



LEADERS HOLDING CO.TM

Est. 1971

Monthly Focus

What: Website Tool- Room Planner

Why: Understanding how to use the Room Planner Tool on the Leader's Casual Furniture® website, is an essential sales tool that is sure to help build your average ticket. Room planner works by allowing you to configure a room or space, without actually having physically move furniture!

When: Anytime a customer knows the dimensions of the space they are looking to furnish.

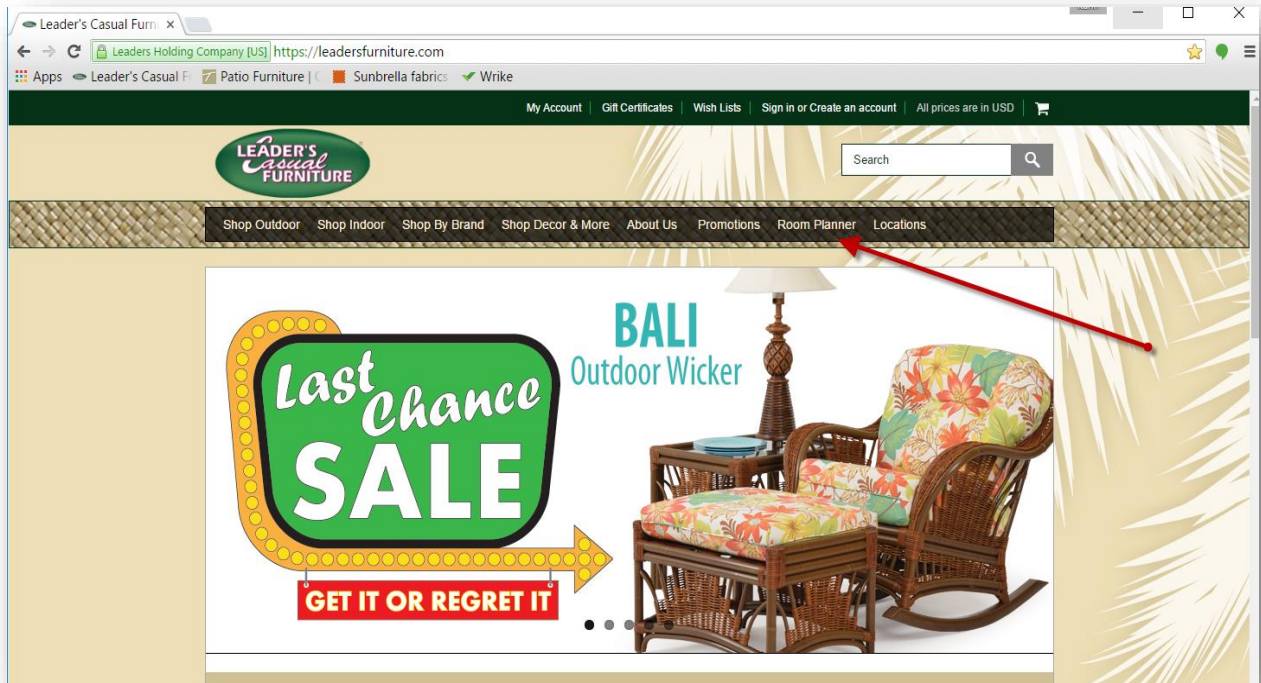
Who: All Showroom Professionals including managers, who are eligible to earn commissions.

FAQ?

Where: Is the Room Planner accessed from?

