We believe that when your skills are the best they can be, you will succeed. We know that when you succeed, Showplace will too. Simple as that.

Is it just a job, a way to pay the bills? ...or can it be more?

I love what I do. I know I'm creative, smart, and ready to work hard. But how do I know my skills are the best they can be? It's such a complex business...

ShowplaceWood.com/training
I'm a good designer, and I have a lot of happy customers to show for it. But I'm not going to sit back and rest on my laurels. That's a good way to get passed by the competition. I made a promise to myself to always advance...
In their own words...

“The training that Showplace provided was great. Though I am brand spanking new to the cabinet industry, I felt much better when I left the training. There were many seasoned cabinet industry people there and everyone seemed engaged.”

- Terri, Jacksonville, FL

“If you’re a designer who is new to the business, or new to the Showplace brand, our two-day Product Knowledge & Basic Design course will get you started right. Once you’ve taken this course, or have substantial experience, our 1-1/2-day Advanced Cabinetry & Room Design course will take you to the next level. Both courses are taught by true working professionals — people who know the day-to-day realities of your career.”

- Jeane, Winter Park, FL

Showplace design requires a very technical, practical sort of thinking. And there is an artistic, expressive side to it that is just as important. The challenge is doing both at the same time, and doing both well. Showplace training will help you reach the point where the technical and practical becomes second nature, which will free your creative side to reach new heights.

Cabinetry design requires a very technical, practical sort of thinking. And there is an artistic, expressive side to it that is just as important. The challenge is doing both at the same time, and doing both well. Showplace training will help you reach the point where the technical and practical becomes second nature, which will free your creative side to reach new heights.

Our two product/design courses are free. Showplace also pays your lodging while you attend training. All you are responsible for is travel costs, and your available Dealer Marketing Support funds may apply.

If you’re a designer who is new to the business, or new to the Showplace brand, our two-day Product Knowledge & Basic Design course will get you started right. Once you’ve taken this course, or have substantial experience, our 1-1/2-day Advanced Cabinetry & Room Design course will take you to the next level. Both courses are taught by true working professionals — people who know the day-to-day realities of your career.

Cabinetry design is a highly complex thing. The more training you have, the better you become at the technical aspects of planning and ordering. Which means fewer mistakes, more efficient workflow, happier customers, higher profits. It also means less stress and more satisfaction for you. And when you are happy and making money, Showplace is happy. That’s why we do this. Go to ShowplaceWood.com/training, or talk to your Showplace rep to learn more.

See the back cover to learn how you could earn up to $1200 in Graduate Rewards after attending training.
I’m lucky that people just seem to like me. And I love working with people, too. It’s so rewarding to help them find just what they want. I’d love to compare notes with others that understand this, and learn how to be even better...
It's not like selling cars or TVs. It's not just a matter of getting the prospect to say 'yes,' they sign on the line, and walk away. In cabinetry sales, 'yes' is just the beginning of a process that will last weeks or months. Of course you have to get the sale, but you also have to build a relationship. Which makes it that much more challenging.

The one-day Selling Strategies for the Cabinetry Showroom class will give you new insights and understanding of this complex process. Types of customers, types of sales, and a planned approach to the selling process are all covered.

Closing and project management are also discussed. The class is taught by a proven pro, with a long history of success in the business.

You'll get to know and learn with others from around the nation who do what you do. It's a rare opportunity to network, swap stories and collaborate with noncompeting peers. You'll also get an up-close, behind the scenes look at a really nice, highly successful showroom.

The course is free. Showplace also pays your lodging while you attend training. All you are responsible for is travel costs, and your available Dealer Marketing Support funds may apply.

To learn more, visit ShowplaceWood.com/training, or talk to your Showplace rep.

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In their own words...

"Your guys always treat us like royalty and in the mean time we actually do learn something!"  
~ Tom, Mountain Lake, MN

"I really enjoyed your classes. It is nice to put names to faces. I learned a lot more about Showplace, the catalog, and the people. It's exciting to work with a company who truly cares about its people, its dealers, and the customer. I submitted my first order this week!"  
~ Elaine, Libertyville, IL

ShowplaceWood.com/training
I got into this business for love. The love of the process and the product. The love of creating something real, lasting and beautiful in a person’s home. To do that, I also have to run a business, manage a staff, turn a profit. That’s always been the hard part...
It’s probably a safe bet that you didn’t get into this business to get rich quick. But that doesn’t mean your business skills have to hold you back. Or take the fun out of it. Business skills need to be learned, just like you once learned to design a kitchen or price an order. Showplace training can help you sharpen those vital business skills.

Showplace has partnered with Spader Business Management to bring you effective, targeted business training. The one-day Best Practices Business Workshop is held at Spader’s training facility in Sioux Falls, SD. Unlike other Showplace training there is a $300 fee to attend. Accommodations are paid by Showplace.

