Gabriel Almeida Yep. Emilio Alvarez I'm joining from my phone for a second, but I'm almost empty. I'm just getting coffee real quick. Gabriel Almeida Okay. Gabriel Almeida Can you hear us? Emilio Alvarez I can hear you. Gabriel Almeida I don't think ladder can. Larah Biondo I can't. Gabriel Almeida Okay. Gabriel Almeida Emilia, you're not gonna believe it, bro, I'm here. Lotta just got our dating anniversary wrong. Like, posted on Instagram and everything. Should I leave it? Emilio Alvarez Leave you one or what? Larah Biondo I know exactly the date is the 18th. Emilio Alvarez Hello. Larah Biondo I just woke up thinking today was the 18th. I don't know what got into my head. Gabriel Almeida I mean, you clearly. You clearly didn't know the date, Larah Biondo Sure. I don't tell you every time you ask me. Five times a year. Gabriel Almeida That's why I have it on my. Larah Biondo Calendar, but I would have thought Today is the 18th. Gabriel Almeida The worst part is that you saw it on my calendar yesterday because I sent you a screenshot like, the agenda almost. Larah Biondo The point is, I thought today was the 18th. Gabriel Almeida Yeah. Gabriel Almeida So it's even. Even worse of a look. it's okay, guys. Emilio Alvarez I'm. I'm also a licensed therapist. Larah Biondo We all are. We all are with our own clients. So how can I help? Gabriel Almeida Yeah, so I think it'd be helpful to just dive a little deeper like, your thoughts on everything so that Emilio can, like. I think this is more for you immediately. For because I've asked and Lada and heard her perspective a lot of times. I think it's valuable for you to hear. Gabriel Almeida Yeah. Gabriel Almeida Yourself and you can ask like, your specific questions. I think it's also good because now a lot I can, voice her opinion without Lou. but go ahead, man. I don't know if there's anything top of your mind. Emilio Alvarez I mean, for me, top of mind flora is like, can you tell me more about the process in which you work with other, like, stakeholders in, like, the industry cluster? So, by industry cluster, we mean, like, mill workers, builders, the. Gabriel Almeida All those guys, furniture design firms, gcs. Larah Biondo Relationship with them. Emilio Alvarez Yeah. Like, how does that Larah Biondo So basically at least I'm talking about design. Design solutions. And I can also talk about Deborah Wexelman, which is the other office that I work. Gabriel Almeida We just talked to you this morning, by the way. Larah Biondo Yeah, we. Gabriel Almeida Was it good? Gabriel Almeida Yeah, it was really good. Larah Biondo Okay, perfect. So when I say us, both offices. And I know many small interior design firms operate the same or at least similar. Emilio Alvarez Yes. Larah Biondo Once the client closes a deal with us and signs a contract to hire Design Solutions. Every payment that they do for every single item is through us. If they hire our management, where we charge 25 of the fee on top of everything we buy. So go back a little bit. We have two types of services. We can just design your house, apartment house, whatever, give a package to the client and say, this is your design. He paid probably a flat fee according to the square footage of the apartment. Charge, I don't know, $15 a square foot to do all of that. So we're gonna select the finishes, the elevations, the flooring, everything. And we're gonna give him a package and say, good luck, do whatever you want, build as we did, don't, I don't care. And buy everything and build on your own. Larah Biondo And then we have a second phase that we which is the construction phase and the execution phase. So if the client is to do the execution phase with us, we charge a 25 management fee on top of everything that we buy. So that means we're going to contact the vendor, we are going to place the order, we are going to track delivery, we are going to count every single piece that is delivered to make sure that it's according to what we requested. If it's not broken, if it's not the wrong finish, and we're going to deliver the apartment. 100 done. For the client to live in. So once we go to that phase of execution, that's where our relationship with vendors is very strong. Larah Biondo And that's where most of the communication happens, because we need estimates, right, to make sure that the shop drawings are correct. Shop drawings are the drawings that are going to be sent to for example, from a mill worker. So this. Emilio Alvarez And how does that communication currently work? Larah Biondo I mean, really, right now we have our trustworthy vendors, The vendors we know that we can count on. I mean, we exchange a couple emails, we send our. So let's talk about specifically a millworker. We send our shop drawings. So we created everything, It's amazing. I want this to have a stone, this to be in lacquer, this to be in wood, this to the elevation looks like that with a 2 inch border. All of that is specified in our drawings that we do in our case in which Leticia in Brazil because that's all right. Drawing