

Madcap Cottage's John Loecke and Jason Oliver Nixon created a custom colorway of their Blossom Dearie fabric exclusively for BOH

The Designer's Guide to
**HIGH POINT
MARKET**

October 19-23, 2019

Model Behavior: Miranda Kerr, Furniture Designer

Dream Teams: This Season's Hottest Collabs

The Schedule: 150+ Can't-Miss Events

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And here.
And here.

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Visit the Crypton patio, an outdoor oasis and hammock garden. Oct. 19th - Oct. 22nd.
Off the walkway btwn. Transportation Terminal & Showplace Bldg. #cryptonpatio

cryptonhome.com/hpmkt

MARKET REPORT

Showroom openings and Hollywood A-listers are shaping this fall's High Point Market. Here's the news to know before heading to the show. **BY HALEY CHOUINARD**

Fair First-Timers

The presence of European vendors at Market continues to expand, with the addition of Belgium-based furniture maker Dôme Deco in IHFC (210 E. Commerce Ave., IH407) and Fiam Italia, which has been added to the Leif Petersen showroom (220 Elm St.). Speciality bookseller Common Ground will open its doors in Old Market Square, and Suites at Market Square (200 W. Commerce Ave.) will welcome 24 new additions this fall, including Crate & Barrel, Swarovski Lighting, and South + English, a newly launched home brand from veterans of Julian Chichester and Mr. Brown.

On the Move

The map of High Point is constantly changing, with showrooms moving and expanding each Market. Having just settled into its 28,000-square-foot showroom at The Bank on Wrenn (203 N. Wrenn St.) this spring, Made Goods is already expanding, adding a third floor, complete with a terrace that will showcase the brand's outdoor collection. Another major transition: After exhibiting in a temporary booth in InterHall, Dutch furniture, lighting and accessories brand Eichholtz debuts its flagship U.S. showroom in the 20,000-square-foot stand-alone space formerly occupied by Christopher Guy (129 S. Hamilton St.). Elsewhere, InsideOut Performance Fabrics is opening a new showroom on the third floor of 200 Steele (Suite 313). Among the changes in IHFC (210 E. Commerce Ave.) are new locations for Vermont-based lighting company Hubbardton Forge (IH305), upholstered furniture maker Romano (D508), art and home accessories showroom John Beard Collection (G365), and color-loving designer Dana Gibson's pop-up shop in the Norwalk Furniture showroom (M108).

Hollywood Comes to Market

While the industry always attracts a certain number of celebrity fans, two Hollywood A-listers are getting in on the action this fall. Having written several books on interiors, Academy Award-winning actress Diane Keaton will be at Market to introduce Keaton Industries, her first lighting collection with Aidan Gray (201 N. Main St.). Also launching her first home collection is model Miranda Kerr (see page 6), whose collection with Universal (101 S. Hamilton St.) will debut at Market and become available in early 2020.

Around Town

If you're looking for a break from showroom openings and product launches, the Bienenstock Furniture Library (1009



FROM TOP: The exterior of Bienenstock, the largest furniture library in the world; the interior of the library; a sofa from new brand South + English.



N. Main St.) and the High Point Designers' Showhouse (1013 Johnson St.) can offer a respite from the hustle and bustle of Market. An often-overlooked gem, Bienenstock boasts 5,000 volumes on furniture and design, including a collection of rare books, some of which date back to the 1500s. Just a few blocks away is the Dalton-Bell-Cameron House, the site of this year's showhouse. Believed to be the first example of the Craftsman style in High Point, the historic property, which dates to 1913, was slated for demolition after a devastating fire six years ago; it has now been preserved for a new generation, with 21 designers from across the country each taking part in restoring the house to its former glory. The rich history offered at both the showhouse and the library are well worth a trip across town. ■

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SETTING THE SCENE

Josh Pickering, the Dallas-based founder of Pickering House Interior Design, crafts a Colonial-inspired living room just for *BOH* that spotlights some of the top products debuting at Market.

1. Decorative baskets from **UMA Home Decor** round out a well-traveled home. (IHFC, W348)
2. A classic print in antique gold, *Chinoiserie Garden* from **Tempaper** bathes the room in a soft glow. (IHFC, IH502)
3. Made from cherry and maple, **Blue Print Collection's** *Tait* sideboard is inspired by vintage classics. (IHFC, IH501)
4. This brass-and-rattan chandelier from **Currey & Company** is Old World charm personified. (IHFC, M110)
5. The *Cascade* sofa from **A.R.T. Furniture** draws inspiration from the gentle contours of flowing water. (122 N. Hamilton St.)
6. The sculptural *Cosma* lamp from **Arteriors** evokes the geometric heft of midcentury modern art. (Commerce & Design, Floor 1)
7. The *Xanadu* lounge chair from **Jamie Young Company** pairs black rattan with cream wicker strapping for a sensuously pared-down interpretation of an iconic silhouette. (IHFC, D223)
8. Boston-based interior designer Mally Skok expands her line for **Dowel Furniture** with the *Tall Boy*. The name is no joke—the piece reaches 7 feet high. (IHFC, IH112)
9. Sometimes you just need a simple, elegant, comfortable place to sit. The *Ten* side chair from **Adriana Hoyos Furnishings** is all organic curves and ergonomics. (IHFC, IH510)
10. With a removable oak veneer tray, the *Joinery* end table from **Alden Parkes** springs to action at cocktail hour. (200 N. Hamilton St., Suite 110)



A Texas native who studied architecture before moving into interior design, **Josh Pickering** spent three years in New York working for Bunny Williams before moving back home and striking out on his own. Whether working on modern or traditional projects, he favors a layered approach: "I like to put a lot of beautiful things together and then take a few out."

What inspired this space? I was going through the products debuting at Market and making a little catalog of my favorites. I noticed a few pieces with really classic, clean lines, and I started to think about how they might fit together into a room with a beam ceiling—classic architecture with a Colonial finish.

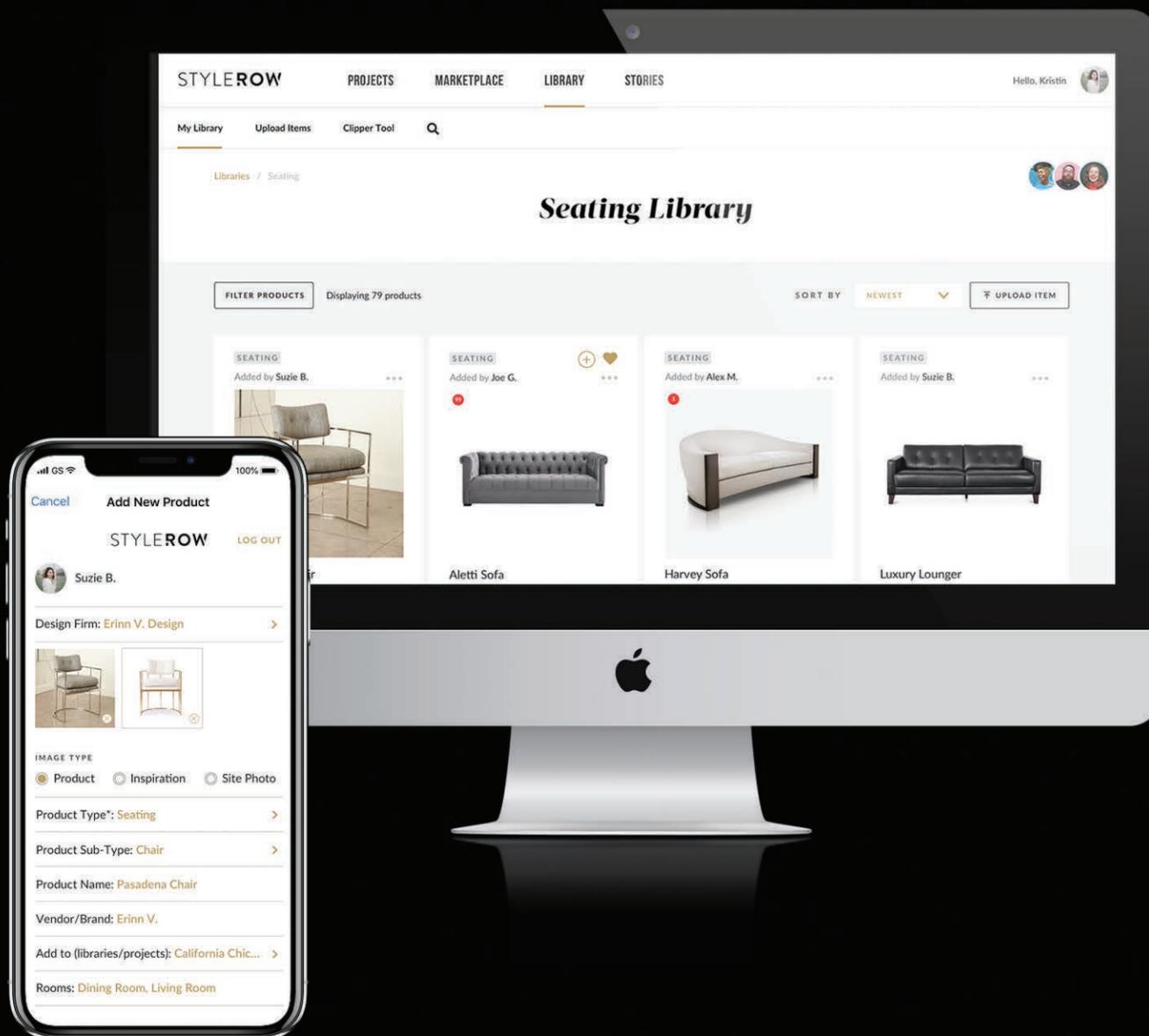
Did you have an ideal client in mind? As I got going, the space started to remind me of projects I would have done with Bunny in Palm Beach. I was thinking of a snowbird client, someone who travels a lot and wants to be more adventurous with their second home.

Second homes are a great opportunity to play, aren't they? It's an open door to show clients something that's a little more out there—there's more freedom with second homes. As designers, we can take that chance to push a little bit.

What's your favorite thing about Market? It's easy to get stuck using the same vendors over and over again. Going to High Point, you're exposed to so many new things. I go when I'm in creative mode, when I need to get inspired.

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LEFT: Miranda Kerr's Runway console and Love.Joy.Bliss. pouf
BELOW: Kerr with her Universal collection



Model Home

Among the new collections debuting at High Point Market is Miranda Kerr's collaboration with Universal, titled Love.Joy.Bliss. *BOH* caught up with the supermodel and entrepreneur at her home in Malibu to talk about her design process and priorities.



In addition to your modeling career, you have long cultivated other business interests. How did you decide you wanted to create a home collection of your own, and what inspired you? I've always been interested in design and fashion. I've designed teacups for Royal Albert, jewelry for Swarovski, and denim for Mother Denim. When I launched my skincare line, Kora Organics, I designed all the packaging.

Of course, having been in the fashion industry since I was 13—and being around some of the most creative people in the world—has played a big role. I think subtly, even when you don't realize it, what your eyes are exposed to plays a part. Then from all of my travels around the world—from Japan and Paris to New York and Morocco—and experiencing different cultures, different ways of life, different fabrics, it's all influenced me.

But I've always had a love of interiors, which started when I was very young. My dad is a builder, and I would go to work with him—I had a little builder's belt—and I just found it fascinating the way things are built and put together. I decorated my homes in New York, Paris, Malibu and Brentwood, and even a little apartment I lived in in Japan. Creating my own collection was a way to incorporate so many of my passions into practical pieces that I felt could go in lots of different places.

You took a pretty unconventional approach to your first meeting with the Universal team. When I first met with Universal [about collaborating on a furniture line], it was supposed to be an initial meeting to discuss how we both felt about each other and to explore the opportunity. But I came to the meeting with a whole set of ideas, vision boards and layouts.

When I'm involved and invested in something, I'm all in. There's no 98 percent—it's 100 percent or nothing.

