



The following exercises are designed to help you practice and demonstrate your new skills.



FactCheck | Answer the following questions to test your knowledge of key points.

1. _____ defines the “shapes” in the room.
2. _____ is the “garnish” of the room.
3. _____ establishes the “direction” of the room.
4. _____ is the “anchor” of the room.
5. Name 3 common design pitfalls to avoid:
 -
 -
 -
6. Identify 2 ways to help make a room feel larger:
 -
 -
7. Identify 2 ways to help make a room feel more intimate:
 -
 -
8. Identify 2 ways to help a customer define their style:
 -
 -



ActionChallenge | Complete the following exercise(s) to practice what you’ve learned.

Using our catalog, website or furniture sourcebook, find successful examples of the following:

- A room with a strong focal point
- A room that feels open and spacious
- A room that shows balance
- A room that feels cozy and intimate
- A room that shows contrast

Print and label these images and attach to this assignment.



DevelopmentReview | Be prepared to discuss the following with your manager.

How would you describe your own personal style to a customer?

How will you help a customer define their own personal style?

Associate Name: _____

Manager Signature : _____ **Date:** _____