we send to the mill worker and can you please give us an estimate for how much you charge to have this built? He then sends us as an estimate. Emilio Alvarez And how does it, how is this sent? Gabriel Almeida Via email. Larah Biondo By email? Yes, email or WhatsApp, but most of the time email. We do communicate with them a lot via WhatsApp calls, you know, to answer any questions. Sometimes we jump on zoom calls to go over the drawings to see if the millwork has any questions. Once we finalize that estimate, the client and a client approves, they pay the 50 deposit. Then the mill worker needs to produce his shop drawings so that I can sign. So here there's an opportunity for you guys for a drafter to produce drawings both in the interior design firm and in the millworker firm. Because we need someone to and the millworker needs someone to draw. Emilio Alvarez Is this duplicative work? Larah Biondo Sorry? Emilio Alvarez Is it. Is it like duplicate work? Larah Biondo Yes, yes. His drawings need to match exactly my drawings, and I am only going to sign off on them once they do. Gabriel Almeida But he's drawing something else than your drawing, Larah Biondo No, he's drawing the exact same thing and it needs to be the exact same way that I drew. Emilio Alvarez But why doesn't he use your drawing? Larah Biondo because the drawing that he has is going to be sent to production. He needs to use whatever software he needs. I don't know what software is compatible you know, his machine. Maybe he uses, like, Rhino. He uses which are applications that are much more precise than which is what we use. You'll barely see any architecture from using AutoCAD nowadays. It's not worth it because it's not complete. But for interior design, it works. We're not building crazy structures. We're not making sure that the top floor aligns with the first floor. We're not doing anything structural. So it's fine for terms of detailing to use but I don't know what software the millworker uses. So, yes, is 100 duplicate work. He needs to draw exactly what I'm drawing in his software. In his software? Gabriel Almeida His software is what's sent to, like, his internal production. And they can only work with a file. That's the software that they work with. Larah Biondo Exactly. Gabriel Almeida Because they feed that file into machine or something that makes it. Larah Biondo I mean, Yes, sometimes it's just. I don't know, honestly, if. If that's not the case, it's just a standard procedure that we do mostly. Now that I'm thinking of it back. Emilio Alvarez I was just changing to my laptop. Larah Biondo Yeah, now that I'm thinking of it. like, reasons why that could happen if it's not because it's connected to a machine or something. We are designers. He's a millworker. So when I send him a drawing, I was like, I want this to look like this, right? And I'm gonna draw this. Not gonna draw the interior, not gonna draw this detail here. He's gonna have to tell me how he's gonna make this work. So, Lara, you drew me this. I am proposing that the side has this little groove so that once you open it and you can do it like and then this is going to be in a diagonal. Are you okay with that? So that's reflected. Gabriel Almeida Okay. But then he adds to the drawings, not just like duplicate work. He adds more detail to the drawings that you create. Larah Biondo Construction details that I am not but he needs to specify to make sure that I'm okay with because then they're going to reflect visually and I need to be aware of how it's going to look. Emilio Alvarez And how do you track all of including the approvals, the changes, the. Larah Biondo Submissions, all by email and drawings? So doesn't matter. but we talked that day that this detail would be done. That doesn't matter. If it's on the drawing and it's signed by that's how it should be done. Emilio Alvarez And is that working or are there any specific pains, like having to go back and forth in email, WhatsApp, all of those things? Larah Biondo There's a lot of back and forth. A lot. And I would say that's basically because there's very. It's very hard to find people that are very detail oriented and attentive. So you guys would be amazed on the shop drawings that we sent that again, we are very detailed. We include details that no other companies include mill workers. They love when they receive our shop drawings because they're like, my God, this is so complete. Like, I barely need to add any details. Like, you know. But even then, when I received the shop drawings from the mill worker, I've had to, get the phone and say, hey, what the fuck? Like, I'm not going to waste my time correcting this. Larah Biondo You tell your team to look at my drawing again, draw according to what I'm and then I'm going to take the time to revise it. So it's very hard to find people that are qualified to make these drawings. So there is a lot of back and forth. Emilio Alvarez And is this a people thing or a. Partly. Like a. And like, I'll. I'll disclose a little bit part of what I think. I have an