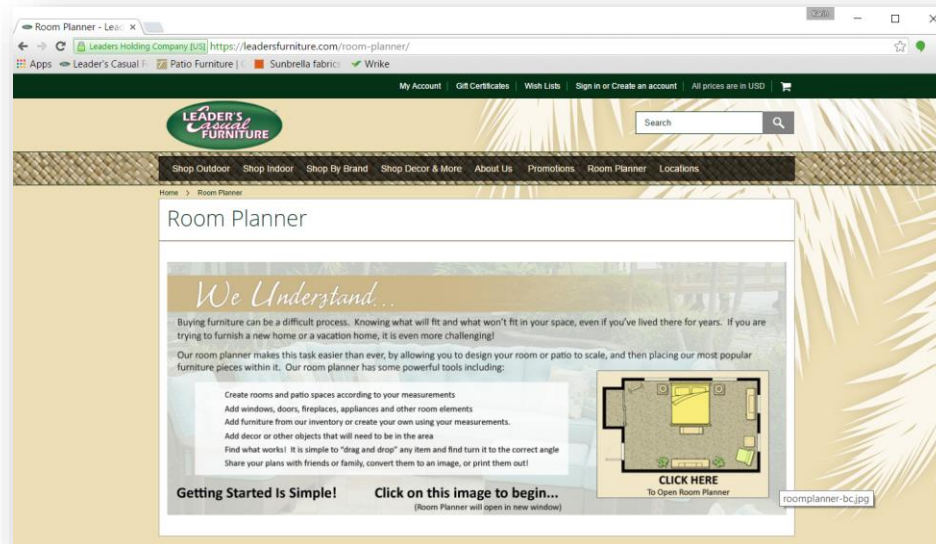
www.leadersfurniture.com -Select "Room Planner" from the Menu Bar





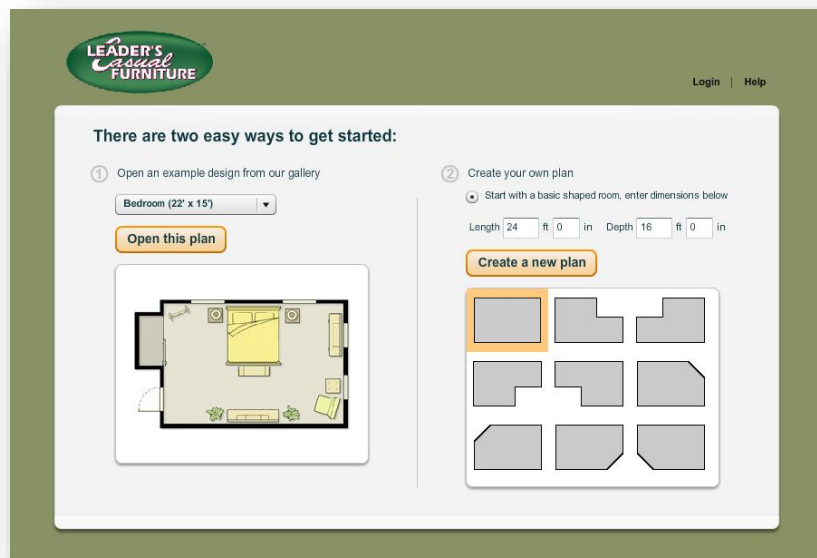
How: does the Room Planner work?

Once you've selected "Room Planner" from the Main Menu, the following screen will appear. Simply click on the bottom right that says, "Click Here to Open Room Planner."



Template vs. Create Your Own:

At the next screen you have two options. Option 1, use a pre-programmed template, or Option 2, start the space from scratch and create your own plan.



- ✓ The Pre-Programmed templates are available for the following room sizes:
 - ❖ Bedroom, 22' x 15'

- ❖ Dining Room, 21' x 13'
- ❖ Home Office, 17' x 14'
- ❖ Living Room, 20' x 16'
- ❖ Youth Bedroom, 15' x 12'


Don't over complicate things. For a large percentage of our sales, we are helping customers design their outdoor patios, balconies, and lanais. Generally, these are rectangular or square spaces without too many limitations/structural objections. The "Create your own plan" is a good option in these situations.

The Pre-Programmed templates have many built in, editable, structures such as windows, doors, closets etc. This is very helpful when configuring an indoor area. Choose a pre-programmed room when working with a customer on their indoor space.

