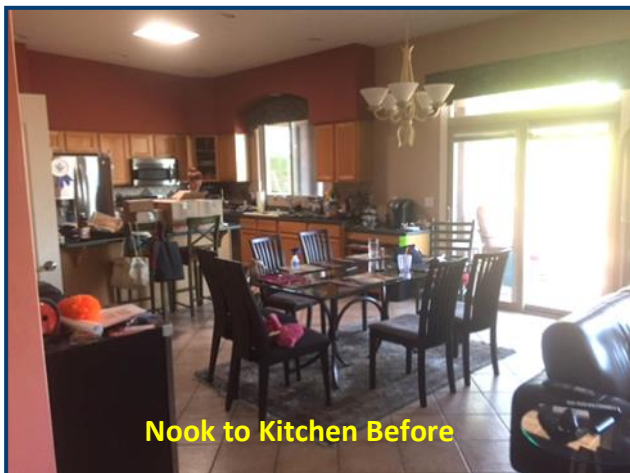
AM/PM Bar with door closed



UPDATED KITCHEN

We gutted and updated the kitchen by

- ◆ Removing the soffits to provide additional height
- ◆ Shifting the refrigerator to the left to provide additional counter space
- ◆ Doubling the island size, in a contrasting yet complimentary finish
- ◆ Running backsplash to top of cabinets for contrast and dramatic effect
- ◆ Creating much more storage by replacing typical drawer/shelf cabinets with many more drawers
- ◆ Adding recessed can lights and 5 pendant lights above island for improved lighting
- ◆ Adding a garbage/recycling drawer to the island, as well as a microwave drawer to eliminate a countertop microwave



Nook to Kitchen Before



**Nook to Kitchen After
-New table & rug with existing
chairs.**



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AS FEATURED IN ...



Arizona Daily Star

THE WALL STREET JOURNAL

Betty and her team delivered our dream home with more enthusiasm than we had ever seen. From the design of our new addition to the finishing details, all exceeded our expectations!

Betty acted as if the home was her own, with ideas that blew both of us away.

Teddi and John Lynch



Fireplace & Flooring Update

We made a significant update/upgrade to the bland fireplace wall on the great room side of this see-through fire place.

12"x24" metallic tiles were added to create a focal point.

The metallic tiles were flanked with reclaimed vintage Japanese fishing boat wood to provide texture and intrigue.

Flooring Throughout

Luxury Vinyl Tile (LVT) was installed throughout the home, except in bathrooms.

This was an economical way to achieve the look and feel the homeowners wanted,.

Paint Throughout

The entire home was painted with new grey and cream tones to tie all the design elements together.

FIREPLACE WALL BEFORE

The grandkids toys have now been moved to a dedicated room.