intuition, Nana, that there's an expansion opportunity later on to us as we have outsourced folks work with you and potential workers etc to have a software layer that manages the communication revision process and all those things. Larah Biondo That would be amazing. Amazing if I could. I never thought of it. That would be amazing if there is a website or something. for example, once I receive the shop drawings, I have an iPad. I get the iPad, I make all the corrections with the red pen, and I send it back to them. So let's say there's a platform that I can upload these shop drawings and all of the revisions are going to be there, right? And I can make the comments as I would in an email. And it's everything there. The revision, the comments I made, the revision, the comments I made. Because sometimes, believe it or not, revision number one, I correct this. He sends me back with that corrected. Then on revision number two, there's something else wrong that I catch. Larah Biondo Then revision three, I don't know but he has the mistake from revision one and I'm like, dude, what the. Like, circ. Look back at revision two, you know, and do me revision three. So this platform would be amazing to have everything there. So he doesn't need to go back on the email. Okay, let me see. What's revision number two that she's referring to Gabriel Almeida And how many. And how many, back and forth you usually have with the millwork, one thing that they're doing for you? Larah Biondo It depends. Oh, it really? And again, it's all about the capability of the person that's drawing on the other side. This project in Mall Harbor. Kitchen, Kitchen drawings. I signed revision 1010 for just the kitchen millwork. So, it was the kitchen company. They did the kitchen millwork, the laundry, and a sliding door. That was it. 10 revisions. Now I've had an entire apartment. Gabriel Almeida Sorry, 10 revisions, like, of all those things or 10 revisions just because, like, it's a package. Larah Biondo They send a package, Gabriel Almeida They send a package for you to revise. Gabriel Almeida Okay. Larah Biondo And then I revise it 10 times. Gabriel Almeida Okay, got it. Larah Biondo I don't know. But again, another mill worker in this other project in south beach, it was the entire apartment. So it was kitchen, wall units from tv, the laundry, the powder room, the office, millwork that had a cool desk with a closet. Both closets. I think I signed off on him in like, revision five. Gabriel Almeida Okay. Larah Biondo Which for the size of that project is pretty okay. Emilio Alvarez And if you have to estimate, like, how much time do you spend per Larah Biondo Per revision. It depends on the project, of course, the size. What I'm revising. But I would say like, at least an hour because, again, I need to be very detail oriented because once it signs I mean, if I sign something wrong, I'm screwed. Emilio Alvarez Into. What are your lower and upper Gabriel Almeida Right. Larah Biondo I would say an hour to. If I'm only focused on which is but an hour to three hours maximum. Gabriel Almeida And then. Have you heard of like, software in the industry to make like, this work like, the millwork easier or the work with the GC Like, have you heard like. Or is it just all And from what you've heard in the industry, it's all manual. emails, back and forth, attachments. Here's the file, send the file back. Gabriel Almeida Boom. Larah Biondo So you guys can definitely look into this. Now that I'm thinking of buildcore, which is the construction company that we work with, works with a website, a system, I don't know, called Procore. And the way that they do, which for us is amazing, every day they input the construction, like, how the construction is going. So if I log in on my email, there's going to be an automatic message from Procore saying, Janet, just inputted yesterday's daily log. So they put exactly what they did at the job site and they put pictures. Not all construction companies do that. Buildcore, to be is the only one until this day that we worked with that uses this system. Gabriel Almeida And how many have you worked with? Larah Biondo I mean, Lara, four or five, but design solutions, many. Gabriel Almeida Okay. Larah Biondo So I don't know what else Procore does because that's the only thing that I use. But I'm sure it does many other things. So that could be something to look at. Gabriel Almeida Yeah. Larah Biondo And that was actually a feedback that I got from this construction company, from the one in South Miami, South Beach. I didn't take him seriously because he was like, all over the place. So when he said that, I wanted to, like, punch him in the face, but he was like, Because sometimes I get, a little bit lost because you send things by email and things change all the time. And I'm hey, I send you by email. I bubble everything, do everything according to the books. If you're not organized, if you don't save the files that I put you, that's not my problem. But again, it was a feedback that he gave that. Gabriel Almeida