Everyone on the Universal team understood that from the first moment we met. They nurtured that creativity within me and have been able to help me express what I felt and what I wanted to bring into people's homes.

What did that collaboration look like? What was the process? It started with those vision boards. Working with Universal, I wanted their input because of their expertise in the industry, but at the same time I'm very strong—if I don't like something or it doesn't feel right to me, I'm not going to pretend. It was a real collaboration; it had to be a genuine connection for me with the pieces, the fabrics, the finishes, everything.

The collection is called Love.Joy.Bliss., which is a concept that carried through from that very first vision board. What does it mean, and why was it so essential to you? These pieces are so subtle and elegant, but have a timeless quality. Originally, the Love collection would be for the bedroom, the Joy collection would be for the kitchen and dining area, and the Bliss collection would be for the living space. But in the end, all of the pieces are interchangeable, even ones specifically designed for the dining room or the hallway—something like the Runway console, it can really go anywhere. I think we all want love, joy and bliss in every corner of our home.

I know you focused a lot on the collection's finishes. Can you tell me a little bit about those? There's the grain in the wood, mother-of-pearl, lacquer, stone and gold—they all work well together, but they are quite neutral, so they can go with what you already have at home. You can see that it's beautiful, but then you look a little closer and you're like, "Oh, wow, there's so much more intricacy here than I first realized." You can make it your own, but it has its own personality.

You have a lot of faceted details also. What was the inspiration there? I'm naturally drawn to the geometric shapes of raw crystals and the flower of life, and all of the sacred geometry and positivities surrounding it. That influenced the shape of the side tables and the base of the dining tables. It's versatile, interesting, but not in your face—the way I wanted every piece to be.

How did you bake functionality and livability into each of the pieces? Because I'm a mother—I'm about to have my third baby any minute now—I want the pieces to be practical for my life. I believe that they can be practical and also aesthetically pleasing. I really put my heart and soul into it and created pieces that I feel are timeless and that people will hopefully feel nurtured by.

We chose very functional materials and fabrics. With the lacquer pieces and the stone, you can wipe things off very easily. For the sofa, I love the texture of it, the detailed herringbone—but if something spilled on here, it has that wipeability. And if it went to a really bad stage with the kids making a real mess, it just needs to be cleaned with soap and water.

What has the reception been so far? Just from little snippets that we posted on social media, people have been contacting us from all over the world wanting to get these pieces in their homes. People are excited about it.

What do you want designers to know when they see the collection for the first time? I want designers to feel inspired by the collection. The whole purpose of this collection is to create a sense of ease and nurturing when you walk in the door at home. That's my aim, to bring positivity into people's homes—things that feel good to look at, to touch, to interact with. ■

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Visit our **NEW** High Point Showroom!

110 W Commerce Ave
(Between IHFC and SAMS)

SAT: 1-4 p.m.

Soiree Book Signing and Trunk Show with **Danielle Rollins**



SUN: 3-5 p.m.

Live Artist Shade Painting and Auction benefiting **High Point Food Bank**

Featured Artists:
Christina Longoria
Windy O'Connor
Kelly O'Neal

MON: 11-1 p.m.

Southern Hospitality at Home Book Signing with **Susan Sully**



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Dream Teams

Aristotle said that the whole is greater than the sum of its parts—it's just as true in North Carolina as it was in ancient Greece. We checked in with designers and brands to get the stories behind the season's hottest collabs. **BY FRED NICOLAUS**



↑ Bunny Williams x Currey & Company

Two years ago, Bunny Williams appointed Elizabeth Lawrence as the first partner of her iconic firm, telling *Business of Home* she was looking forward to handing off some of the day-to-day responsibilities so she could focus on passion projects. Two years later, Williams's version of a more carefree work-life balance looks a lot like someone else's busiest time ever, including a new craft-focused shop in Connecticut, a full roster of design projects, and now these latest introductions to her collection for Currey & Company. Inspired by antiques that she has sourced for her clients over the years, these fixtures recall Old World craftsmanship without feeling stuck in an era. Careful editing, bold scale, timelessness—everything you'd expect from one of the industry's most accomplished classicists.



← Barclay Butera x Castelle

This Market, designer Barclay Butera expands Savannah, his outdoor line with Castelle. Though the collection takes its name from a city that evokes palatial grounds and sprawling gardens, it's designed to accommodate the occasionally cramped realities of modern living. The Wing Back chair (a clever mix of an indoor profile with an outdoor application) is built at three-quarters size, meaning it could sit just as comfortably on a Manhattan balcony as a front porch in Georgia.



← Maximalist Style x Conarte

Earlier this year, Kurt Jacob Miller made a splash with an e-commerce site, Maximalist Candy, celebrating the legacy of "more is more" designers like Tony Duquette. After a split with his original partner, Miller has a new venture, Maximalist Style, with a similar mission. This time however, he's not only celebrating, he's creating. This debut, a collaboration with Italian furniture maker Conarte, is everything you'd expect from a proponent of the big, bright and bold: Gold, turquoise, sunburst and coral motifs combine for a statement that's not just spoken aloud, it's shouted.



↑ Thomas O'Brien x Century Furniture

Thomas O'Brien's Great South Bay collection for Century draws its name from the location of the designer's own home on Long Island, but it's meant to evoke seashores the world over. The pieces bring the designer's sophisticated approach to the beach, drawing on classic French motifs and pared-back modernism for an elevated take on coastal style. In other words: tasteful wicker accents, yes; starfish and ship rope, no.



← Kendall Wilkinson x Fabricut

Kendall Wilkinson's new collection for Fabricut distills the California designer's global travels into textiles—it's the world, rendered in embroideries, wovens and trims. Broken up into three color books (Cityscape: neutrals; Coastline: blues; Jardinière: greens, tans and purples), the assortment covers a lot of ground, ranging from bold prints to subtle patterns, and drawing inspiration from Paris to Mexico and beyond. Though Wilkinson has designed for Fabricut before, this is the first time her collection has included trims. The results, informed by the designer's love of decadent texture, include ribbing, ombré velvet and a Chanel-inspired narrow tape.



← Ray Booth x Arteriors

Ray Booth is a bicoastal designer—one of the coasts just happens to be the banks of Nashville’s Cumberland River. The lauded designer’s dual residency in Manhattan and Tennessee says it all: He blends the tradition and craftsmanship of his native South with a style-forward urbanity. This statement-making 44-piece collection with Arteriors spans a range of categories, from lighting to furniture to accessories. Many of the offerings reference Booth’s love of the mechanical (“I come from a family of engineers,” says the designer). A case in point: the Counterweight floor lamp, which looks like the world’s most stylish physics experiment. Other pieces are rooted in the distant past, like a series of vases that simplify ancient Greek shapes into chic moments.



← Allison Paladino x Century

Inspired by the evocative contrast of a crisp white sail against a clear blue sky, designer Allison Paladino’s new collection for Century, Sail, started with her own needs. “I could not find anything like this for my own projects,” she says. “Outdoor collections these days seem to be either very boxy-modern or too traditional and ornate.” She set about filling that gap in the market with this modern-but-gentle line comprising indoor/outdoor seating and tables, all rendered in shades of white and watery turquoise. The name of the collection is both a nod to its color scheme as well as a reference to Paladino’s considerable naval experience—she recently sailed from England to her native Florida.

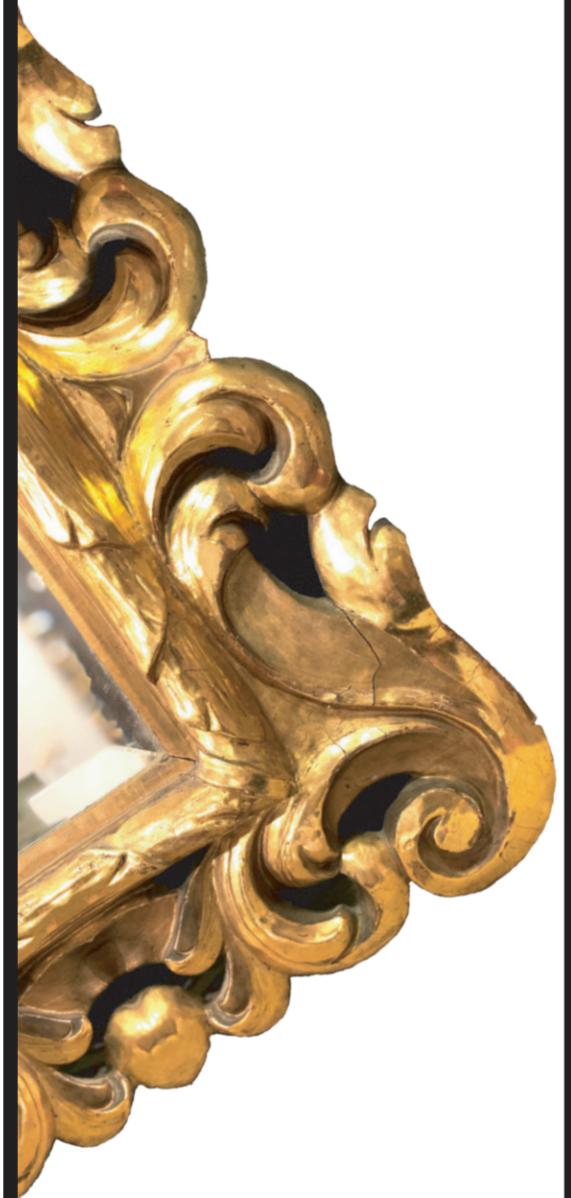


← Michael Berman x Kravet Furniture

Brutalism is in. Michael Berman’s second collection for Kravet’s furniture line explores the bare geometric shapes of the midcentury architectural movement—deployed here to chic effect on both living and dining pieces. From the Frank cabinet (its layered doors evoke the facade of a brutalist building) to the Florence chaise (picture the Guggenheim museum, in seating form), this is a collection of bold statements, not meek background filler. “Reinforcing the importance of details, scale, integration and the necessity for ultimate comfort is my main focus,” says the designer.

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The Crypton Patio is a central place for al fresco meetings, dining—or even lounging in a hammock between more serious-minded Market stops.



THE SCHEDULE

ONGOING

Universal To The Trade Designer's Lounge

OCTOBER 18 | 12 p.m. – 6 p.m.

OCTOBER 19 – 22 | 9 a.m. – 6 p.m.

Universal Furniture, 101 S. Hamilton St.

Relax and recharge in Universal's 2,000-square-foot designers-only workspace. Hit the Beauty Bar for hair and makeup touch-ups. Order a drink. Check your luggage. Charge your devices and take advantage of free Wi-Fi. *RSVP: universalfurniture.com/marketevents*

The Designer Rage for Georgian

OCTOBER 18 – 22 | 4 p.m. – 6 p.m.

Whitehall Antiques, Market Square, Ground Floor

Come by for a chat with David Lindquist, one of America's foremost authorities on 18th-century Georgian furniture. With modern and traditional designers alike generously sprinkling rich mahogany furniture throughout their latest designs, this is a time to explore pieces and understand the design and construction points of importance of the Georgian craze.



Bubbly & Biscuits Brunch

OCTOBER 19 – 20

11 a.m. – 1 p.m.

316 W. Commerce Ave., Ground Level

Enjoy a glass of bubbly with some Southern brunch favorites as you begin your adventure in discovery at

the Antique & Design Center on the Ground level of Historic Market Square. You won't want to miss a single square inch of soul-nourishing goodness.

Dering Hall Walking Tours

OCTOBER 19 – 20 | 2 p.m. – 4 p.m.

Enjoy guided tours of the high-end collections premiering at Fall Market. Join Dering Hall staff on a can't-miss walking tour as you're led through some of their favorite showrooms. Meet the designers behind the collections, ask questions, and get a backstage pass to some of the biggest trends in high-end design. Space is limited; *RSVP: community.deringhall.com/high-point-tours*



A Breath of Fresh Air with Lillian August

OCTOBER 19 – 21 | 309 N. Hamilton St., Floor 3

Come see the brand-new Lillian August Outdoor range launching at Market, which revamps the brand's favorite pieces for a bold and confident outdoor environment.

