

# Hive's Shades Prep Guide



# Our message to you

You're getting ready to spend a lot of money on our shades and services, and we know you don't want to make any mistakes with a project of this magnitude.

To ensure that the process goes smoothly, we put together a complete preparation guide on everything you need to know before your shades consultation!

The five big topics we believe you should know before the consultation are products, pricing, billing, warranty and the manufacturers' offerings.



# Shades prep guide

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## Your biggest questions:

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# What shades manufactures do you carry?

We will arrive in a design van with samples from three different manufacturers:

Hunter Douglas, Screen Innovations (SI) and Norman Window Fashions.

**HunterDouglas** 

- A wider range of options to choose from
- Great for designers, thousands of fabric options. Twenty-five different product lines from roman shades to plantation shutters
- Motorized shades with silencers
- Don't need low-voltage wire; they come battery operated and rechargeable with a year and a half to two years per charge



- Modern screen shades that are meant to disappear in the room.
- Options for large window and sliding glass door shades
- Motorized upturns wired or wireless that can be easily integrated into control 4.

**NORMAN**<sup>®</sup>  
SHUTTERS. BLINDS. SHADES.

- Options for cell-shades, 2.5-inch forward blinds, solar shades (manual or cordless)

# What kind of shades do you carry?

## Hunter Douglas

- Motorized, manual, cordless

## Screen Innovations

- Motorized, cordless

## Norman Window Fashions

- Plantation shutters, cordless, manual



Each manufacturer offers **blackout**, **light filtering**, and **solar screen** shade options. Solar screens come in the following openness levels: **1**, **3**, **5**, and **10** percent. More information on shade openness can be found [here](#).

# How much do shades cost?

Please take a look at the manufacturers' websites to see what options are available and at what price:

- Hunter Douglas - <https://www.hunterdouglas.com/>
- Screen Innovations - <https://www.screeninnovations.com/>
- Norman Window Fashions - <https://normanusa.com/>



Hunter Douglas

\$1,500 to \$2,000 a window

Screen Innovations

\$1,500 to \$2,000 a window

Norman Window Fashions

\$300 and \$900 a window

# When and how do I pay Hive?



After the proposal is signed, you will receive an invoice from us for **50%** of your project.



Two days before your start date, you will receive an invoice for **45%** of your project which will cover equipment and material costs.



The final **5%** is due when your project is complete.

- Your first payment will put your credit card or wire transfer information on file with us.
- Customers who pay **100%** at the beginning of the process will receive a **2%** discount on their project.
- Most shades installs will be done quickly so you can expect to have the **45%** and **5%** charged to your payment on file close to each other.



# What's the warranty on my shades?

## Hunter Douglas

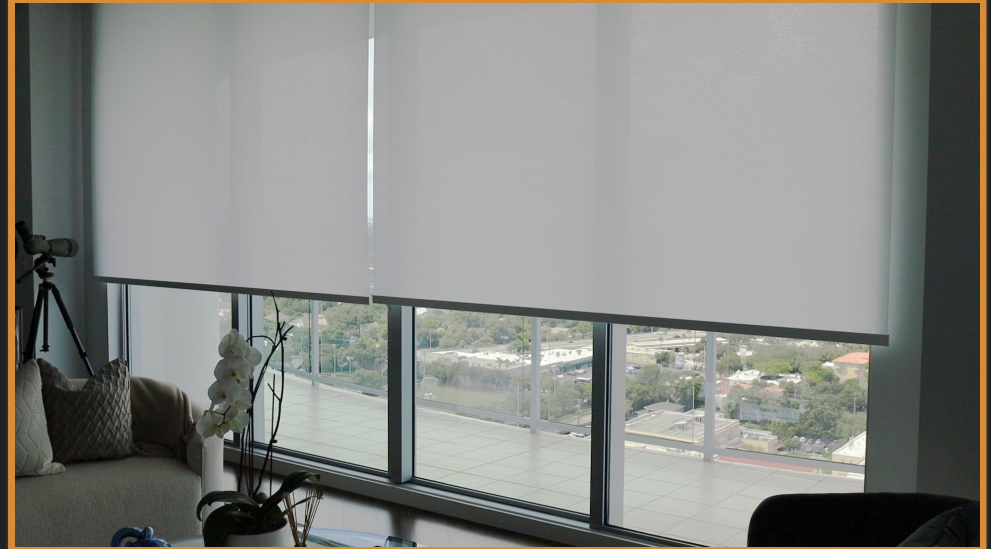
- Lifetime warranty on shades
- Motors for the shades have a five year warranty

## Screen Innovations

- Five-year warranty

## Norman Window Fashions

- Five-year warranty



★ These warranties do not include labor, which has a **thirty-day** warranty ★



**Thank you!**



**We appreciate you taking the time to read our shades prep guide!**

*- The Hive Team*