And who was this? Who was this? Larah Biondo This was Max. His. His company is Called Yellow Horn. Gabriel Almeida But what are they? What's. He's a GC. Larah Biondo He's a BuildCore. Yeah, he's a GC. Gabriel Almeida Okay, got it. Emilio Alvarez He's a construction company and out of cursor, do, when you're doing feedback and stuff like that. I guess it's two questions. One is like, is it better to do it in writing or over zoom? And like, the second one is does it have to be in Or it can be like, asynchronous. Gabriel Almeida What are you asking about specifically when. Emilio Alvarez They'Re doing, like, feedback and all those things. Gabriel Almeida Feedback on. On, to the windmill, you mean? Larah Biondo Yeah, yeah. Gabriel Almeida Or. Emilio Alvarez Or anything. Or like. Larah Biondo So we have a very strict policy of you can discuss whatever you want on the phone if it's easier for but we need everything in writing. So. Because at the end of the day. Oh, I don't remember I discussed that with you. Well, that's your problem. It's here on the email. You agree to it and that's what we're going for. Because in construction there's a lot of decisions. Gabriel Almeida Yeah. Larah Biondo And that needs to be in writing. You know, the primary way you're going to discuss them is up to you. Obviously, when it's a lot of we will jump on a call. But what I like to do, I write an email with a thousand different things and I'm happy to jump on a zoom call with you. Or a call client calls me, I. I reply to that email already writing everything that the client's telling me on the phone. Hang up the phone. As we discussed by here is the items that you approved. And I send that email because everything needs to be in writing at the end of the day. Larah Biondo So if there's a machine that or a program that you can create to, I don't transcribe those, what we just talked about into the email. You know, keep that in a client's project folder. You know, all calls that were discussed. I don't know. Emilio Alvarez I'm yeah, that's probably where my head is going. Larah Biondo Gabriel Almeida Let me ask you this. I know it's a hard question, but Emido had this really cool idea. I think it's a great idea of if we start as a service company that's outsourcing to your entire ecosystem of stakeholders and Design Construction we're going to start understanding the customer super well and getting a lot of data from you guys. And then with that data, we can build operating Systems like softwares to make your work more productive and to digitize. Emilio Alvarez Your work including these kinds of things. Gabriel Almeida That we could also just go doing that and not do a service and outsourcing business at all. like, my question to you is what do you think is a bigger pain point for you guys? And what do you think you guys be willing to pay for more? Like, is that like, do you have an opinion in your head if it's like a better outsourcing structure, which is what we've been talking about until this point, or maybe a SaaS product like Because, because a SaaS product like I'm going just to give you some guidance. A software as a service product like this would add costs on top of your firm with the argument that it's like bringing more productivity. But it would add costs. It's cost you don't have today, right? Larah Biondo Gabriel Almeida And the other one. Gabriel Almeida Yeah. Gabriel Almeida And the service and the outsourcing service won't necessarily add productivity. Maybe it adds productivity because it reduces your turnover, it reduces the time that you need to spend recruiting when people leave. But it cut costs. What do you like, do you have an opinion? what do you think? Larah Biondo So what you said is super important because one would be adding costs and the other one hopefully would be cutting costs. But apart from that, what I think concerns me a little bit is that there are already many applications, softwares, whatever we can use that are not 100% done for interior designers and architects. But that would suffice. You know, right now Nico and Vivi from our team, they're looking into ClickUp. I don't know if you guys ever used it. If not, what is definitely research about it because it's amazing. We can do our punch list items we can do to do list. You know, every time I request which is from the estimate department to do an estimate, instead of asking her, I'm going to click up, I'm going to tell her which day I need. Larah Biondo It's going to automatically go to her to list with the date that she needs. So there are already tools that we can use to make it work. Again, it's not done for an interior design firm, but I'm pretty sure it's going to help us a lot. Emilio Alvarez And that's a fundamental question like how much better would it have to be and how much better could it be if were to build something specifically for managing this operational structure. Larah Biondo I mean, I think that's a question. I cannot answer you this question now because we just started looking at ClickUp. So I don't know