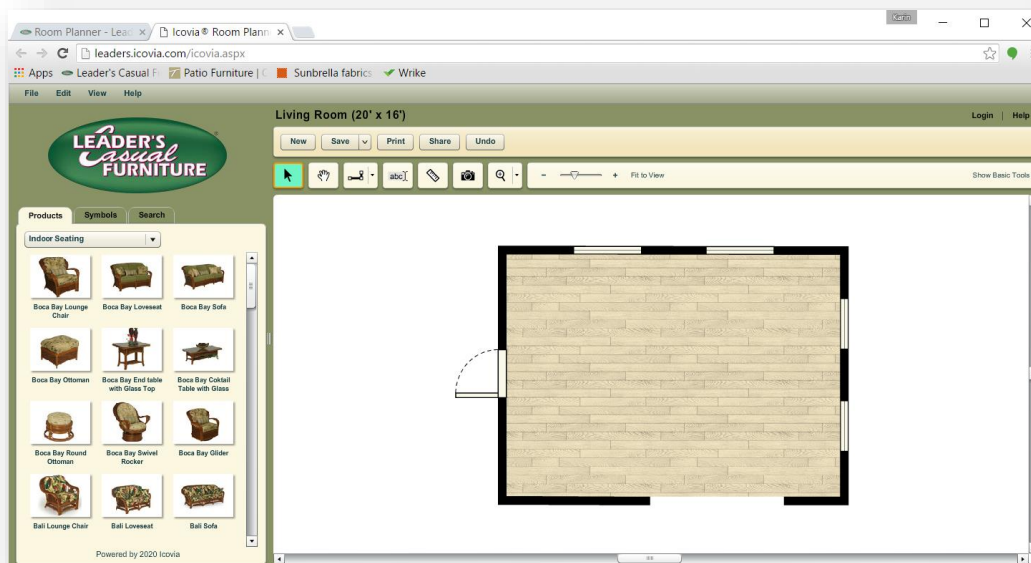
Let's Learn:

Start by Opening the "Living Room" Example template from the template design gallery.

The furniture pieces cannot be moved since they are part of the pre configured template; however they can be deleted so you are able to use the template as a blank room canvas to add Leader's pieces to the room.

Furniture pieces can be selected by hovering over and once the hand icon appears,  you can click on the item. To delete once selected, simply press the "backspace" button on your keyboard.

1. Delete all pieces of furniture in the room

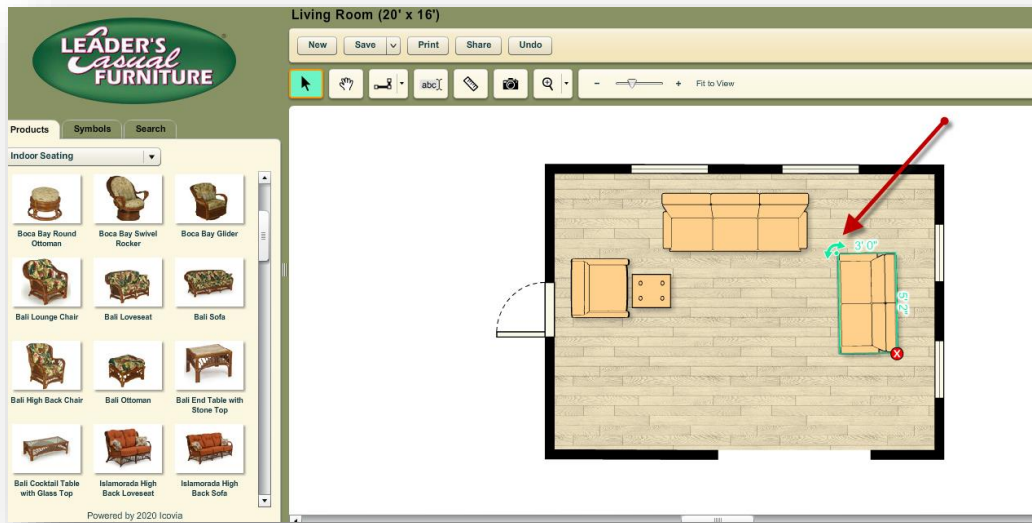


Furniture pieces can be added by selecting from the Products tab on the left side of the page.

Simply select the piece you want to add to your room design, and drag it to the layout.

To **move** a piece, select once you see the hand icon, and drag to the desired location and release your mouse.

To **rotate** a piece, select it, and once you see the green boarder around item showing measurements, click on the double sided arrow and this will allow you to turn/rotate the piece.



2. Add the following pieces to your Living Room Design: **Indoor Bali Seating- Sofa, Loveseat, High Back Chair, Ottoman, Rattan Swivel Rocker, Cocktail Table, (2) End Tables.**
3. Configure the pieces into the most desirable configuration you see possible.

Add Flare/Personalize!

There are built in icons such as landscape, windows, people, animals etc. These are a fun touch to add to make the document seem more realistic and personalized. Example- Did you hear the customer say they need an ottoman for their dog? Go ahead and add a dog on the ottoman in the room design plan! Your customer will love this!

