

Window Treatments Is Serious Business.....

This is why you need more than just someone who shows up, measures your windows and then sends you an estimate days later.

You need a solutions team like ours! We have been designing and fabricating custom window treatments for over ten years, and we know the right questions to ask to uncover your needs, and will then design the perfect solution for your windows.

We are interior designers, so we don't just think about the look of your custom drapery; we care about the functional needs of the room as a whole. We educate you on the many different options that exist in window treatments, we learn about how the room will be used, whether the room gets a lot of afternoon sun, whether you need functional or just decorative, the look you would like to achieve and what your budget is

We provide elevation sketches of each window to help you visualize what your finished custom treatment will look like. You get to see before you buy.

How We Price Custom Window Treatments

The price of custom window treatments is still a mystery to consumers, so we would like to take the time to answer a few of the frequently asked questions about how we price custom window treatments. This will help you make an educated decision before moving forward

Why we charge a consultation fee

As we mentioned above, custom window treatments is serious business. For the best outcome, it requires the eye of someone who is trained in this area, has several years of experience, a vast product knowledge, and someone who understands all the nuances and functional needs of your windows. When we arrive at your home, we are ready to work. We offer advice, recommendations and guide you into making the right decision based on your needs and wants.

Your time is valuable, and so is ours. We don't want to waste your time by showing up just to take measurements, and not offer advice. Therefore, we charge a non-refundable one hour consultation fee of \$247 to cover our time. We are there to help you make the right decision.

Why we bill for time

Some local workrooms do not charge for time to fabricate your custom window treatments, but instead add a markup to the materials and charge for labor and installation. This is because they rely on you to provide them with the design for your own windows, and source and purchase your own materials. Their job usually is limited to only fabrication, and therefore they typically do not design and manage the process.

We do charge for our time to bring the perfect solution to your windows. You can be assured that your window treatment is custom designed and perfectly tailored for your windows. We meet with you in your home, look at your room overall, and design the perfect solution for your windows. We know the right fabric to choose, the right style, blackout or not, interlining or not, functional or decorative, the fullness, and so much more details.

Here is a breakdown of what is involved with designing your window treatments through to installation, and the time involved in coordinating this on your behalf:

- We meet for the consultation in your home, discuss your needs, make recommendations and take measurements. This is a minimum of 1 hour
- We prepare a design concept, research inspiration, initially source fabric options, prepare a proposal and meet with you in your home to discuss our ideas. This is a minimum of 6 hours per window
- We further develop our ideas based on the style and function of your windows, and prepare elevation renderings, source the exact fabric, lining & hardware, make our calculations, and prepare a quote. This is a minimum of 6 hours per window
- We meet with our installer in your home for the remeasure and send information to our workroom to verify and confirm materials and hardware calculations. This is a minimum of 3 hours
- We meet with you to review final design and exact budget. This is a minimum of 1 hour
- We order all fabrics, hardware and other materials. This is a minimum of 3 hours
- We verify fabrics and other materials when they arrive and deliver to our workroom and have our brainstorming session to make sure we are on the same page. This is a minimum of 2 hours
- We visit the workroom once per week to check on the progress of your custom window treatments. This is a minimum of 3 hours
- We send you weekly emails to update you on progress. This is a minimum of 2 hours
- We coordinate and schedule the installer and workroom for installation day. This is a minimum of 2 hours
- We are onsite for the duration of the installation of your custom drapery. This is a minimum of 4 hours
- We do a "walk-through" and follow-up to make sure you are happy with your new window treatments. This is a minimum of 1 hour

Yes, we are perfectionists when it comes to our custom window treatments, and we put a lot of time into making sure they are the perfect solution for your windows. We decided to "meet our clients half way", and bill a flat fee for our design time. Our flat fee ranges from 8 hours to 25 hours per window based on the complexity of the window treatment. The flat fee will be included in the proposal we send to you, so you will know in advance what the fee will be. Multiple windows are further reduced, starting at 5 windows minimum

Do we also add a markup on materials?

Our price structure is that we offer you a percentage off the discounts we receive on fabrics, hardware and labor/installation costs from our vendors. We are in fact saving you money. As a consumer, you will likely pay full retail for the same products and services without going through us.

How long does it take?

From consultation to installation, the process usually takes 8-10 weeks. This will vary based on the number of windows, the time of year and the availability of the fabrics we choose. You will be given a time frame when you order your custom drapery

What is the average price range?

That is a tough question, but I will do my best to break it down for you!

The biggest driver of the price on custom drapery is of course the fabric chosen. Fabrics can range in price from \$30 to over \$450 retail.

Next it is whether trim is added, or multiple fabrics are being used

Hardware prices can also vary dramatically

The style is also a big price difference

The type of lining and interlining will also affect the price, but to a lesser extent

A simple pair of linen drapery panels for a 35W x 70H window with lining and interlining, hardware, labor and installation can start at around \$1500 on the lower end, and can go as high as \$4000 or more



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