exactly what it does and what it's lacking, which is the question. Gabriel Almeida Click up. ClickUp isn't going to allow you to like, track revisions in the back and forth of drawings of the windmills. Gabriel Almeida Right. Gabriel Almeida It's something else. Larah Biondo I don't think so. I think this would be something internally for the office. So if there is that. Least that I don't know of yet. Or maybe Pro Cor, I would say in this case it's important. If you guys are thinking of communication from interior design office to construction procore is a very important tool for you guys to research about and see if that already offers what you guys are thinking offering. Yeah, because it but I'm not. Gabriel Almeida like, all it has to do, Emilio, like, to do. I know we're only talking about, like, the interaction between the woodmill and the designer for now. Gabriel Almeida Right. Gabriel Almeida And there's a bunch of other things, but, like, all that system would have to do is allow them to attach drawing files. Be them. I don't think you're sharing AutoCAD files, You're sharing PDF files that are extracted from the AutoCAD or extracted share both. Larah Biondo Normally we just share PDF. Gabriel Almeida Okay. Gabriel Almeida So you just need a software that allows them to track, like, versions of the PDF files and comments per version. Like, bro, that already exists for sure. There's already. That does that. Emilio Alvarez I but, like, what I'm wondering is Like, in my mind, like, I'm just like, dude, I've been told this for half an hour. But, like, imagine if you couldn't. Like, have you ever used Loom? Larah Biondo No. Emilio Alvarez Loom is imagine you take a small video of yourself and you can share your screen. Larah Biondo Okay. Emilio Alvarez like, if you can leave the comments like, you can highlight the specific thing and it creates the record, and the record goes to like, whatever system you use to track your. Like, I'm saying, like, if we can like, map the whole thing so you have a package you know, like, exactly what's going on. You're not spending time going back and forth on email 25,000 times. Like, it's there. Like, there's no confusion. There's no. There's a portal for your client to see the last review and accept. Larah Biondo That would be super nice. this is something but I interviewed a girl that she mentioned a program Called which is. That's more of a visual and visually appealing way of almost like you create a website for your client for their project so he has access to all the floor plans, all the revisions, all the presentations, all the finishes, whatever. I think that's something different. and I thought it was cool sharing it because I don't know again what that program does, I don't know what it offers. Gabriel Almeida It seems very what we're talking about to like the software for them Emilios. It reminds me a lot of the operating system that we thinking for tower pos. Gabriel Almeida Right. Gabriel Almeida It's like maybe interior designers and builders and they don't have the fragmented solutions to digitize what they do yet. Gabriel Almeida Right. Gabriel Almeida Although they're probably available. But like we're discussing here the incremental value of us creating kind of of a more end to end software that's built for their needs. Gabriel Almeida Right. Gabriel Almeida But ultimately it's like I'm going to go back to the question that I asked you. I want to see if you have an opinion on it. It's like what is more more of a need for you. What would you be willing to embrace more extra costs to have higher work productivity and what you would see other designers think of as well in a tool like that or the service that were talking about before of outsource. Larah Biondo my first answer would be the service because small businesses like ours, they're always looking to cut costs. you know, yes, it's gonna but how much is it gonna cost? if it's something that. Gabriel Almeida Yeah. Larah Biondo Doesn't make, it doesn't make sense Gabriel Almeida Us because it's not broken. what it's fixing is not broken. It's just making it better. Gabriel Almeida Right. Larah Biondo We make it you know. It's crazy. Sometimes we make mistakes that probably wouldn't happen if we had the device, the program. you know, it's. We've been surviving just fine. Gabriel Almeida Yeah. Emilio Alvarez And I'm curious what would happen for Because one of the things that I wonder is I'm the reason I started thinking about this as I was thinking operational, let's say that you hire someone through us. Gabriel Almeida Right. Emilio Alvarez what is the handoff and integration for a particular project look Because one of the things that we're starting to hear is a need on demand help that's been vetted and if that's the case, at least for me, intuitively, one of the most important things, like, how do we bring you on as fast as possible so that you understand what's going on, what's not? like, what I was thinking is like, well, it would be great to have somewhere where we know the