Best Practices Business Workshop

You’ll receive business and management training that is tailored specifically to our industry. The workshop is built around Spader’s unique strategies that have proven successful to thousands of clients in many industries nationwide.

Topics include:
- Employee cost
- Fixed vs. semi-fixed costs
- One Dollar EMPOWERment®
- Establishing your budget
- Power Profit formulas
- Five key expense ratios
- Forward forecasting, cashflow
- Seasonal trends

Attendees will also have access to a free six-month Spader Profit Planner Management Link consulting package. This confidential service will decode the mysteries in your financial statements — and the secrets you need to plan for profitability. You can take control of your finances to improve your scorekeeping and accounting, create a customized profit plan, and make daily decisions with confidence. This free package has a value of $995. Download detailed information at ShowplaceWood.com/training.

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In their own words...

“I must thank you for the great training. Everyone at Showplace was very kind and the trip was well worth the time. I am moving on a business plan which was shaped by what I learned there.”

- Bill, Fairbanks, AK

“I will be back for more training...it was excellent. I’m writing up an outline to my company about what I learned and how it will benefit the company. Thanks again!!”

- Darlene, Williston, VT
I love the power and freedom that computer design gives me. Go back to grid sheets and pencils? Not on your life! But I realize it's important to keep up, keep sharp, make use of that ever-growing digital capability...
It can sometimes seem like the words ‘basic’ and ‘computer’ shouldn’t be used together. There is very little that is truly ‘basic’ anymore about computer hardware or software. As the technology continually grows in power and complexity, it’s even more vital to keep your skills growing too. Showplace training can do that.

Our one-day ProKitchen Basic Computer Design class will get you started right with this powerful and flexible design software. You'll begin by learning how to customize the program setup to fit your needs. You'll progress through the basics of placing walls correctly, and adding accurate window and door locations. The training then moves on to adding and modifying cabinets within the room boundaries you've set. You'll learn the proper way to add moldings, counter tops and toe kicks. You'll learn to specify door styles and finishes, and then produce stunning perspectives for review.

The class is taught by a true working pro, who does computer kitchen design for a living. Before you attend, you should have a good working knowledge of general computer operation, and at least three months' experience in some form of computer design. This experience does not have to be on ProKitchen software.

Showplace has made a commitment to ProKitchen. We believe it is, in many ways, a superior product that offers state-of-the art features and functionality. Showplace Price & Reference data is fully supported by ProKitchen.

This course is free. Showplace also pays your lodging while you attend training. You are responsible for travel costs, and your available DMS funds may apply to this. To learn more, visit ShowplaceWood.com/training, or talk to your Showplace rep.

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In their own words...

“I left a little overwhelmed by ALL the choices. I have a much better base knowledge for understanding...”
- Amy, Waco, TX

“Your training session was the best! I am still in awe at your presentation. Thank you for helping me gain the knowledge of Showplace. Plant tour was impressive also.”
- Mark, Falmouth, MA

“Your class was truly a great experience. I learned a ton of information and you guys rock!”
- Crystal, Bozeman, MT
Showplace training:

This booklet presents a brief overview of the dealer training opportunities open to you. Showplace Dealer Training takes place at our Training Center, which is just south of Sioux Falls, South Dakota, on the campus of our Harrisburg, SD facilities. Sioux Falls is served by several major airlines, and is at the intersection of Interstates 29 and 90. The newly-built Showplace Training Center is a state-of-the-art setting adjacent to a working retail showroom. This comfortable, amphitheater-style space includes a full array of A/V and computer equipment to make your training effective and enjoyable.

Showplace is eager to see you improve. That’s why our classes are free, and so is your lodging. The only cost you are responsible for is your transportation to and from Sioux Falls, SD. Talk to your Showplace rep to learn more.

Installation Training

Showplace hasn’t overlooked those important folks who go out and get ‘er done on the site, either. The Showplace Installation Training session is a day filled with basic fundamentals and hands-on application for cabinet installers. It starts with the nine steps to tear-out, and works through the basics of good installing. There are helpful tips for the job site, and you will end the day with the tricks and skills of good molding installation. Tools are provided, and there are a variety of different floor plan applications that you will work with. The class is limited to ten people so everyone takes part during the installation lab. Talk to your Showplace rep to learn more.

The Rewards are immediate.

Of course Showplace training is rewarding in a personal gratification sense. We make sure it’s rewarding in dollars and cents, too. The Showplace Graduate Rewards program gives you a cash bonus paid directly to you on your next Showplace order within 90 days of attending any of our training sessions. You’ll get full details when you come to the training, but the end of the story is this: $200 to $600 cash, direct to you. And if you make that first post-training sale within 30 days, you’ll get a chance to earn yet another $200 to $600 Graduate Reward. That’s up to $1200, direct to you, just for attending our classes.

Think we’re serious about the value of training?