How Social Responsibility Grows Sales

OCTOBER 19 – 21 | 10 a.m. – 11 a.m.

UMA Home Decor, IHFC, W348

In this discussion based on UMA Home Decor's newest collection, African Treasures, find out how you can grow sales while giving back to communities across the globe.

The Crypton Patio

OCTOBER 19 – 22 | 11 a.m. – 4 p.m.

Off the main walkway between the Transportation Terminal and Showplace

An outdoor oasis in the center of all the action (shown above), the Crypton Patio (sponsored by Crypton Home

Fabric) is open for al fresco meetings, dining and relaxation (there will be hammocks!) between your more serious-minded Market stops.

It's a Cosmo World

OCTOBER 19 – 22 | 3 p.m. – 5 p.m.

UMA Home Decor, IHFC, W348

Tour the CosmoLiving home decor line and find out how you can attract a new generation of consumers and capitalize on social media influencers with *Cosmopolitan*, the largest young women's media brand.



Caracole Designer Lounge

OCTOBER 19 – 23

8 a.m. – 6 p.m.

122-C N. Hamilton St.

This Market, Caracole invites you to peruse its new introductions and relax in its Designer Lounge. This trade-exclusive enclave is designed

to provide an elevated level of service and hospitality. Complimentary Champagne and truffles served daily.

More info: caracole.com

THURSDAY, OCTOBER 17

Made Goods' Third Floor Unveiling

7:30 a.m. – 7 p.m. | The Bank on Wrenn, 203 N. Wrenn St.

After a successful grand opening last market, Made Goods will be expanding and unveiling a new third floor in The Bank on Wrenn, and designers are welcome for a sneak peek. The new area will feature a gorgeous terrace and will be home to the entire Made Goods outdoor collection, including a special 2020 preview.

Style Spotters Trend Tours, Sponsored by Crypton and Studio Designer

The Point (Commerce Ave., between S. Main St. and Wrenn St.)

Enjoy a personal trip through some of the most stunning showrooms at Market with a trend-spotting guru in a new, expanded format. On Saturday, Sunday and Monday morning, members of High Point Market's Style Spotter team will take off from The Point to introduce you to the showrooms they love to shop.

SATURDAY, OCTOBER 19
9:30 a.m. – 11:30 a.m.

Global Aesthetic: Laura Thurman
Hospitality: Gary Inman

SUNDAY, OCTOBER 20
9:30 a.m. – 11:30 a.m.

Antiques/Antique Reproductions: Eric Haydel
Designer-Friendly Furniture: Erinn Valencich

MONDAY, OCTOBER 21
9:30 a.m. – 11:30 a.m.

Textiles: Cynthia Ferguson

Full schedule and RSVP (required):
highpointmarket.org/events/ss-trend-tours

Reveal Party

6 p.m. – 9 p.m. | Currey & Company, IHFC, M110

Coming to Market early? Visit a spectacular art and design installation by a surprise mystery guest. Champagne, live music and delicious food. It's a happening!

FRIDAY, OCTOBER 18

Ivy Academy

8 a.m. – 5 p.m. | Abbyson, 300 E. Green

Accelerate your business with this hands-on learning opportunity. Learn from your fellow designers, and a roundtable discussion about business models and pricing strategies will be held. Breakfast, lunch and happy hour will be served.
RSVP: bit.ly/ivyacademyboh

Maximize Your Visibility To Grow Your Influence

1 p.m. – 2 p.m. | Universal Furniture, 101 S. Hamilton St. Franziska Neumann (@fzk_franziska) and Jana Platina Phipps (@trimqueen) will walk you through their systems step-by-step, outlining how to use simple tools to gain maximum exposure and boost your business growth. RSVP: universalfurniture.com/marketevents

High Point's Hidden Gems: Market Insiders Tips and Tricks

2 p.m. – 3 p.m. | The Point (Commerce Ave., between S. Main St. and Wrenn St.)

Learn the tips, tricks and tools top design pros use to work the Market like a boss. A lively panel, featuring Cheryl Luckett of Dwell by Cheryl, Jeremy Bauer and Jason Clifton of Bauer/Clifton Interiors, and Tamara Matthews-Stephenson of Root Cellar Designs will open up about everything from hot new product lines to where to enjoy the best complimentary cocktails. Learn how to find those hidden gems others often miss, where to find the influencers and thought leaders, how to navigate Market and its eight neighborhoods, and how to find vendors who will keep you profitable and protect your business.

Time Mastery for Interior Designers: Earn More in Less Time

3 p.m. – 4 p.m. | Universal Furniture, 101 S. Hamilton St. Designer Melissa Galt shares the simple secrets to getting more done in less time with ease, so you can eliminate stress in favor of success and understand how to incorporate knockout client service that will have them singing your praises. RSVP: universalfurniture.com/marketevents

Kuka Showroom Grand Opening

4 p.m. – 6:30 p.m. | Kuka Home, Furniture Plaza, 615

Celebrate the grand opening of Kuka's new 65,000-square-foot showroom with live jazz, full bar, hors d'oeuvres, giveaways and more.

BIDN Workshop: Getting Camera-Ready—Tips and Tricks for TV Appearances and Hosting

4 p.m. – 7 p.m. | The Point (Commerce Ave., between S. Main St. and Wrenn St.)

Join TLC's *Trading Spaces* designer Mikel Welch and A&E Network's Evette Rios in a lively, interactive workshop where they'll walk attendees through a series of exercises designed to prepare designers to get in front of the camera. Be sure to stick around afterwards for the BIDN mixer for drinks and hors d'oeuvres while developing and deepening business connections.

Meet and Mingle With Alexa Hampton

4 p.m. – 9 p.m.

Theodore Alexander, 229 W. Russell Ave.

Come by the Theodore Alexander showroom to tour the "Alexa Hampton Apartment at Theodore Alexander" and snap a picture with Alexa—then stay for a fabulous dinner at 6 p.m.

Noir Cocktail Party at CFC

5 p.m. – 6:30 p.m. | 114 S. Elm St.

Join Noir and the *Luxe Interiors + Design* team as they host a special soirée at the expansive CFC showroom.

RSVP: <http://tiny.cc/noircfchpmkt>

WithIt President's Reception

6 p.m. – 7:30 p.m. | Malouf, Market on Green, 204

Kick off your market at a powerful networking reception and toast to the opening of Malouf's new showroom. WithIt encourages and develops leadership, mentoring, education and networking opportunities for professional women in the home and furnishings industries.

Baker x Veranda Cocktail Party

6 p.m. – 8 p.m. | Baker Interiors, 319 N. Hamilton St.

Join Steele Marcoux, editor in chief of *Veranda*, to celebrate the new collections from Baker and McGuire.

Designers' Showhouse Gala Preview Party

6 p.m. – 9 p.m.

Dalton-Bell-Cameron House, 1013 Johnson St.

Aspire Design and Home magazine and The Junior League of High Point present the 2019 Junior League of High Point Designers' Showhouse Preview Gala & Fundraiser. Catered by JH Adams Inn, the gala will take place in the showhouse backyard and adjoining JH Adams Courtyard.

TICKETS: aspiremetro.com/highpointhouse

SATURDAY, OCTOBER 19

Open SFC Membership Meeting: A Breakfast Discussion of the State of Sustainability in Home Furnishings

8 a.m. – 9 a.m.

Suites at Market Square Seminar Room, SAMS T-1014

Start your High Point Market with SFC: Join for a breakfast discussion on current SFC efforts, and find out how getting involved will make a difference to your business as well as to our future. Speakers include Susan Inglis, Kathryn Richardson, Angie Kenny and Abby Overton.

RSVP: sustainablefurnishings.org/events/calendar

How To Achieve Great Financial Results and Keep Your Sanity

9 a.m. – 10:30 a.m.

Universal Furniture, 101 S. Hamilton St.

How is it possible to attract better clients who value you and pay you what you're worth? What's the secret to setting profitable fees that don't scare you or your clients? How do you build team accountability to ensure more revenue and more profit? Interior design business coach Gail Doby gives the straightforward answers you need to build your business, grow your bottom line, and maintain (or regain) your sanity.

RSVP: universalfurniture.com/marketevents

From Setbacks to Success: How To Manage and Grow Your Interior Design Firm When Faced With Adversity

10 a.m. – 11 a.m.

Alden Parkes, 200 N. Hamilton St., Suite 110

Come discover how to manage and grow your interior design firm even when life throws you a curveball. Traci Connell, principal and owner of Dallas-based Traci Connell Interiors, will share the steps she took to balance hardships as a single parent while increasing her revenue by twentyfold. (1 CEU)

Three Ways for Interior Designers To Solve the Profitability Puzzle

10 a.m. – 11 a.m. | Massoud Furniture Manufacturing, 310 N. Hamilton St., Hamilton Court, S-104

It's time to empower your design business. Join Heather McManus, founder of Collaborate To Win, and discover three ways to create profit like never before.

Coffee With Creatives: Tobi Fairley and Lauren Liess

10 a.m. – 11 a.m. | Woodbridge Furniture, 200 Steele, 301

Refuel with Woodbridge as Tobi and Lauren discuss what it takes to build a brand from grassroots to product launch. With over 100,000 followers on Instagram, three books (one of which will be available for signing), six kids, six product collections, and four companies between them, they have major insights to share.

Business of Design Presents: Have the Professional Life You've Always Wanted

10 a.m. – 11 a.m.

High Point Theatre, Transportation Terminal

No creative professional should have to choose between better work and a better life. Kimberley Seldon of the podcast *Business of Design* shares her method to having it all: running a better business and having time to enjoy the benefits. In this session, you will learn where to start, when it's time to change your business and your life, what the five measures of true success are, and how to create a blueprint for the life you want.

Break Down Your (Digital) Walls: How To Make Tech Work for Your Business

10 a.m. – 11 a.m. | The Point (Commerce Ave., between S. Main St. and Wrenn St.)

Join Keith Granet, Beth Bender, Suzanne Kasler and Ruthie Staalsen for a lively discussion about how designers are incorporating technology into their businesses to grow, scale, and stay focused on what they love most—design. Stick around for lunch on the house from Parson's Table, compliments of Studio Designer.

Meet the Makers of Mill Collective

10 a.m. – 7 p.m. | Red Egg, 415 W. High Ave.

The sixth edition of Mill Collective at the historic Red Egg invites you to its gallery of fresh, customizable designs by small-batch studios and workshops to chat with industry people who think outside the box.

Form, Function and Family

10:30 a.m. – 11:30 a.m.

Suites at Market Square Seminar Room, SAMS T1014

When providing luxury design services for your clients, how do you find a balance between creating a lavish interior and fulfilling the space's maximum function? How do you create a space that works for everyone in a household while maintaining some sense of style? Lauren Clement, Liz Goldberg, Jessica Bennett, Sarah Bartholomew and Lori Paranjape discuss how they design a space with a purpose in a conversation moderated by Christina Dandar of The Potted Boxwood. (1 CEU)

Printmaking: Original Works That Add Value to Your Projects

10:30 a.m. – 11:30 a.m.

Itinerant Studio, Suites at Market Square, M3001

Join founders Tom Heaphey and Vicki Rulli for a fun and educational hands-on class on the art of printmaking. Try it yourself, plus learn how to sell and use these original pieces in your next project or retail display.

Grand Opening of Common Ground and Book Signing With Steele Marcoux

11 a.m. – 12 p.m. | 277 Old Market Square

Join Common Ground as it celebrates its grand opening and browse all the newest books on interior design. Steele Marcoux, editor in chief of *Veranda*, will be signing copies of *A Room of One's Own: Personal Retreats & Sanctuaries*.