4. Select from the Symbols Tab, under Miscellaneous, People/Animals, a dog of your choice and place into room design.
5. Save and Print your design! If you don't already have one, you will need to set yourself up with an account on Leader's website, so you can access these designs at a later date. Please save the plan with title "Focus Bali"

Create Your Own:

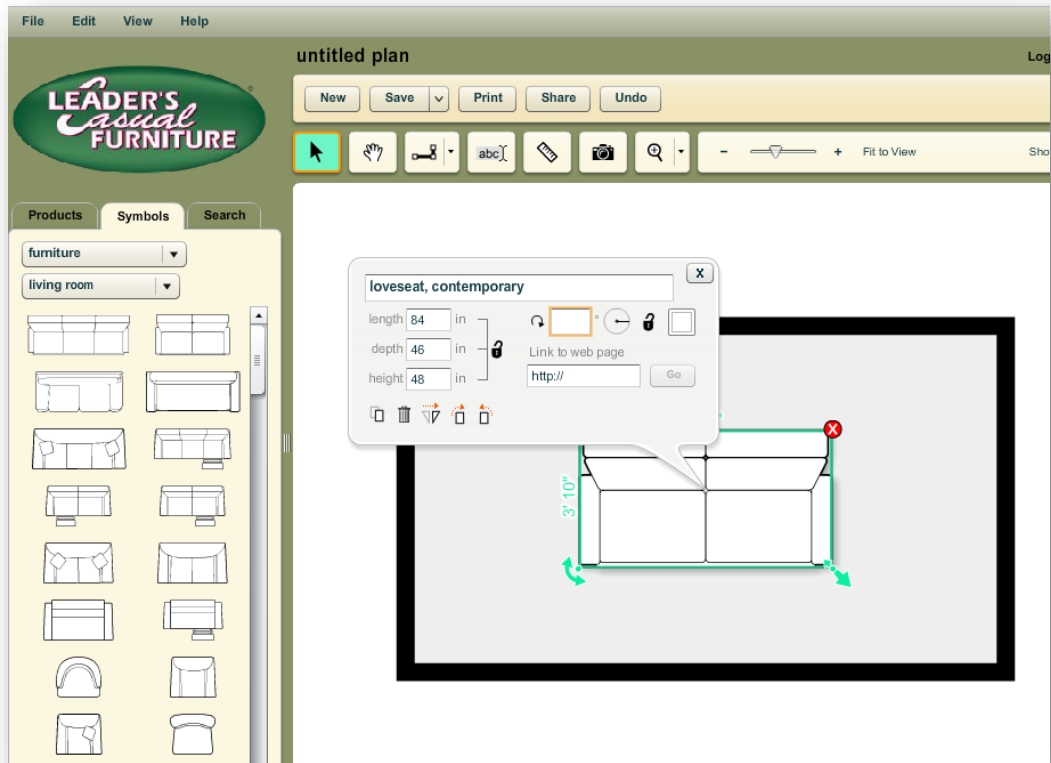
Generally, you will use this option to configure a custom space for your customer.

1. Create a plan using a basic rectangle shape, and use dimensions: Length 18ft, Depth 8ft

What happens when a customer is looking at special order or brand new pieces that aren't loaded onto the Room planner's Product list?

We can pretend by using a similar shape item and changing the size.


From the Symbols Tab, we're able to select furniture icons which you're able to modify the size of item.



2. Suppose customer would like the Lakeside Cushion Loveseat by Tropitone which is not loaded on the room planner. *You'll need to pull up Tropitone's website or Pricelist to get dimensions.* From the Symbols Tab, Furniture, Living Room- select contemporary Loveseat. Click on the item to allow for you to edit the dimensions. Put in the dimensions of the Lakeside Cushion Loveseat.
3. Add stock piece, 42" Round Marine Grade Polymer Firepit to the room design in front of the loveseat. This firepit can be found under the Products tab under Outdoor Seating.

Furniture pieces can be added by selecting from the Products tab on the left side of the page.

It is very important to understand the distance between pieces to allow space for walking and normal everyday living. The Room Planner has a built in measuring tool to help guide you in placing furniture

with proper distance between.  Select the ruler icon from the menu bar. To measure, simply click the two points you'd like to take the measurement between.

4. Measure the distance between the Loveseat and Firepit, you should have at least 1'6" of space. Move pieces around until you're able to create this space.
5. Print and Save this Room design as "Focus 2"