



Interior Designers & Mandate – Hand in Hand

A good relationship between designers and TMG can really benefit a project – TMG explain this partnership by “Bridging the Gap.”

Expectations and Realizations - Interior Designer on working with TMG

Before: Concerns that it would take more time to complete the project.

After: Having TMG not only made the running of the project much smoother, but the shared workload also made work on several projects at the same time possible. For example, the ultimate result on a residential project was the creation of a “home” and not just a “house” for the client.

Advice: Visit the TMG showroom several times (some of these times can be virtual via phone/email) to discuss the client’s wish-list of layout and requirements so that all parties are on the same page. Moreover, when TMG and the interior designer start working together on a project it is best if every stage of the development process is agreed – yet both parties need to stay out of each other’s area of responsibility.

Before: Designer hoped for practical ideas and insights but was concerned that these would be diminished by TMG’s experience and standard operating procedures.

After: TMG proved to be an asset. Sharing responsibilities and benefiting from each other’s expertise and contacts, allowed more freedom to concentrate on creating the perfect home. Moreover, the client’s brief could be completed in a timely manner while exceeding expectations.

Advice: Before approaching TMG with a project, make sure you have done your research and reached an agreement with your client on the product range, style, past projects, budgets, services, etc.

Money Matters

One major point is money. TMG explains how the relationship works financially as there is an obvious call for clarity of payments, transparency of discounts and administration charges. TMG are very clear about this at the beginning, enabling full concentration on the project and client satisfaction.

In light of the current economic climate, it is more important than ever to reach out into uncharted territory and learn more about working in tandem with other suppliers, designers, and corporations to provide a more efficient and harmonious service to clients, which will inevitably increase the likelihood of referrals and repeat business.

Top Three Tips for Successfully “Bridging the Gap”

- 1. Honesty and Transparency**
This is a partnership. Open communication from the outset will breed trust and support.
- 2. Client Approval**
Timely client approval on both parties as well as proposals, budgets etc will ensure the smooth running of the project from start to finish.
- 3. One Project Manager**
Usually the initiator of the project will take this role. Once the project manager is agreed this person must remain the first point of contact at all times to ensure efficiency and clarity for the client.

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