Libby Tells All: Product Design

11 a.m. – 12 p.m. | Fairfield Chair Showroom, 200 N. Hamilton St., N. Ct., Floor 1

Have you ever wondered how interior designers make the leap to product design? Join *Furniture, Lighting & Decor* editor in chief Diane Falvey and New York–based interior and product designer Libby Langdon for an honest and informative discussion about breaking into and navigating this space. Langdon will share her experience, as well as advice on what you need to know when getting started, maintaining brand integrity and designing for your target audience.

Styling Secrets: Behind-the-Scenes Tips for Fabulous Photos

11 a.m. – 12 p.m.

New Growth Designs, 422 N. Hamilton St.

You develop stunning interiors but don't always have the budget for a highly sought after interiors photographer, much less stylists to take your shoot to perfection. Learn the behind-the-scenes tricks from photography professionals for making your shots look like a million bucks. Join moderator Stacy Kunstel of *New England Home* as she talks with interiors photographer Carley Summers and prop and food stylist Michelle Smith, owner of Gather Goods.

How To Ensure Your Ideal Client Finds You

11 a.m. – 12:30 p.m. | Julian Chichester, 118 Martin Luther King Jr. Dr.

Sandra Funk, owner and principal of House of Funk, and Nicole Heymer, founder of Curio Electro, will discuss a local, search-engine-optimized blogging strategy that will help you get found through Google search and increase your bottom line—bringing in new business and proving that referrals don't have to be your only lead source.

Design Viewpoints Series: Cultivating Industry Relationships To Build Your Brand

12 p.m. – 1 p.m.

High Point Theatre, Transportation Terminal

Join moderator Laura Thurman, principal interior designer of Thurman Design Studio, for a crash course on how to harness the power of building healthy, authentic industry relationships. Panelists Michel Smith Boyd; Jane Dagmi, editor in chief of *Designers Today*; Amy Ferrer, principal/owner of Miko + Boone Home; and Amy Flurry, author of *Recipe for Press*, will talk about how to use networking to build partnerships in public relations and communications, publishing, licensing, and trade resources. Complimentary boxed lunch provided. Presented by the High Point Market Authority and ASID. (1 CEU)

Sherwin-Williams Colormix Forecast 2020

12 p.m. – 1 p.m.

Suites at Market Square Seminar Room, SAMS T1014

Join designer account executive Shane Jones for the presentation of Colormix Forecast 2020—45 colors, spun into five welcoming and intuitive palettes that bring joy, serenity and focus to the mind, body and spirit. You will receive a limited-edition fan deck and nail polish. (1 CEU)

TrendWatch: Fall 2019

1 p.m. – 2 p.m.

Suites at Market Square Seminar Rooms, SAMS T1014

IMC's highly anticipated program returns to High Point Market this fall to give attendees an inside look at leading trends shaping the home furnishings industry. The home furnishings trend forecaster, editor and curator Julie Smith Vincenti of Nine Muses Media will present three key design directions she predicts will most impact the home furnishings market in the future, offering designers inspiration and creative insight to meet the needs of their clients in the years to come. (1 CEU)



A presentation at The Point

Reception for Hospitality Designers

1 p.m. – 3 p.m.

Tomlinson Companies, 525 N. Wrenn, Floor 1

This Market, Tomlinson Companies is partnering with Gary Inman in a new role for the 121-year-old company: brand ambassador. Inman will share new products for hospitality design during a personal tour and conversation. Residential and hospitality designers alike are invited to a reception to celebrate. *RSVP: bit.ly/2mZW8Es*



Trunk Show and Book Signing With Danielle Rollins

1 p.m. – 4 p.m.

Couture Lamps, 110 W.

Commerce Ave., Floor 1

Join Danielle Rollins to fete the opening of the brand-new Couture Lamps showroom at High Point Market! The first 50 guests will receive a complimentary signed copy of her Rizzoli book *Soirée*, and all will be able to shop her esteemed fashion collection.



Designing Spaces for Hosting

2 p.m. – 3 p.m.

Universal Furniture,

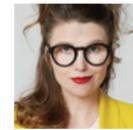
101 S. Hamilton St.

Erica Saurit, Daphne Brusso and Allison Crawford, interior designers for Airbnb Plus, and *Rue* magazine co-founder Anne Sage discuss how to create great environments for hospitality. Stay after the session to engage in an Airbnb experience. *RSVP: universalurniture.com/marketevents*

Social Media and Your Brand: Deconstructing Authenticity and Attracting the Perfect Client

2 p.m. – 3 p.m. | Chandra, Showplace, 2402

Authenticity is the marketing buzzword of 2019, but what does it actually mean? Join Nicole Heymer and Darla Powell as they deconstruct its myths, misconceptions, and usage in the interior design industry, helping you to develop a practical, repeatable process to attract your dream client. *RSVP: events.mydomastudio.com/socialmedia*



What Is the Future of Home?

2 p.m. – 3 p.m. | The Point (Commerce Ave., between S. Main St. and Wrenn St.)

For The Everset, a subscription service with designer-curated furniture packages, the answer is furniture rental. Before you scoff, consider this: Paying rental fees for nicer pieces rather than investing in lesser-than options for a short-term lease may be the ticket to stylish living for a generation that often chafes at the idea of ownership.

Following up on the innovative conversations from September's Future of Home conference, BOH podcast host and contributor Dennis Scully will join The Everset co-founder and CEO Gavin Steinberg and creative director Megan Hopp in a conversation about furniture rental, the role sustainability plays in the concept's appeal, and how millennials are realizing a new version of the American dream.

Grand Opening of Common Ground and Book Signing With Carl Dellatore

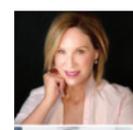
2 p.m. – 4 p.m. | Market Square, 277

Celebrate this grand opening with hors d'oeuvres and wine and browse all the newest books on interior design and more! Carl Dellatore will be signing his new book *On Style*, highlighting 50 designers on the rise.

Ray Booth Book Signing & Happy Hour

2 p.m. – 4 p.m. | Arteriors, Commerce & Design, Floor 1

Join Ray Booth for cocktails and conversation as the acclaimed designer and Arteriors collaborator signs copies of his book, *Evocative Interiors*. Make sure to be first in line—the first 25 guests will receive a complimentary copy.



Art of Risk-Taking: Bold Moves in Design, Business and Life

3 p.m. – 4 p.m.

Nathan Anthony Furniture, IHFC, IH602

Luxe Interiors + Design spotlights successful entrepreneurs and influencers Tina Nicole, co-founder, Nathan Anthony Furniture; Cara Woodhouse, principal, Cara Woodhouse Interiors; pop artist Robyn

A black and white photograph of a modern chair and two pendant lights against a concrete wall. The chair is made of a dark, possibly black, metal frame with a white, woven seat and backrest. The frame is composed of several curved, interconnected tubes. The seat and backrest are made of a thick, white, woven material, likely rope or a similar synthetic fiber. The chair is positioned in the lower half of the frame, casting a shadow on the floor. Two pendant lights, made of a similar woven material, hang from the ceiling in the upper right corner. The background is a concrete wall with several circular holes, and the floor is a dark, textured surface. The overall aesthetic is minimalist and industrial.

BROWN JORDAN

PREVIEWING

WALTER LAMB ALUMINUM
75TH ANNIVERSARY COLLECTION



Diane Keaton with Aidan Gray's CEO Randal Weeks

Davidson; and Erinn Valencich, founder of Erinn V. and StyleRow, as they share inspiration and valuable tips for mapping a bold future. The magazine's senior market editor, Kathryn Given, moderates this lively panel discussion, followed by a book signing with Tina.

RSVP: luxeanandnathananthonyathp.splashthat.com

KEYNOTE: A Conversation With Diane Keaton

3 p.m. – 4 p.m.

High Point Theatre, Transportation Terminal

Whether in film, fashion or interiors, Diane Keaton is known for her iconic point of view. Her mastery of black and white and penchant for creating industrial-chic interiors brings a sophisticated edginess to the rooms she creates. Join Keaton in a casual conversation about her passion for design, her latest projects (including Keaton Industries, her debut lighting collection with Aidan Gray) and her sources of inspiration. Book signing to follow. Sponsored by Aidan Gray.

Painted Design Solutions for Commercial Spaces: How to Collaborate With Decorative Painters

3 p.m. – 4 p.m. | Suites at Market Square Seminar Room, SAMS T1014

Join International Decorative Artisans League (IDAL) leaders Diane Williams, Lori Wilson and Cathy Rinn for this seminar on topics like the mechanics of how interior designers and decorative painters can collaborate; situations and spaces where decorative painting enhances and solves design issues; understanding the types of decorative painting, language and vocabulary for ease of communication; how new and refurbished surfaces can be painted; and so much more. (1 CEU)

What's the Price of Fame? Defining Your Brand, Securing Your Niche and Saving Your Sanity

3 p.m. – 4 p.m.

Alden Parkes, 200 N. Hamilton St., Suite 110

As an interior designer, how do you define your brand? Join "Showhouse in a Showroom" designers Shannon Ggem, André Jordan Hilton, Patti Johnson, Keita Turner, Philip Gulotta and Hannah Toney on a panel moderated by Kimberley Wray, senior contributing editor of *Furniture, Lighting & Decor* magazine, as they discuss their own experiences and how to keep sane in this new era of self-promotion. (1 CEU)

Grand Opening of the InsideOut Performance Fabrics Showroom

3 p.m. – 5 p.m. | 200 Steele, 313

Celebrate the opening of InsideOut's new showroom in the Steele Building.

Scalamandré and Port 68 Collection Party

3 p.m. – 5 p.m. | Port 68, IHFC, IH307

Swing by this new-collection launch party hosted by fabric house Scalamandré and lighting decor company Port 68.

When Technology Meets Design—Balancing Innovation With Inspiration

3 p.m. – 5 p.m. | Monogram Appliances Glass Pop-up, at the corner of Fred Alexander and N. Hamilton

Many new products claim to be "smart," but how do these devices actually improve clients' experiences in their homes? Join Giles Sutton, senior vice president of industry engagement at CEDIA, to learn about innovative technologies available for the home, as well as new kitchen tech trends that can provide added value and convenience. The session will also cover key aspects related to the successful integration of smart tech and critical considerations for service and support. CEU followed by cooking demonstrations, handcrafted cocktails, and appetizers prepared by celebrity chef and cookbook author James Briscione. (1 CEU) RSVP: alexandra.skobel@geappliances.com

SFC's Wood Furniture Scorecard 2019

4 p.m. – 5 p.m. | Cisco Brothers, 1014 Mill Ave.

SFC celebrates the release of the 2019 Wood Furniture Scorecard with an engaging and informative discussion of the results, featuring not only the top scoring company, Cisco Brothers, but also other brands with high marks, and representatives from the National Wildlife Federation and Forest Stewardship Council. Learn about the assessment criteria and why meeting them is a natural choice for companies interested in a healthy, beautiful future.

Luminary Session Featuring Timothy Corrigan

4 p.m. – 5 p.m. | The Point (Commerce Ave., between S. Main St. and Wrenn St.)

Join Gary Inman as he interviews internationally acclaimed designer Timothy Corrigan. The pair will chat about everything from Corrigan's early influences to his current creative obsessions, favorite projects, and dream chateau in France—and what he still wants to achieve. Immediately following, walk one block over with Inman and Corrigan for a cocktail reception at Currey & Company (IHFC M110).

Real Designers, Real Life: A Celebration

4 p.m. – 5:30 p.m. | Burton James Inc., 310 N. Hamilton St., Hamilton Court, S101

Join designer Shay Geyer and Patrick Shelton of InsideOut Performance Fabrics for an intimate chat about effective ways to balance high style with everyday life, and the ever-increasing role performance fabrics are playing in today's design landscape.



