



## SERVICES GUIDE

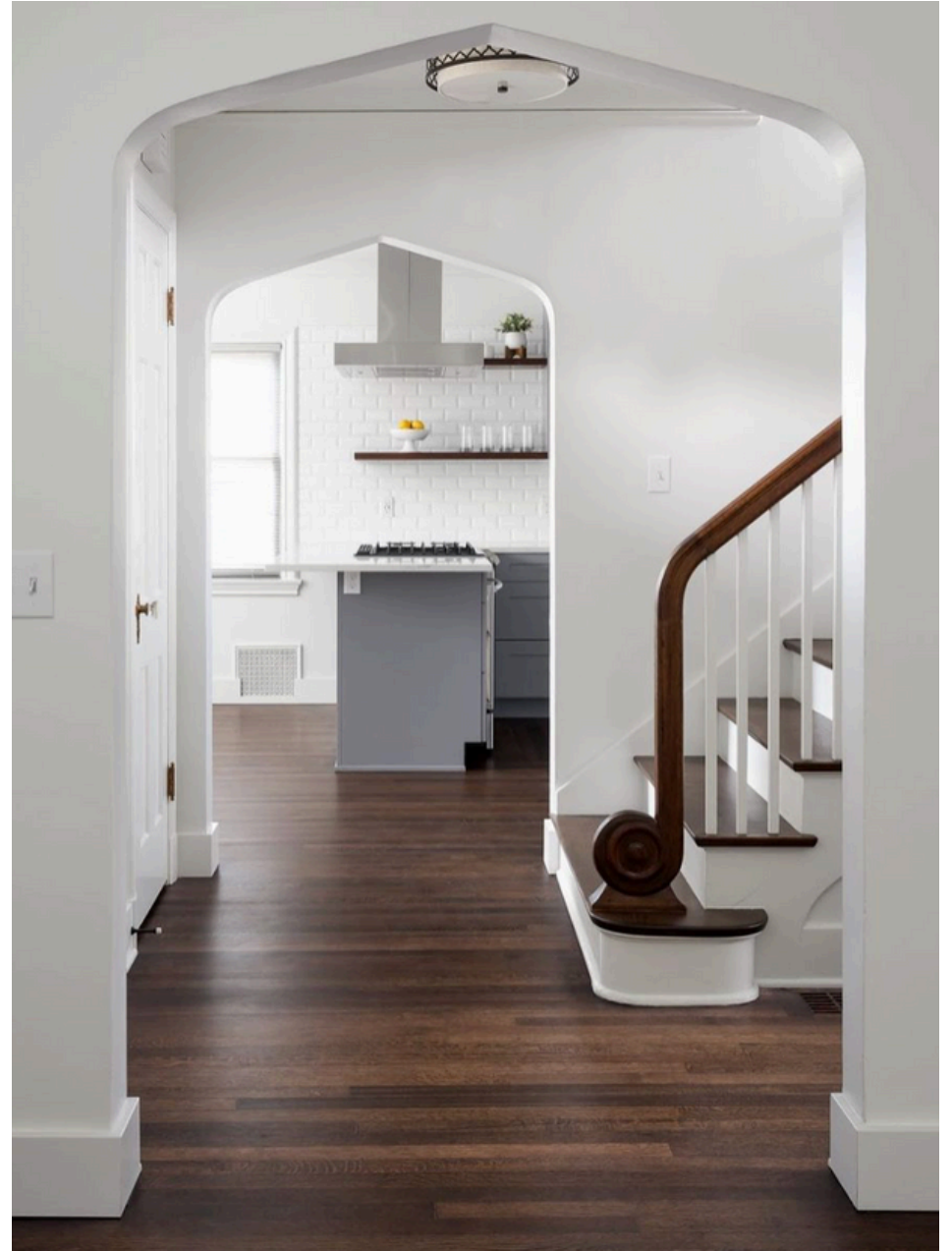


# Thank you for inquiring about our services!

At Justine Marie Designs, it is our greatest joy to create beautiful and functional designs for our clients while streamlining what could otherwise be a stressful remodeling experience. Acting as a sounding board throughout the process, we'll ensure your investment in your home is protected and maximized by helping you to make the right decision at every step.

This packet details our process and what you can expect when working with our team. We'd can't wait to connect with you to learn more about how we can help.

*Justine*





# The Team

Our team's attention to detail is second to none. While all design related questions will be answered by the lead designer on your project, our team collaborates closely and will carefully manage the many elements that go into creating a unique design so you can enjoy a beautiful, functional, and uniquely you space. With diverse backgrounds and expertise, each team member brings a slightly different element to the table.