revisions, the chat. If we have zoom calls, they can read the transcripts. They can. So you can get up to speed fast, asynchronously. Like, that's kind of like where my head was going. Then I was like, hold on. Yeah, this could be valuable for them, period. Larah Biondo Very true. That is very true. Gabriel Almeida What Emilio is mentioning about on demand. I don't know if that's clear to but it's like you being able to press play on like, I need an extra drawer, I need an extra drafter. Because business is crazy now. We have a ton of projects and in a few days we have someone in your team doing a good job part time, you know, which we're hearing. we spoke to three designers now. We spoke to you, Zhuangabi and just to give you a notion, like you said that you are not happy with your drawer so you'd be willing to change her, especially in a structure that we would give, that we would guarantee like you wouldn't have to spend time recruiting after potentially better quality, all that crap. Gabriel Almeida You wouldn't, you would able to hire her in a more formal structure way, buy the book, not pay taxes and your transfers that you do for about all that crap, So like you said that you would be willing to change your current outsourced person to us because you're not satisfied with her and potentially outsource more things that you don't today, right? Potentially add new weird services like a business consultant or something like that. But also your interest in being able to activate someone part time just when the projects are but not a full time hire. Gabriel Almeida Gabriel Almeida You mentioned, you mentioned all that. Gabi mentioned that they're super happy with the girls in Brazil that they've been able to find to draw with her Jagger. Gabriel Almeida Gabriel Almeida Because they got lucky basically so they wouldn't see a need now to replace those. So apparently they would only be interested in potentially some cool new business consultant thing to help them operate as a business better once in a while and to have this plug and play option because when business booms for they're also in trouble. Gabriel Almeida Right. Gabriel Almeida And then we spoke to Ju and Deborah that And she would be willing to in her opinion, the current 3D renders that they. Because they're not happy with them. She'd be willing to start doing drafters for 2D outsourced because they don't do that now potentially willing to include things like a business consultant or something like that. But she would also hold her a. Larah Biondo Thousand times to do so. What, Deborah, do what exactly to have that consultant. The day I left Deborah. Gabriel Almeida Yeah. Larah Biondo I was like, she's not a businesswoman. Gabriel Almeida Yeah. Gabriel Almeida And then they also said it would be valuable to have this plug and play thing. Gabriel Almeida Right. Gabriel Almeida But this is something that I haven't told you yet, Emilio. What worries me from a business perspective is for our P L, this plug and play thing sucks because if the S is only paying us once in a while in a very unpredictable manner because their business is very unpredictable. It doesn't have a lot of cyclical patterns. It has some, like, if they're paying us once in a while to put something. Emilio Alvarez Pricing architecture. That depends on pricing architecture. That's where like I was saying, we. We give you a SaaS that gives you hours that you accrue. Well, not a SaaS, but like you. You're buying every month and on demand hours. But you have to pay us like a lawyer. You're on retainer. Gabriel Almeida but they're not going to be willing to pay men and correct me if I'm wrong here, a lot of. But if you want someone that's a plug and play when hits the fan, they're not going to be willing to pay anything on a recurring basis for that person. Gabriel Almeida Man. Gabriel Almeida They might be willing to pay a premium when they need but they're not going to want to pay. Like, it's not just pricing architecture. Like, I don't think that's something they're going to accept. Larah Biondo Gabriel Almeida You know. Gabriel Almeida Do you agree? Emilio Alvarez I mean, look, I have the same concern. Like, that's what I mentioned after the first call when this was brought up, that like, I worry. Gabriel Almeida It's. Emilio Alvarez It's not for me. It's not in the P L. It's like the staffing and the volume we would need. Larah Biondo I don't know how complicated that is for you guys. But yes, our business is very volatile. But there is a pattern. There is a pattern of. We rarely get many projects in the beginning of the year. with you know, New Year's hangover no one's really thinking about renovating their home and spending $2 million. And then at the middle of the year, people start waking up. So there is a pattern, but it's not 100% science. Emilio Alvarez I mean, is it the same pattern in every firm? Because that's. Larah Biondo I would say so, yeah. Gabriel Almeida Yeah. Larah Biondo Again, talking about my type of firm. Gabriel Almeida Yeah. Gabriel Almeida