Cocktails at Brown Jordan

4 p.m. – 6 p.m. | IHFC, M111

Join the Brown Jordan team for cocktails and hors d'oeuvres to celebrate their International Casual Furnishings Association (ICFA) Design Excellence Award winners from the Oscar and

Still Collections. Special guest and ICFA Lifetime Achievement Award recipient Stephen Elton will discuss the award-winning Oscar lounge chair and chaise and Still serving cart, which will be on display throughout the High Point Market.

Small Business Think Big

4 p.m. – 6 p.m. | Design Legacy by Kelly O'Neal, 126 Virginia Pl., Floor 1

Join blogger Cheryl Kees Clendenon for a networking one-on-one. The event is a casual, come-and-go opportunity—bring your biggest questions for a meet-and-greet with one of the industry's sharpest minds.

The Smart Home Is Here: How Do We Make It Invisible?

4 p.m. – 6 p.m. | Abbyson, 300 E. Green

Join Abbyson for an exclusive panel with industry experts Liza Hausman, Sallie Kjos, Susan Wintersteen, Mikel Welch and Kate O'Hara as they dive into the latest data on consumer demand for smart home technology. Attendees will learn about the challenges designers are facing, how they are making the products invisible within their designs, and where the industry needs to help. Space is limited; RSVP: info.houzz.com/register-themarthishere



Tastefully Organic Cocktail Party With Marie Flanigan

4 p.m. – 6:30 p.m. | Gabby Showroom, IHFC, W168

Join Marie Flanigan to celebrate her exclusive collaboration with Gabby during a rousing cocktail hour. In a first-of-its-kind alignment, Flanigan has designed a stunning vignette in the showroom featuring her signature melding of simplicity and structure and expertly combining the newest introductions with the brand's classic forms.



Libby Langdon for Fairfield Launch Party

4 p.m. – 7 p.m. | 200 N. Hamilton St., N. Ct., 100, Floor 1

Join Fairfield in celebrating its first-ever designer collection, a complete home line designed by designer and High Point native Libby Langdon. The partnership is a match made in furniture heaven, and not just because both of their North Carolina roots run deep! Fairfield invites you to view the extensive line—and stay for the food, drinks, music and fun!

High Point Premiere: Toast & Tour Celebration at the Bubble Bar

4 p.m. – 8 p.m. | IHFC, IH407

Leading European lifestyle home furnishings brand Dôme Deco makes their High Point premiere following the introduction of the Belgium-based company's Cosmopolitan Living collection to the U.S. this winter.

Business of Design Birthday Party

5 p.m. – 7 p.m. | The Point (Commerce Ave., between S. Main St. and Wrenn St.)

Team BOD and Kimberley Seldon invite you to celebrate *Business of Design* as it celebrates its 15th year. Come for cake and Champagne, stay to win one of 15 prizes, and learn 15 reasons clients should always hire a design professional. RSVP: businessofdesign.com/events/bod-birthday-party-15-years

Fiam Italia Cocktail Reception

5 p.m. – 7 p.m. | 220 Elm St., 328

Francesco Livi hosts this celebration of Fiam Italia's High Point premiere.

caracole TO-THE-TRADE

DESIGNERS WELCOME

This fall, we invite you to peruse our new introductions and relax in our Designer Lounge. This trade-exclusive enclave is designed to provide an elevated level of service and hospitality. Learn more about our preferred trade perks & pricing, and enjoy complimentary champagne and truffles served daily from 8am to 6pm.



NEW SHOWROOM: Caracole at The Markor Art Center
122-C North Hamilton Street | High Point, NC 27260

caracole.com | #caracole
Pinterest Facebook Twitter Instagram YouTube

UNIVERSAL EXPLORE HOME™

LOVE.
JOY.
BLISS.

As someone who loves the sanctuary of being at home, it has been a dream of mine to create my own collection of furniture that not only is aesthetically pleasing but that also promotes a warm, positive, loving energy. So many of the small, daily moments of my own life served as inspiration for this collection, I hope you love it as much as I do.

Miranda Kerr
xxx

PREMIERING AT
HIGH POINT MARKET
OCTOBER 17 - 23, 2019
101 SOUTH HAMILTON ST.

UniversalFurniture.com/MirandaKerrHome



MIRANDA KERR
HOME



“Chairity” Auction

5 p.m. – 7 p.m.
214 Modern,
314 W. Russell Ave.

Join Chairish, 214 Modern Vintage and top designers Celerie Kemble, Young Huh, Lauren Liess, Barry Lantz, MA Allen, Susan Hable Smith, Michel Boyd Smith,

Barrie Benson and artist Angela Chrusciaki Blehm for an evening of delicious nibbles, happy hour sipping and competitive bidding, all to support a fantastic cause. During the two-hour event, nine vintage chairs—each reimagined by one of the A-list designers—will be auctioned off, with proceeds going to The Green Chair Project, an organization that provides furnishings for families recovering from homelessness, crisis or disaster. So prep those bids—one of these smashing works of art could be all yours!

Great South Bay by Thomas O’Brien Collection Party

6 p.m. – 8 p.m. | Century Furniture, 200 Steele, 213

The new collection is a tribute to the easy, relaxed elegance of coastal living. Inspired by his own travels and experiences collecting around the world, O’Brien brings together the cultures of his favorite seaside places. In versatile, attainable designs, he expands on essential wicker and indoor-outdoor furniture with a range of unique and classic finishes.

Rooftop Soirée With Bobby Berk

6 p.m. – 8 p.m. | 122 N. Hamilton St.

Join A.R.T. Furniture and Bobby Berk for cocktails on the rooftop, while seeing the company’s latest designs.



Furniture, Music and Barbeque with EJ Victor

7 p.m. – 9 p.m. | 116 S. Lindsay St.

See new collections by Browne & Moore, Korban & Ralph Lauren. Maintaining time-honored construction methods and cutting-edge design, EJ Victor offers handcrafted furniture, the gold standard in customer service and commitment to global environmental sustainability.

SUNDAY, OCTOBER 20

How To Design Wealth Into Your Interior Design Business

7:30 a.m. – 8:30 a.m.

Bienenstock Furniture Library, 1009 N. Main St.

Are you ready to monetize your interior design knowledge and experience in new ways? Learn new ways to powerfully move your business forward in 2020 and beyond during this exciting talk presented by interior designer Leslie Carothers, CEO of The Kaleidoscope Partnership and Savour Partnership, and Jenna Gaidusek, founder of the eDesignTribe and eDesignU. A light breakfast will be served, and tours of the rare-book room will be given after the presentation.

WithIt Education Breakfast

7:30 a.m. – 9 a.m.

IHFC Ballroom, Green Wing, 11th Floor

Start your day with a boost of motivation by networking with women business leaders and entrepreneurs. Multihyphenate designer Sarah Richardson will speak about building her business and share strategies for success. Tickets include a full breakfast, program and networking, and the event is open to all Market attendees. [TICKETS: withit.org](https://www.withit.org)

Duplicatable Systems Are the Foundation for Your Design Firm

9:30 a.m. – 11 a.m.

High Point Theatre, Transportation Terminal

Join LuAnn Nigara, author and host of the podcast “A Well-Designed Business,” as she digs into the team structure, design process and project systems that designers Laura Umansky and Kate O’Hara use to run their firms. Whether you are a solo designer or a team of five, the systems these CEOs use will unlock the success you deserve.

Getting in Print

10 a.m. – 11 a.m. | Universal Furniture, 101 S. Hamilton St.

What’s the secret to getting an editor’s attention? Join Nick May of the “Chaise Lounge” podcast, along with guests Courtney Pisarik of Ink PR and interior designers Bria Hammel and Corey Damen Jenkins as they share how to go from design project to print story. [RSVP: universalfurniture.com/marketevents](https://www.universalfurniture.com/marketevents)

Starring You: How To Expand Your Brand as a Lifestyle Expert

10 a.m. – 11 a.m. | Alden Parkes Seminar Room,

200 N. Hamilton, S. Ct., 110

You’ve seen her on *Rachael Ray*, *Today* and *The Talk*—now learn firsthand how Evette Rios made the transition from designer to lifestyle expert, and get inside tips on how you can leverage your expertise to build a brand. (1 CEU)

Stop Giving Away Your Profits!

10 a.m. – 11 a.m. | The Point (Commerce Ave., between S. Main St. and Wrenn St.)

Join us for a roundtable discussion with Kristin Drohan, Cheryl Kees Clendenon and Veronica Solomon on how to create more revenue in your design business by selling more products. Learn how to work with vendors, what you need to invest, and the pros and cons of buying direct—even the dreaded freight issues will be discussed!

Meet & Greet with Anna Bond

10 a.m. – 12 p.m. | Loloi Rugs, IHFC, D320

Anna Bond will be at the Loloi Rugs booth on Sunday to meet attendees in celebration of Rifle Paper Co.’s upcoming collection in partnership with Loloi.



Scot Meacham Wood Goes Abroad—Fall Trunk Show!

10 a.m. – 12 p.m.

Currey & Company, IHFC, M110

Join the party as Scot Meacham

Wood channels all things exotic, romantic and dramatic with a preview of his fall collection of textiles and wallcoverings that marry the romance and allure of faraway lands to the colorful take on tradition that has become his calling card.

Hidden Gems Showroom Tour

10:30 a.m. – 4 p.m. | Limo boards at 200 Steele St.

A VIP escorted tour of six carefully curated High Point showrooms, hosted by Jacob-Lukas Design and friends. Six off-the-beaten-path showrooms featuring furniture of all styles, bespoke lighting, reasonably priced accessories and one-of-a-kind statement pieces. All attendees will be chauffeured in a Hummer limousine and accompanied by stars of the design world, with built-in time to shop for clients. [TICKETS: bit.ly/hiddengemshpmt](https://bit.ly/hiddengemshpmt)



Face-to-Face: Design and Color Rules for Furnishings and Decor

11 a.m. – 12 p.m. | Rawan Isaac, IHFC, IH204

Join 2019 Style Spotters Courtney

McLeod and Rawan Alsahsa as they meet face-to-face for a dynamic Q&A session based on real and imagined design projects. Learn how rules apply—and how they’re broken—in an unscripted exchange between two designers with unique insights and diverse experiences. Kicking off with a toast in the showroom, the 30-minute talk follows. Refreshments and light bites served.

IMC’s Designer Tours

Notable designers and tastemakers lead these intimate, hour-long tours through some of IMC’s properties for a firsthand look at the must-see showrooms of the season. These longtime Market attendees might just help you discover your new favorite resource.

SATURDAY, OCTOBER 19

C&D Highlights Tour With Denise Morrison

11:30 a.m. – 12:30 p.m. | Tour will depart from the ground floor of Commerce & Design Building

Interior designer Denise Morrison will share her favorite finds in lighting, casual, home furnishings and more. The walk will end with an exclusive tour of the Visual Comfort showroom.

Made in America Tour With Bauer/Clifton Interiors

12:30 p.m. – 1:30 p.m. | IHFC, Floors 11 and 12

For those in search of products made in America, look no further! Designers Jeremy Bauer and Jason Clifton, co-founders of the residential, commercial and hospitality design firm Bauer/Clifton Interiors and owners of Frenchie’s Floral Studio, will highlight the quality craftsmanship of the American-made goods found in IHFC.

SUNDAY, OCTOBER 20

Contemporary Highlights Tour

11 a.m. – 12 p.m. | IHFC, Floors 10 and 11

Nashville designer Lori Paranjape, founder of Mrs. Paranjape Interiors + Design, will introduce attendees to IHFC’s must-see items in contemporary furniture.

Speed Stroll Through Suites at Market Square and Salon: A Taste of Morocco

4:30 p.m. – 6 p.m.

Suites at Market Square and Salon

At each quick two-minute stop, you’ll see product, the latest trends and meet a representative from the company. After completing the rounds, head to the top floor for a reception featuring a Moroccan mint tea cocktail, Moroccan bites, and fabulous giveaways donated by exhibitors.

