

# REIMAGINING THE INSTORE EXPERIENCE



## The changing face of home retail

The home retail experience is constantly evolving. To successfully meet customer expectations while hitting targets instore, there is no one-size fits all approach to selling. For maximum success, sales professionals must be able to quickly adapt to the needs of each individual customer.

## A sales professional's many hats

### Personal Shopper

Provide a personalized one-to-one service to customers, taking into account their exact requirements and personal preferences

### Trends Guru

Keep abreast of the latest design trends to inspire customers and accelerate the sale cycle

### Omnichannel Operator

Know exactly what each customer wants and where in the sales cycle they are, regardless of channel

### Industry Expert

Offer practical advice to overcome challenges and guide customers towards accurate and sales-ready designs

### Quick Closer

Propel customers towards project completion without placing them under pressure by optimizing resource



## Achieving the perfect fit with 3D planning

The HomeByMe for Home Retailers 3D planning solution enables sales teams to inspire their customers and accelerate sales with an easy to use web-based platform. Developed specifically to address the needs of home retailers, the solution facilitates premium in-store and online experiences to encourage engagement and increase sales conversions.