Not necessarily for a builder. Gabriel Almeida Right. Gabriel Almeida Immediately. Because people are building houses like. Larah Biondo Gabriel Almeida All around. Gabriel Almeida Not necessarily for. I don't know. I don't know. Do you think that woodmills and furniture designers follow the same cyclical pattern that you guys do or. Larah Biondo It's a good question. I. I wouldn't. Gabriel Almeida Okay. Larah Biondo Give you guys contacts because I know I'm. I owe you guys this. Gabriel Almeida Yeah, this is super helpful. like, I know this is kind of complicated because they are your partners, but, like, would you be willing to put us in touch with a few, or maybe one woodmill and one furniture designer and maybe Bill Core so we can like. Larah Biondo Absolutely. Gabriel Almeida Would it be productive to speak with other people in the ecosystem at this. Gabriel Almeida Point or you want to. Emilio Alvarez I do think so. like, dude, like, I mean, it's again, small N. But I have an intuition that we're gonna keep hearing this. Like, I want on demand staff. And if that's the case, we need to figure out if one, does it make sense? Two, is there a business model we can build that people can do? And then like, if it's completely correlated and happens at the same time? That's gonna be hard, man. Gabriel Almeida but my. But what I'm getting from men is like, you seem to be more focused on this need on demand stuff. Staff, two of the three people that we talked including Lara and Deborah, say they want to do full time stuff with us. Emilio Alvarez And maybe I'm over indexing on that also. Larah Biondo But actually, I think. I mean, I think both are very important. I understand if you guys want to go just one but no, it. Gabriel Almeida Can be a combination of two. And what I just like, if it's. If the only play is part time I really don't like that. Larah Biondo Mm. Gabriel Almeida I don't like unpredictable businesses. Gabriel Almeida Fuck that. You know? Gabriel Almeida But anyways, I cut you off. What were you gonna say? Larah Biondo because I mean, for example, now we're doing fine with the amount of people that we but we have a job opening and hopefully we're hiring someone tomorrow. Do we need that person right now? No, we don't. That's Point blank truth. Gabriel Almeida because they're another volume of. Larah Biondo Products like, very low in our projects, which is not normal in the projects. Gabriel Almeida And you rescheduled our call four times. Gabriel Almeida Huh? Larah Biondo I know that's true I mean, I got everything from that person. you know, we. We need someone because we know the current situation that we're in is definitely not normal. I mean, we don't want to keep that current situation because we need clients. So we are hiring someone with the prospect of future clients. Gabriel Almeida Yeah, I hear you. Larah Biondo So if were to have that on demand option, I don't know, maybe we wouldn't be hiring right now. Gabriel Almeida Yeah. Gabriel Almeida No, that makes sense. Amar, we doved like, like, with you now and your relationship with windmills. It'd be great if we can have some other 30 minutes calls. Just to be respectful of your time. I know you're busy. To talk like, your interaction more in depth with, like, the other parties, you know, with like, the furniture designers, with the. With the builders. Gabriel Almeida Right. Gabriel Almeida I don't think there's anyone else in this ecosystem, is there? Larah Biondo I don't think so. But I can give a quick thought if you guys have a couple seconds. I can already talk about the furniture because as of now, honestly, Design Solutions does not use furniture store services of what I had mentioned. For example, sometimes clients come to the furniture store, they don't have a designer. They just like the store and they come in, this is my floor plan. Can you make a floor plan for me? Put where you think the dining chair is going to be the dining. The living room. And then that store is going to do that with, of course, their items. And then at the end of the day, they're going to show hey, we proposed this layout for this chair. You have two options. For the dining, you have two options. Larah Biondo Whatever it is, we don't use that because we like doing our floor plan the way that we think is best. Gabriel Almeida It's your core business. Larah Biondo And we select the pieces we want. So all the communication I have with furniture stores hey, can you send me an estimate for this, item? Period? Gabriel Almeida Okay. Gabriel Almeida Now, they do custom furniture. Larah Biondo We do custom furniture. But they are rarely with furniture stores. They are. That's interesting. Someone else, maybe they are with upholstery people. So it's a vendor, just like a millworker does. Mill worker. The upholstery vendors does upholstery. Fabiola, that did the chairs in your. Gabriel Almeida House she just does fabric. Larah Biondo She does fabric and upholstery. A furniture is made of upholstery. but then you need to give. Gabriel Almeida the