MONDAY, OCTOBER 21

Hamilton Highlights Tour

11:30 a.m. – 1 p.m. | Tour will leave from the Eichholtz Showroom at 129 S. Hamilton St.

Christi Barbour will showcase her favorite showrooms in the Hamilton Wrenn Design District to spotlight what’s new and trending in each building.

For more info and RSVP: imchighpointmarket.com/seminars-and-events/

The Impact of Art

11 a.m. – 12 p.m. | Leftbank Art, IHFC, H304

Sourcing the right artwork that fits within a client’s budget can be a daunting task. Join moderator Jill Sieracki, managing editor of *Galerie*, along with designers Tim Green, Tina Ramchandani and Glenna Stone as they discuss their processes for navigating the art world and finding the perfect pieces for their projects. From incorporating an existing portfolio into an updated design scheme to building a client’s collection from scratch, this discussion will outline how to successfully choose impactful pieces within any budget.

“The New Elegance” Book Signing

11 a.m. – 12 p.m. | Suites at Market Square Seminar Room, SAMS T1014

Throughout his illustrious career, Timothy Corrigan has established a look that is layered and detailed, while still being suitable for the way people live today. The designer will share images from his new book, *The New Elegance*, which features 11 projects from around the world, and he’ll highlight the building blocks of successful decoration. (1 CEU)



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Suite Spot Tours

A must for anyone looking for what's new and innovative, join these industry insiders as they lead guided tours of the Suites at Market Square.

FRIDAY, OCTOBER 18

Suite Spot Tour of SALON With Ariene Bethea, Dressing Rooms Interiors

3 p.m. - 4 p.m. | SALON, Ground Floor

SATURDAY, OCTOBER 19

Suite Spot Tour With Sandra Funk, House of Funk

2 p.m. - 3 p.m. | Top Floor

SUNDAY, OCTOBER 20

Suite Spot Tour With Gary Inman

2 p.m. - 3 p.m. | Top Floor

MONDAY, OCTOBER 21

Suite Spot Tour With Theresa and John Dorlini, Circle Design Studio

2 p.m. - 3 p.m. | Top Floor

TUESDAY, OCTOBER 22

Suite Spot Tour with Evette Rios

2 p.m. - 3 p.m. | Top Floor

RSVP:

imchighpointmarket.com/suite-spot-tours



Arteriors Celebrates Ray Booth's Debut Collection

11 a.m. - 2 p.m.

Commerce & Design, Floor 1

Join Mark Moussa, founder and creative director of Arteriors, and interior designer Ray Booth for an intimate brunch celebrating the debut of their new collaboration, an inspired lineup of lighting, accessories and furniture being introduced this Market.

Framing Your Business—Lunch and Learn With J. Banks Design

11:30 a.m. - 1 p.m. | Burton James, 310 N. Hamilton St., Hamilton Court, S101

Every successful interior design company needs standards and boundaries so that clients and partners know what to expect when working with you. In this solution-focused session, Joni Vanderslice will show you how to create boundaries for your business, deal with unrealistic customer expectations, and control processes and communication; she'll also share the best language for your contracts and marketing materials that will outline ever-important topics like costs, timelines and project scope. (1 CEU)

Design Viewpoints Series: Translating Your Brand to Online Retail

12 p.m. - 1 p.m.

High Point Theatre, Transportation Terminal

If you have ever felt frustrated by clients "shopping you" online, consider expanding your business into online retail. In addition to diversifying your revenue streams, the move positions your expertise and savvy as a designer to a larger audience. Come hear designer panelists Julia Buckingham, Barclay Butera, Nicole White and Scot Meacham Wood, with moderator Sarah Walker from *The Curated House*, in a vibrant discussion on what it takes to translate your brand's online presence into e-commerce. The panel will answer your questions on what it takes to launch and manage online retail for your business. Complimentary boxed lunch provided. Presented by the High Point Market Authority and ASID. (1 CEU)



Lunch With Libby: The Taste of High Point

12 p.m. - 2 p.m. | IHFC, C203

Paragon invites you to check out designer Libby Langdon's brand-new collection, which is steeped in her signature style of everyday elegance and features a combination of different mediums and art forms. Plus, join the High Point native for a lunch inspired by her hometown, which will include barbecue, sweet tea and some even sweeter treats.

Light-ography

1 p.m. - 2 p.m.

Suites at Market Square Seminar Room, SAMS T1014

A revolutionary look at how integrated LED lighting creates structure, movement and color in today's interiors. Join Charles Pavarini III and other industry leaders, along with *Furniture Lighting & Decor*, as they discuss the latest ideas in residential lighting design. (1 CEU)

Out of the Box: Unconventional Ways To Grow Your Design Business

1 p.m. - 2 p.m. | Alden Parkes Seminar Room, 200 N. Hamilton, S. Ct., 110

Struggling with attracting new clients and growing your business? Join creative strategist Beth Dempsey and designers Denise McGaha, Tish Mills and Joni Vanderslice for insightful tips on how they successfully grow their businesses by bucking traditional thinking and venturing outside the box. (1 CEU)

A Window Into Window Coverings: Motorized, Green and So Much More

2 p.m. - 3 p.m. | The Point (Commerce Ave., between S. Main St. and Wrenn St.)

Join experienced window fashion professionals for an engaging, informal conversation covering current and upcoming window trends. A panel of experts, including Sophia Bennett, Deb Barrett and Jill Rodgers, will lead a roundtable discussion about what's trending and how window coverings can become a better source of revenue for your business.

Pitching With Purpose

2 p.m. - 3 p.m. | Red Egg, 415 W. High Ave.

Amy Flurry, author of *Recipe for Press: Designer Edition*, will speak about promoting your projects and design firm with purpose. It's about authenticity, quality over quantity, and connecting with your audience. As Flurry says, "Press is about where you want to go and what you ideally hope the impact may be, should your idea, product or story get published." Seating is limited; RSVP: info@redegg.com



To Tell the Truth: A Guide to Social Media Authenticity

2 p.m. - 3 p.m. | New Growth Designs, 422 N. Hamilton St.

Moderator Clara Haneberg will lead interior designer Jeanne Chung, stylist and photographer Carley Summers and designer Lisa Mende in a seminar about how they portray their businesses through social media, answering questions such as: What's ethical and what's not? How much of your real life do you reveal? Should you pay for content? And addressing the elephant in the room—using other designers' photos.

Marketing & Media: The Next Chapter

2 p.m. - 5:30 p.m. | Abbyson, 300 E. Green

Join a panel of leading design industry influencers Shayla Copas of Shayla Copas Interiors, Jenny Slingerland of Black Ink Interiors, Rajni Alex of Rajni Alex Design, and Jeremy Bauer and Jason Clifton of Bauer/Clifton Interiors in a discussion moderated by Justin Shaulis about different avenues of marketing and branding your design business and how to evolve those practices in each chapter of your career. RSVP: <https://bit.ly/2mOtMNd>

Meet & Greet at Fabricut

2 p.m. - 6 p.m. | Market Square Tower, 403

Join Kendall Wilkinson for cocktails and light bites while taking in all of the latest collections from the Fabricut family of brands, including the designer's new Vignettes and Trimmings collections.

Down 101: Back to Basics

3 p.m. - 3:30 p.m. | Suites at Market Square, G3019

Are you baffled about baffle box? Do you know how to wash a duvet insert? How about sizing decorative pillow filler covers? Join Donna McLin, as she answers the most common questions. Think of it as a crash course for everything about down bedding and product care.



KEYNOTE: Socialnomics—Winning Customers via Social Media and Mobile

3 p.m. - 4 p.m. | High Point Theatre, Transportation Terminal

Based on his #1 best-seller, *Forbes* Top 100 Digital Influencer Erik Qualman dives into the powerful concept of "socialnomics." Organizations must learn the new rules of social, mobile and beyond, or they will miss this once-in-a-generation opportunity to earn customer loyalty and drive long-term success. Book signing to follow. Presented by the High Point Market Authority in partnership with the Home Furnishings Association. Sponsored by Synchrony Financial.

The 3-Step Formula That Gets You Hired and Earns More Money

3 p.m. - 4:30 p.m. | Norwalk Furniture, IHFC, M108

Designer and business coach Melissa Galt will discuss how to establish trust and build rapport before you meet your client; what every client wants to know before they consider working with you; how to ditch free consultations and get paid for your brilliance; what holds you back from earning what you deserve and how to fix it; and how to stop leaving money on the table and increase every project's value.

Bespoke Brilliance!

3 p.m. - 5 p.m. | Newport Cottages, IHFC, IH410

Newport Cottages and the gents from Madcap Cottage, John Loecke and Jason Oliver Nixon, celebrate fall's must-haves in American-made furnishings with a spirited afternoon affair. Sip Champagne and savor cookies in Technicolor hues as you take in Newport Cottages's stunning, completely customizable creations. Join the fun and bring the adventure home.



Disruptors in the Industry

3 p.m. - 5 p.m. | IHFC, H345

Join Momeni Rugs for an in-depth conversation with Christiane Lemieux, founder of The Inside and Lemieux et Cie, and Feather's Kendra Ovesen for a discussion focusing on the innovative approaches of their brands and different ways in which they connect with consumers. Guests can view the new Lemieux et Cie by Momeni line while enjoying cocktails and light bites following the panel.



"The New Elegance" by Timothy Corrigan Book Signing and Discussion

3 p.m. - 5 p.m. | Currey & Company, IHFC, M110

Meet one of the world's leading designers, Timothy Corrigan, and buy a signed copy of his new book, *The New Elegance: Stylish, Comfortable Rooms for Today*. Eleven diverse design projects—from a John Fowler-inspired London townhouse to an art-filled Chicago apartment—are featured in this book. Lavish photos of each project are complemented with constructive advice giving the reader dozens of ideas to create a home as comfortable as it is elegant.

PAST, PRESENT AND FUTURE: 30 YEARS IN DESIGN



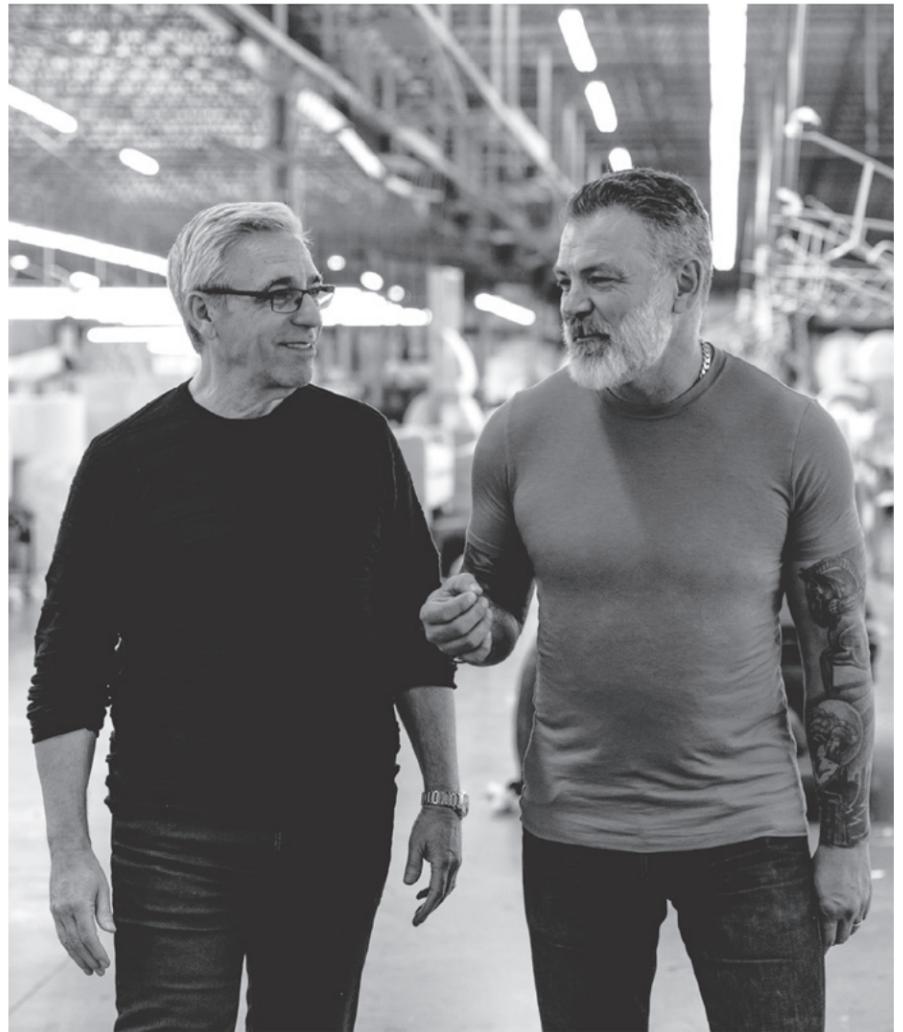
Join editor in chief Erika Heet of *Interiors* magazine and Carson Kressley, Emmy-winning television personality and style expert, in a discussion and celebration of Mitchell Gold + Bob Williams, who mark 30 years in design this year. Hear stories about the brand's beginnings in the business and their predictions for the future. Cocktails and light bites will be served.

