Contents

Preface vii
Acknowledgments ix

Chapter 1 Finding Your Place in Interior Design 1
Chapter 2 Starting or Changing Your Business Type or Structure 31
Chapter 3 Planning for Profit and Growth 56
Chapter 4 Setting Up a Design Studio 70
Chapter 5 The Design Team 87
Chapter 6 Business Development 135
Chapter 7 Charging for Your Services 174
Chapter 8 Succeeding in Project Management 252
Chapter 9 Working with Sources and Contractors 281
Chapter 10 Managing Your Office 312
Chapter 11 Managing and Securing Your Financial Position 355
Chapter 12 Growing Your Firm and Your Professional Skills 435

Epilogue 445

Appendices:
AIA Document B171 ID 447
Professional Associations 465
CIDA 469
Glossary 498
Recommended Reading 533
Designer’s Business Forum 538
Index 539