furniture for her to redo the fabric of it or something. Larah Biondo Yes. Or she can do a bed from scratch. Gabriel Almeida Oh, she can? Larah Biondo In. In the palace. If you go to our website that the master bedroom was 100 done by her, the bed and the headboard. Gabriel Almeida But then she works with her woodmill to do it. Larah Biondo I don't know. I don't know. All I do is the same process I do with the mill worker. I send her my shop drawing. Hey, I want the bed to look like this. I want the headboard to go side to side with the little spacing on the headboard at 12 inches. Gabriel Almeida And then she figures it out. Larah Biondo she doesn't even have shop drawings. She sends me a sketch by hand. And since we've been working with her for we trust her. You know, she's a little bit crazy, but she delivers it, so. Gabriel Almeida Okay, interesting. but what about like. So what about high end furniture? design, like, don't you hire sometimes some, high end furniture design people or firms to create custom furniture. Larah Biondo For, like, that's super expensive, not it's not worth it. Gabriel Almeida It's not common. Emilio Alvarez I mean, usually you go to Restoration Hardware and those guys, Larah Biondo Like, some stores, they can do but then it's you know, right now I was talking to Addison House, they're let me know if this table doesn't fit the elevator and we can do a custom size. But then it's a custom size. I'm not like customizing the table. It's going to be the exact same table. Gabriel Almeida Oh, but that's. But I think that's what I'm thinking of more. Gabriel Almeida Right. Gabriel Almeida It's like when you talk to these stores that are, they're not making a custom piece of furniture for but they're doing a custom size of something for you. Gabriel Almeida Right. Larah Biondo There's no drawing whatsoever involved. It's just an email saying, hey, do it custom on this side. Gabriel Almeida Okay. Emilio Alvarez Because I mean, especially if you're thinking about tables and stuff, the legs, you can just move. Like, it would have to be so much smaller. The actual, that's going to be. Larah Biondo Reflected on the estimate the size. Of the tabletop and. Gabriel Almeida but Emilio, that doesn't mean that there aren't good potential outsourcing clients for us. It just means that like, Lara doesn't exchange drawings with them. Gabriel Almeida Right. Gabriel Almeida Because I spoke with and Gabi worked like, a. I don't know if it was a custom furniture firm or. What does it say in the Excel sheet? Real quick, Camilo. Larah Biondo It's the Casa Petros. Gabriel Almeida No, it's in the Excel sheet. Where is it? Give me a second. It's in the Excel sheet that she sent us. Gabriel Almeida Right here. Gabriel Almeida I'm opening but she basically. It's called Harmony Studio Miami. Do you know what it is? Larah Biondo It's a furniture store. Gabriel Almeida Yeah, the furniture store. Gabriel Almeida Right. Gabriel Almeida She said that when she worked there, they had to do drawings all the time. Larah Biondo Okay. Gabriel Almeida Of the furniture. Gabriel Almeida Right. Gabriel Almeida like, do the different sizing that, like, you need a new sizing. They need to do a little drawing of the furniture. Gabriel Almeida Right. Gabriel Almeida Of the new size. Larah Biondo Okay. Gabriel Almeida Anyways, it's, not that they exchange drawings with but they could potentially be still probably. Larah Biondo Maybe they need. So let's say my communication was with them. Is that okay? Instead of the tabletop having 118, do it at 100. And then the store needs to do that drawing to send to the factory. That's behind the scenes. So I don't know. Gabriel Almeida Yeah, we need to talk to them. Gabriel Almeida Cool. Gabriel Almeida Thank you so much. Larah Biondo so let me know whenever you guys want to, talk about other things. If you're in a different phase, we'll do. Gabriel Almeida Can you please connect us to, like, some, like, Woodmills or some, like, some of this. Like, this Harmony Studio people. If you know any of them, like, these type of, like, people. And like, Bill 4, If you could. Would be amazing. Larah Biondo So Bill, Core, Harmony. Harmony. I'll send you her WhatsApp. I'll contact her. She's too. Patricia. Bill, Core, Harmony and mill workers. Gabriel Almeida Yeah. Gabriel Almeida Like, if more GCS and more furniture design studios that you connect us with. Amore, that'd be great. But we can either ask that for you now or, like, after, you know. Gabriel Almeida Okay. Gabriel Almeida What do you prefer? Larah Biondo I'll. I'll think if I have options, to be because Fabula pops in my head, but I. I don't think fabulous a good. Gabriel Almeida I think fabulous a waste of time. Yeah, she's too small. She's like a one shop. Larah Biondo No, she's too crazy. She's take all of your time and just scramble your head. Gabriel Almeida Yeah. Larah Biondo But. Okay, I'll think about it. Gabriel Almeida Amazing. Gabriel Almeida Thank you. Larah Biondo You're welcome. Have a good day. Gabriel Almeida Bye.