OCTOBER 20, 2019
5 P.M. – 7 P.M.
319 E. GRIMES AVE

DESIGNERS ONLY
CEU CREDIT

RSVP

mgbw-hp19.rsvpify.com

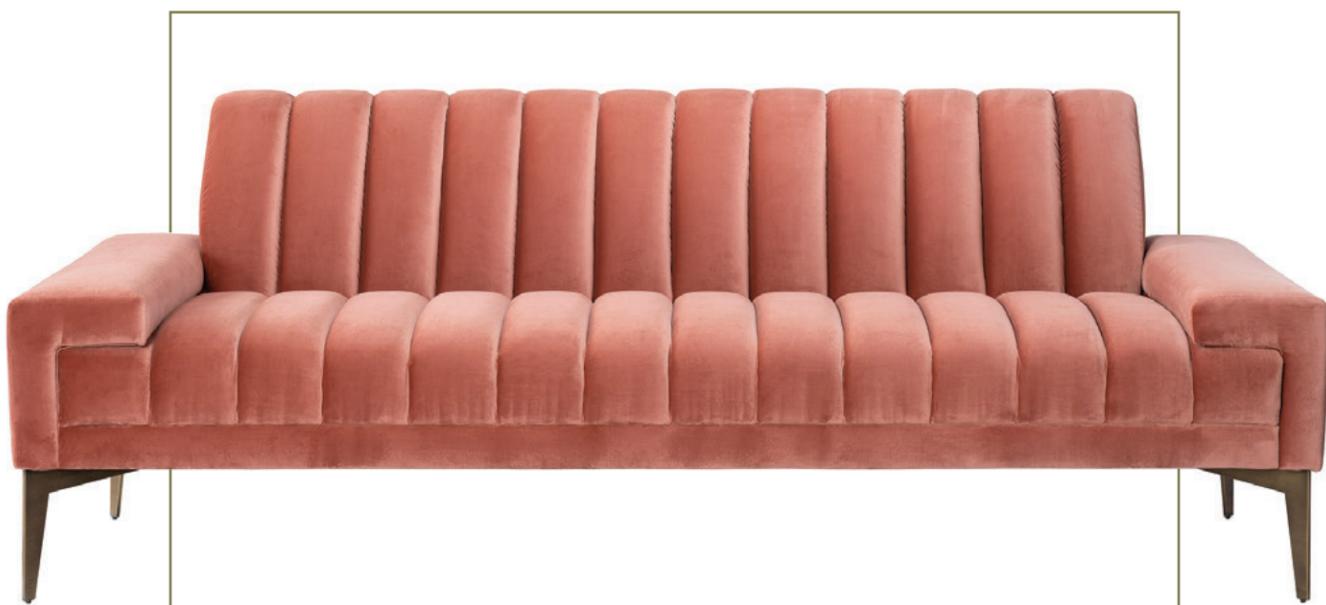


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"Leopards" wallcovering in Mocha by Tempaper.

Trim Queen Workshop: Upcycled Embellishments With Jana Platina Phipps, Jill Seale & Natalie Reddell

3:15 p.m. – 4:15 p.m. | [The Point \(Commerce Ave., between S. Main St. and Wrenn St.\)](#)

Get hands-on in this workshop focusing on the eco-conscious art of upcycling for homes. Join Jana Platina Phipps, artist Jill Seale and special guest Natalie Reddell as they lead you in creating upcycled embellishments. Learn to create one-of-a-kind accessories from scraps for home decor or wearable art.

Building Your Brand: Private Label vs. Licensing

3:30 p.m. – 4:30 p.m. | [Suites at Market Square Seminar Room, SAMS T1014](#)

In the ever-evolving marketplace of home decor, partnerships and relationships reign supreme. Join designers Michelle Nussbaumer, Jennifer Mabley and Austin Handler of Mabley Handler, product developers Ray Hallare of Dowel Furniture and Lynai Jones of Mitchell Black, and moderator Jill Waage of *Traditional Home* as they discuss the pros and cons of taking the reins and finding the right partner when it comes to product design and distribution. (1 CEU)

The Secret to Scaling

4 p.m. – 5 p.m. | [Universal Furniture, 101 S. Hamilton St.](#)

Three leading ladies in interior design with uniquely scaled businesses will discuss their methods, make suggestions and share why each of their businesses is designed to succeed. Hear the insights of Sandra Funk, House of Funk; Nicole Heymer, Curio Electro; and Kate O'Hara, Martha O'Hara Interiors. *RSVP: universalfurniture.com/marketevents*

Why Sunbrella? Our Take On It: No Compromise

4 p.m. – 5 p.m. | [Lancaster, 104 N. Main St.](#)

Performance fabrics have become an essential part of today's upholstery industry as clients ask for worry-free options that don't compromise color, texture or pattern. Come experience some of the latest debuts from Sunbrella and Lancaster as Harrison Hood of Glen Raven Custom Fabrics unravels the misconceptions regarding performance fabrics.

Cocktails at Sunset With Allison Paladino

4 p.m. – 6 p.m. | [200 Steele, 213](#)

Enjoy cocktails at sunset with Allison Paladino to celebrate her new outdoor collection, Sail, for Century Furniture.

Libby Unplugged

4 p.m. – 6 p.m. | [KAS Rugs, IHFC, G270](#)

Go inside the designer's studio with *Designers Today* editor in chief Jane Dagmi as she sits down with designer Libby Langdon, who debuts her new Upton collection. They'll cover how Langdon started in interior design and built a strong team around her, and lessons she's learned along the way.

Maitland-Smith 40th-Anniversary Celebration

4 p.m. – 6 p.m. | [Hancock & Moore, 200 Steele, 323](#)

Join Hutton Wilkinson in celebrating Maitland-Smith's 40 years, and to honor founder Paul Maitland-Smith's induction into the American Home Furnishings Industry Hall of Fame.

Toast and Tour with Kravet Furniture

4 p.m. – 6 p.m. | [Market Square, 217](#)

Join Kravet Furniture as they celebrate their Fall Market launches, including the latest collection from esteemed designer Michael Berman, along with new swivel barstools and the highlights of Kravet's Quickship program. Enjoy cocktails served up by a suite of extra-special guest bartenders: Michael Berman, Barclay Butera, Thom Filicia, Alexa Hampton, Suzanne Kasler, Larry Laslo, Jennifer Mabley & Austin Handler, and David Phoenix.

Designer in Residence Launch Party With Nick Olsen & Elle Decor's Whitney Robinson

4:30 p.m. – 6:30 p.m. | [IHFC, D601](#)

Designers will enjoy canapés and cocktails, as well as a meet-and-greet with Nick Olsen, the first Bernhardt Designer in Residence, and *Elle Decor* editor in chief Whitney Robinson and style director Parker Bowie Larson. Guests will also tour the Designer in Residence gallery, featuring Olsen's interpretation of the brand's design legacy. Drawings will be held for a VIP trip for two to New York in May 2020, including a tour of the iconic Hearst headquarters and tickets to the famed Kips Bay Decorator Show House.



Past, Present and Future: 30 Years in Design

5 p.m. – 7 p.m. | [Mitchell Gold + Bob Williams, 319 E. Grimes Ave.](#)

Join editor in chief Erika Heet of *Interiors* magazine and Carson Kressley, Emmy-winning television personality and style expert, in a discussion and celebration of Mitchell Gold + Bob Williams, who mark 30 years in design this year. Hear stories about the brand's beginnings in the business and their predictions for the future. Cocktails and light bites will be served. *RSVP: mgbw-hp19.rsvpify.com*

The Steele Building Third Floor Party

5 p.m. – 10 p.m. | [200 Steele](#)

Come dance the night away on the third floor of the Steele Building with live music from The Extraordinaires, cocktails, food and fun!

50th-Anniversary Party

6:30 p.m. | [Lee Industries, 100 S. Lindsay St.](#)

Lee Industries is celebrating half a century of American craftsmanship. Invite only.

Designer Dinner and Cocktail Party

7:30 p.m. – 9:30 p.m. | [Charleston Forge, 311 N. Hamilton St, Floor 2](#)

Charleston Forge and Andrew Pearson Glass are celebrating their collaboration at HPMKT with an exclusive dinner and cocktail party inside the furniture maker's exquisite showroom. *RSVP required: hi@marybethpr.com*

MONDAY, OCTOBER 21

DesignEDGE 2019 Summit: Blurring Boundaries—Top Designers Who Defy the Limits of Design

9:00 a.m. – 12:30 p.m.

[IHFC Ballroom, Green Wing, 11th Floor](#)

Today's design world is fluid—there are crossovers between residential, hospitality, workplace, product and lifestyle, with elements of each influencing both trends and business. At the third-annual DesignEDGE summit, presented by the Educational Foundation of the International Furnishings and Design Association, featured speakers Lauren Rottet, Sheila Bridges and Young Huh will inspire and advise designers how to navigate these blurring boundaries. (3 CEU) *RSVP: bit.ly/DesignEDGE2019*

New Bedroom Program Launch

9 a.m. – 6 p.m.

[O.Henry House, 308 Greenoak Dr., Archdale, NC](#)

Get a sneak peek of O.Henry House's new bedroom selection, available to the trade, while enjoying drinks, light bites and a behind-the-scenes factory tour of the family-owned upholstery company.

The Professional Gains of Designer Showhouses

10 a.m. – 11 a.m. | [The Point \(Commerce Ave., between S. Main St. and Wrenn St.\)](#)

Designers Meg Caswell, Libby Langdon and Scot Meacham Wood pull back the curtain and reveal their secrets to show-house success.



The Senses of Luxury

10 a.m. – 11 a.m. | [Alden Parkes Seminar Room, 200 N. Hamilton, S. Ct., 110](#)

Luxury was once defined by labels, but today it is defined by living. Join *Traditional Home* senior style editor Krissa Rossbund for a thoughtful discussion with designers Jeanne Chung, Erinn Valencich and Traci Zeller about how the focus of luxury has shifted from glamorous acquisitions and status symbols to emotional intangibles. (1 CEU)

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Lift Up and Lead: Building Inspired Teams Through Impassioned Leadership

10 a.m. – 12 p.m. | Suites at Market Square Seminar Room, SAMS T1014

Join business transformation coach Gail Doby and interior designers Cheryl Stauffer, Bria Hammel, Vicky Serany and Christi Barbour, as they discuss their secrets for putting the right people in the right seats, leading and inspiring your team while freeing up more time for yourself, setting an inspiring vision that motivates and fulfills you and your team, and creating an impact on your community and the world. (2 CEU)

Biodiversity in Design

10:30 a.m. – 11:30 a.m. | High Point Tile & Marble Building, 108-110 S. Elm St.