## Justine Marie

*Kitchen & Bath Designer/Principal*

Justine loves creating a custom design experience with each and every one of her clients. She strives to make each space as functional as it is beautiful, while incorporating each client's personal design style into the space. She sees each project as a puzzle and loves the challenge of putting the pieces together.



## Ashlee Canzler

*Kitchen & Bath Designer*

Ashlee has been supporting JMD clients since 2019. She loves getting to know each client so she can create a unique combination of design elements that will fit their lifestyle and personalities perfectly.



## Marcia Germ

*Kitchen & Bath Designer*

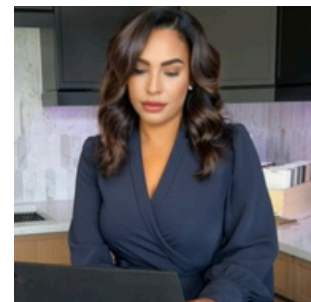
Marcia's background in the women's apparel business gives her a great eye for design and color. She loves working one on one with clients to unlock the potential in their living spaces.



## Alexandria

*Kitchen & Bath Designer*

With deep roots in construction from her upbringing in Lahaina, Maui, and over a decade of collaboration with JMD, Alexandria brings unmatched expertise in kitchen and bath design along with a thoughtful, client-focused approach to every project.







# Design Services

A SEAMLESS EXPERIENCE FROM START TO FINISH

We'll work with you to create a curated look that is special and unique to your taste, all while managing the design process so you can enjoy an exciting experience. When working with us to bring your design to life, the return will be priceless: a functional space that reflects who you are and the confidence in knowing the investment in your home will serve you for years to come.

*This service includes:*

- Design selections meeting(s)
- Specifications book for your builder
- Renderings and elevations
- Product sourcing & order management

*Timeline:*

A kitchen and bath design can take anywhere from six to ten, weeks or longer depending on the scope of work and level of detail required.

*Consultation:*

This service begins with a 60-90 minute in-home consultation so we can get to know each other and gather all the details to prepare a custom product proposal and design fee agreement for your project. The consultation is \$275 and is non-refundable.

*Investment:*

Our design services begin at \$1,500. When you purchase your cabinetry through us, we'll credit you back 50% of your design fee.

# The Kitchen & Bath Design Process



## 01 | CONSULTATION

During the initial consultation, we'll gather details about your space to prepare your custom product and design fee proposal. You can expect to receive this within 1-2 weeks from your initial consultation.

*Timeline: 2 weeks*

## 03 | PRODUCT MANAGEMENT

Once the design has been finalized, we'll schedule a field verification meeting to confirm all details. Material pricing will be updated for your review and once approved and paid, we'll begin placing orders and tracking items on your behalf. We'll also communicate all product and design details to your contractor.

*Timeline: 4-12 weeks +*

## 02 | DESIGN

Once the design fee is approved, we will begin preparing preliminary drawings to review at your design selections meeting, where we will also select all the items for your design. We will collaborate with you one-on-one until we achieve your ideal design.

*Timeline: 6-10 weeks*

## 04 | SUPPORT

During the installation process and after your products have been installed by your contractors, our team will handle warranty issues that arise. We'll work with our suppliers to make sure any deficiencies are resolved so you can enjoy your new space. We will also work with your contractor to answer any design questions that may come up throughout the installation period.





*"Justine was very knowledgeable and professional, listened carefully and wisely, and made insightful suggestions. She was a pleasure to work with! We recommend her to anyone who wants a first class design with careful attention to detail."*

~ KENN



# Investment

## DESIGN FEES

Our design fees are billed at a flat rate based on the room and begin at \$1,500. When you purchase your cabinets through us, we'll credit 50% of your design fee back to your cabinet order.

## CONSULTATION

A consultation is the first step we typically take for our design services. During this 60-90 minute in-home meeting, we'll gather all the details we need to prepare a custom product proposal and design fee agreement. The consultation is \$275 and is non-refundable.

## PRODUCTS

We place great importance on building strong relationships with our vendors. As suppliers, we partner with numerous manufacturers across cabinetry, countertops, tile, plumbing fixtures, hardware, lighting, and more. This enables us to source products for any project with pride, while also fostering close connections with our clients.

## PRODUCT MANAGEMENT

When it comes to sourcing materials for your project, we take charge of coordinating all specifications and quantities with our vendors, ensuring a seamless ordering process. We'll keep you informed about estimated arrival times and product details, and directly communicate them with your contractor. We don't typically act as project managers for the entire project, as our clients usually collaborate with their own contractors for construction details and timelines. However, we do offer project management services if needed, at an hourly rate.