Sustainable Furnishings Council and Zoe Bios Creative co-host a discussion with Susanna Paisley about how working with SFC can enhance your choices in both products and projects, accelerating our efforts to save biodiversity.

Understanding Today's Design Business Opportunities

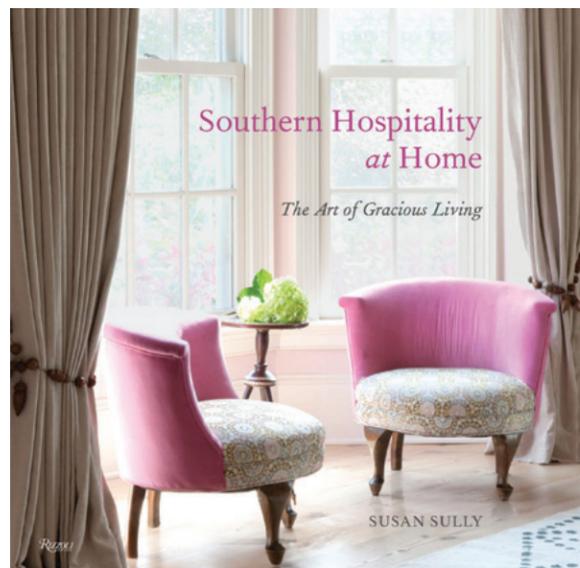
10:30 a.m. – 11:30 a.m. | Home Furnishings Association, Plaza Suites, 1-527

Whether you are looking to move from being an independent designer to having a retail store, growing your design firm, getting into the furniture business for the first time or considering a significant change to your current platform, there are many areas you need to consider. During this seminar, the HFA will provide you with a pathway for increasing the probability of a successful, sustainable launch.

Beyond the Bar: A Discussion on Luxury Entertaining

11 a.m. – 1 p.m. | Monogram Appliances Glass Pop-up, at the corner of Fred Alexander and N. Hamilton

Interior designers Laura Umansky, Mark Epstein, and Shayla Copas offer their unique perspectives on luxury entertaining in the kitchen—a space once thought of for only preparing and cooking meals. The talk is followed by cooking demonstrations, delicious appetizers and handcrafted cocktails prepared by two-time champion of the Food Network's *Chopped*, Chef James Briscione. *RSVP: alexandra.skobel@geappliances.com*



Southern Hospitality at Home Book Signing

11 a.m. – 1 p.m.

Couture Lamps, 110 W. Commerce Ave., Floor 1

Join style expert and author Susan Sully for a book signing of *Southern Hospitality at Home: The Art of Gracious Living* and a short presentation with *Business of Home*'s Kaitlin Petersen about the timeless gift of hospitality running through Southern architecture, interiors and lifestyles of the past and present.

One-Stop Design Shop: The Hybrid Interior Design/Retail Business Model

11:30 a.m. – 12:30 p.m.

Universal Furniture, 101 S. Hamilton St.

More and more, designers and retailers are bridging the retail-design gap to offer an experience that accomplishes both. So how does it work, and what are the benefits and challenges? Join *Furniture, Lighting & Decor* editor in chief

Diane Falvey as she talks with designers and retailers Teddie and Courtney Garrigan, Joni Vanderslice and Nancy Price to find out the pros and cons of juggling both sides of the business. *RSVP: universalurniture.com/marketevents*

Well-Being and Design: Elements of Positive Environments

11:45 a.m. – 1 p.m. | Watermark Living, 205 S. Main St.

Uplifting, healthy, optimistic, creative, productive—these are just some of the descriptions of places we all might prefer to live and work. To help designers intentionally create such spaces, Sunbrella's Amanda Frisbee will outline elements that foster positivity and contribute to healthy environments. *RSVP: laurieruddpr.com/contact-us*

Design Viewpoints Series: The Business of Customization

12 p.m. – 1 p.m. | High Point Theatre, Transportation Terminal

Led by moderator Beth Diana Smith, panelists Barry Dixon, Eric Haydel, Drew McGukin and Michelle Workman will share tips on how to make the customization of furniture, finishes, textiles and more a key part of your portfolio of services—and how to sell this differentiator to your clients. Complimentary boxed lunch provided. Presented by the High Point Market Authority and ASID. (1 CEU)

Styling Interiors for Photo Shoots

1:30 p.m. – 2:30 p.m. | Suites at Market Square Seminar Room, SAMS T1014

In a world of digital coverage and social media, what really goes on behind the scenes to capture the ideal lifestyle image for Instagram, marketing and media placement? Learn from some of today's leading social and design innovators, including Kathryn Lott, Gretchen Black, Mary Beth Zaehring, Lauren Clement and Courtney McLeod, as they discuss capturing the best of your projects through styling and photography. (1 CEU)

All in the Family

2 p.m. – 3 p.m. | The Point (Commerce Ave., between S. Main St. and Wrenn St.)

Working day in and day out with family members can present some unique challenges. Join mother and daughter Teddie and Courtney Garrigan of Coco & Dash for an open and honest roundtable discussion about boundaries, balance and breakthroughs that can create harmony in both the workplace and at home.

Don't Sleep on Pinterest!

2 p.m. – 3 p.m. | Universal Furniture, 101 S. Hamilton St.

Join Adam Japko of Esteem Media and Kyla Herbes from House of Hipsters as they discuss the Pinterest comeback and how to leverage the value of the platform for your business. *RSVP: universalurniture.com/marketevents*

Makers: From Startup to Success

2 p.m. – 3 p.m. | New Growth Designs, 422 N. Hamilton St.

What does it mean to be a maker, and how do you get started? Join moderator and maker Jana Phipps, as she talks with Trace Mayer, Erin Weston and Beth Collier about the long road to success and what they've learned along the way that can inform your own journey.



KEYNOTE: Harnessing the Brand-Building Power of TV

3 p.m. – 4 p.m.

High Point Theatre, Transportation Terminal

A starring role on television allows you to reach millions of people in mere minutes and can position you as an expert—but is it the right path for you? Join Evette Rios as she moderates a panel of interior designers who have

embraced the brand-building power of television, including Hilary Farr, Libby Langdon and Mikel Welch. They'll delve into why TV exposure matters and how you can use that exposure to build your brand, make more money and acquire more clients.

New Trends in Holiday Decorating

4 p.m. – 5 p.m.

New Growth Design, 422 N. Hamilton St.

Has your holiday decorating become more of a pill than a passion? Join design experts Shayla Copas, Erin Weston, Robert MacNeill and Shay Geyer as they share their latest ideas and products for Instagram-worthy holiday interiors.

Is Product Licensing for You?

4 p.m. – 5 p.m. | Comfort Design, 101 N. Hamilton St.

The thought of a home furnishings line with your name sounds thrilling, and you've got some great product designs in the works. But how do you find a manufacturing partner? Experts Stacy Garcia, Jason Oliver Nixon, John Loecke and Charles Pavarini III join Diane Falvey, editor in chief of *Furniture, Lighting & Decor*, in a conversation on the benefits and challenges of licensing.

Design Harmony: Design's Influence on Health and Wellness

4 p.m. – 6 p.m. | Century Furniture, 200 Steele, 213

One of the fastest-growing influences in the industry today is the idea that great design improves health and wellness. Designers will leave the panel discussion armed with documentation and new marketing tools that will allow them to receive credit for providing healthier homes. (1 CEU)

Designing for Celebrities

4 p.m. – 6:30 p.m. | Simply Amish, IHFC, D1102 and D1144

Interior designer Cindy Shockey shares what it's like to design for a client who has a million Facebook followers, a TV show, and a camera crew following your every move.

50th-Anniversary & New Collections Celebration

4 p.m. – 7 p.m. | Wildwood, 200 N. Hamilton St., Floor 1

Guess who's turning 50! Celebrate Mark Wildwood's big anniversary with a sip and stroll through the showroom, and meet Claire Bryson and explore her new chandelier collection.

HPMKT Design Tribe Mixer

5 p.m. – 7 p.m. | The Point (Commerce Ave., between S. Main St. and Wrenn St.)

HPMKT Brand Ambassadors Deb Barrett and Jackie Von Tobel invite you to a special Market soiree for lively conversation. Over drinks and delicious bites, they'll dish on top takeaways and the secret sources they've discovered this Market and how to capitalize on them.

Third Night: A Progressive Gala

4 p.m. – 7 p.m. | 525 N. Wrenn

Join vendors for Southern noshes, festive beverages, and conversations with some uber-talented designers about how their vision comes to fruition on the showroom floor. *RSVP: bit.ly/2mZW8Es*

Third Night Gala: Bubbles & Baubles With Alden Parkes and Replacements

4 p.m. – 7 p.m. | 200 N. Hamilton St., Suite 110

Grab a glass of bubbly and bedazzle yourself with gorgeous baubles! Try on and shop this over-the-top collection of estate jewelry from Replacements while enjoying light fare and live music. Be inspired in amazing spaces created by 12 notable designers.

Universal Semiannual Market Party

5:30 p.m. – 9:30 p.m. | Universal Furniture, 101 S. Hamilton St.

Join Universal Furniture for its semiannual celebration, and reconnect with Market friends and family. Enjoy cocktails and hors d'oeuvres and live music from Lulu the Giant. *RSVP: universalurniture.com/marketevents*

24th Annual International Society of Furniture Designers Pinnacle Awards Gala

5:30 p.m. – 9 p.m. | High Point University's Congdon School of Health Sciences

Join keynote speaker and co-host Christiane Lemieux, emcee Bill McLoughlin, and a who's who of our industry's design talent—including BOH's own Kaitlin Petersen—for an evening honoring the best in furniture design, in an extraordinary building on the beautiful High Point University campus. From 5:30 to 6 p.m. is the student meet-and-greet, the reception begins at 6.

RSVP: bit.ly/2019PinnacleAwardsGala

TUESDAY, OCTOBER 22



Style Spotters LIVE!

9 a.m. – 10 a.m. | IHFC Ballroom, Green Wing, 11th Floor
Enjoy a complimentary breakfast while a panel of High Point Market Style Spotters offer expert insight into the leading looks and products from Fall Market. Fresh from their showroom explorations, the Style Spotters will unveil the stand-out looks and colors, textures and patterns, materials and forms of the new season. Plus, they'll share their perspectives on why these are the trends to keep your eye on in the months to come. After the event concludes, join one of the four Style Spotters for a tour of their favorite showrooms. The Trend Tours depart from the ballroom at 10:15 a.m. RSVP: highpointmarket.org/events/ss-live

ITA Roundtable: The Widely Diverse and Changing Landscape of Distribution

10 a.m. – 11 a.m. | The Point (Commerce Ave., between S. Main St. and Wrenn St.)

Join the International Textile Alliance for a discussion on the pros and cons of various models from the perspectives of a textile supplier, upholstery manufacturer and interior designer. The discussion will be moderated by Warren Shoulberg, award-winning journalist and consultant for the retailing and home furnishings industries, and will feature Zack Taylor of Wesley Hall, Brooks Morrison of Moore & Giles, Stephanie James of Allen & James Interior Design, and Jim Ennis of Ennis Fabrics and Vision Fabrics.

The Ins and Outs of Marketing for Designers

10:30 a.m. – 11:30 a.m. | Suites at Market Square Seminar Room, SAMS T1014

You know you're supposed to be marketing, but what does that really mean? Where do you begin and how? Dawn Brinson presents a step-by-step plan attendees can implement to make marketing a useful, successful component of their business. (1 CEU)

WEDNESDAY, OCTOBER 23

WithIt Student Mentoring Day 2019

8 a.m. – 1 p.m. | Suites at Market Square Seminar Room, SAMS T1014

WithIt mentoring day is offered to students pursuing home and furnishings majors. The agenda will include a speaker, industry roundtables, lunch, and showroom tours with members. Register, or volunteer to mentor, at withit.org.



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