# BUDGET + FEE GUIDELINES

Below is a general range of the investment our clients typically make in their kitchen and bath designs and pricing can vary based on a variety of factors like size, scope, materials chosen, and more. When creating your customized proposal for your project, we'll prepare estimates from our vendors and suppliers so you know exactly what's possible for your space and how much we estimate it will cost. Please note, multiple room discounts are available and the product budget fees listed do not include labor.

## DESIGN FEES

Powder room design	\$750
Standard bath design	\$1,850
Primary bath design	\$2,750
Kitchen remodel design	\$2,500-3,500
Bar, office, laundry, other room	\$1,500
New addition design	\$3,250+
New addition w/ structural changes	\$4,500+

## PRODUCT BUDGET

Powder room products	\$8,000+
Standard bath products	\$15,000+
Primary bath products	\$25-50,000
Small kitchen products*	\$25-40,000
Medium kitchen products*	\$40-60,000
Large kitchen products*	\$50-90,000

*\*not including appliances*



# Communication

## OUR COMMITMENT TO YOU

We are committed to bringing your project to life in the most efficient way possible. This means we'll use email and our design management software to house all project related communication so your project stays organized and so our whole team stays in the loop.

## BUSINESS HOURS

Our business hours are Monday - Friday 9:00 am to 5:00 pm, and you can always expect a response to your emails and phone calls within 1-2 business days.

## PROJECT CORRESPONDENCE

Email is our preferred method of communication so our entire team has access to everything happening with your project.

While we don't use social media channels, text messages, or FaceTime for project related correspondence, we might use text messages in quick turnaround situations.





# Frequently Asked Questions



## ***How long does the process take?***

The average design process takes *around* 10 weeks and includes elevations, floor plans, design selections meetings, revisions, a field verification, and placement of orders. Once orders are placed, lead times can be anywhere from 4-12 weeks or longer based on the supplier. We try to coordinate items to arrive on or before your construction start date.

## ***Can I shop on my own?***

We'll work with our suppliers and trade partners to select items that will reflect the style and finish level you desire. When sourcing from our vendors, we also calculate quantities, communicate the product details with your contractor, and provide warranty assistance for any issues.

You can absolutely purchase materials outside of Justine Marie Designs. However you are responsible for calculating quantities, communicating details with your builder, and handling warranty issues that arise.

## ***How will items be delivered?***

Items will be delivered directly to your home when they are ready. Any tile or flooring will be held at the tile supplier for pick up by your installer.

## ***Will you do site visits?***

Project management is not included in our design fee, however, we will do a final field verification before placing your orders and will meet with your contractor before handing the baton over to him/her once the design phase is done and orders are placed.

## ***Can you recommend contractors?***

We love partnering with contractors we know will take great care of our clients. We can make a recommendation once we have more details about your project so we can suggest a company that will be a great fit for your budget, location, and style.

# Frequently Asked Questions - Continued



## **Do you do interior design for other rooms in the house, or just kitchen and bath?**

We can help with laundry rooms, mudrooms, offices, built-ins, bars and overall whole home selections. We do however only focus on solid surface items like cabinetry, countertops, tile, plumbing fixtures, hardware, interior paint and door selections, flooring, etc. We have companies we work with that we can recommend if you need further help with things like furniture and window treatments.

## **What cities do you work in?**

Our service area varies depending on the project scope of work and what clients are looking for when working with us. We are based out of Renton, WA and typically service areas from Lakewood, Gig Harbor, Issaquah up to Everett and every area in between. We can also work virtually and travel to jobsite locations depending on the project.

## **Is there anything I need to do to prepare for my consultation?**

There's no need to do anything before your initial consultation. However if you would like it can help to have some Pinterest or Houzz boards put together to give us an idea of your style and any specific elements you are interested in. The initial consultation is typically 60-90 minutes.

## **Do you have an idea of the cost of the actual work, or do I need to get a contractor bid?**

While we typically have a general idea of what certain projects may cost, we always recommend getting a contractor bid (or multiple). The general contractor will always be able to give the most accurate estimate for the labor on your project.

## **Where can we see more of your work?**

In addition to our [Gallery on this website](#), you can find our projects on [Houzz](#) and Instagram. You can also read client reviews on [Google](#), [Yelp](#), [Houzz](#) and [Facebook](#).



# Next Steps

WE WOULD LOVE TO WORK WITH YOU!

We are so grateful you reached out to learn more about working together. The next step from here is to schedule a complimentary discovery call so we can learn more about your project and any questions about our services. Alternatively, if you're ready to dive in, we can proceed with getting your initial consultation scheduled.

If you would like to first book a discovery call, you can find a date and time by [clicking here](#).

If you have any questions, please let us know. We look forward to hearing from you!

*Justine*

