

RESS Curriculum Final Approval via Email

Dear RESS Advisory Board Members,

I hope this message finds you well. I am writing to seek your approval for the three new classes and a certificate program in Real Estate Styling and Staging within our Mt SAC Interior Design curriculum. The proposed classes are ID60, ID62, and ID68, designed to equip our students with comprehensive knowledge and skills in this specialized field.

Here is a brief overview of each course:

ID60 - Real Estate Styling and Staging Fundamentals:

Provides students with a foundational understanding of real estate styling principles, including interior design concepts, space planning, color theory, and furniture selection.

ID62 - Real Estate Styling and Staging Professional Practices:

Principles, procedures, and systems necessary for stylists and stagers to start a business. Emphasis will be placed on branding, legal issues, compensation and collection, management, and interactions with clients, realtors, installers, and suppliers.

ID68 - Real Estate Styling and Staging Internship:

Provides students with practical styling and staging experience in a professional environment. Meetings with the instructor may take place remotely. A minimum of 75 paid hours or 60 non-paid hours per term is required for each unit of credit. Placement is not guaranteed; a referral may be provided.

Additionally, we propose the establishment of a certificate program titled **Certificate in Real Estate Styling and Staging**. This certificate will be awarded to students who successfully complete all three courses (ID60, ID62, and ID68), demonstrating their proficiency in real estate styling and staging practices.

The introduction of these courses and certificate program aligns with our commitment to offering relevant and industry-driven education to our students. We believe that the skills gained from these courses will not only benefit our students academically but also prepare them for successful careers in the real estate and interior design industries.

We have carefully developed the course outlines, objectives, and assessment methods to ensure the highest quality of education and learning outcomes. We are confident that this certificate program will enhance the overall educational experience for our students and contribute positively to our institution's academic offerings.

We kindly request your review and approval of these proposed classes and certificate program. Your expertise and insights are invaluable in ensuring the excellence and relevance of our educational offerings.

Thank you for your time and consideration. The three courses for review are attached for your feedback and approval.

Please reply Approved, Approved with revisions, or Not Approved.

Best regards, Lis

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From: Doonan, Shelley <sdoonan@mtsac.edu>
Sent: Wednesday, April 24, 2024 7:12 AM
To: Eatman, Elisabeth <eatman@mtsac.edu>
Subject: Re: Real Estate Styling and Staging Certificate Final Approval

Approved

From: Shell Brodnax <shell@resa-hq.org>
Sent: Wednesday, April 24, 2024 9:04 AM
To: Eatman, Elisabeth <eatman@mtsac.edu>
Cc: Pantea Bionki (pantea@bionkiinteriors.com) <pantea@bionkiinteriors.com>; Aline Boulgourjian (styletofunction@gmail.com) <styletofunction@gmail.com>; Lo, Nancy <nlo5@mtsac.edu>; Pestana, Valerie <vpestana1@mtsac.edu>; Galbraith, Jennifer <jgalbraith@mtsac.edu>; Finley, Dawn <dfinley@mtsac.edu>; Doonan, Shelley <sdoonan@mtsac.edu>; katiexbuckland@gmail.com; Tran, Niki <ntran@mtsac.edu>
Subject: Re: Real Estate Styling and Staging Certificate Final Approval

EXTERNAL SENDER - Exercise caution with requests, links, and attachments.

Looks good. Two suggestions:

Remove the term REALTOR and replace with Real Estate Agent. It's a trademarked term and not allowed to be used. If NARs team sees it anyplace they will send a cease and desist letter.

The difference between W2 employees and 1099 contractors. This is one of the biggest issues in our industry is that staging employees are literally supposed to be classified as a W2. Many business owners try to 1099 in order to avoid payroll taxes. The fines would likely put the average stager out of business when they are caught doing it.

Shell Brodnax
CEO-RESA®
Phone 888-201-8687 x 1
www.RealEstateStagingAssociation.com

From: Tran, Niki <ntran@mtsac.edu>
Sent: Wednesday, April 24, 2024 9:26 AM
To: Eatman, Elisabeth <eatman@mtsac.edu>; Pantea Bionki (pantea@bionkiinteriors.com) <pantea@bionkiinteriors.com>; Aline Boulgourjian (styletofunction@gmail.com) <styletofunction@gmail.com>; Shell Brodnax (shell@resa-hq.org) <shell@resa-hq.org>; Lo, Nancy <nlo5@mtsac.edu>; Pestana, Valerie <vpestana1@mtsac.edu>; Galbraith, Jennifer <jgalbraith@mtsac.edu>; Finley, Dawn <dfinley@mtsac.edu>; Doonan, Shelley <sdoonan@mtsac.edu>; katiexbuckland@gmail.com
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Approved.

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From: Galbraith, Jennifer <jgalbraith@mtsac.edu>
Sent: Wednesday, April 24, 2024 7:37 AM
To: Eatman, Elisabeth <eatman@mtsac.edu>; Pantea Bionki (pantea@bionkiinteriors.com) <pantea@bionkiinteriors.com>; Aline Boulgourjian (styletofunction@gmail.com) <styletofunction@gmail.com>; Shell Brodnax (shell@resa-hq.org) <shell@resa-hq.org>; Lo, Nancy <nlo5@mtsac.edu>; Pestana, Valerie <vpestana1@mtsac.edu>; Finley, Dawn <dfinley@mtsac.edu>; Doonan, Shelley <sdoonan@mtsac.edu>; katiexbuckland@gmail.com
Cc: Tran, Niki <ntran@mtsac.edu>
Subject: RE: Real Estate Styling and Staging Certificate Final Approval

Lis, This is great. I approve.

Jennifer

Jennifer Galbraith, M.S. (she/her/hers)
Dean, Business Division
Mt. San Antonio College
(909) 274-4649

From: Lo, Nancy <nlo5@mtsac.edu>
Sent: Wednesday, April 24, 2024 10:19 AM
To: Eatman, Elisabeth <eatman@mtsac.edu>
Cc: Pantea Bionki (pantea@bionkiinteriors.com) <pantea@bionkiinteriors.com>; Aline Boulgourjian (styletofunction@gmail.com) <styletofunction@gmail.com>; Shell Brodnax (shell@resa-hq.org) <shell@resa-hq.org>; Pestana, Valerie <vpestana1@mtsac.edu>; Galbraith, Jennifer <jgalbraith@mtsac.edu>; Finley, Dawn <dfinley@mtsac.edu>; Doonan, Shelley <sdoonan@mtsac.edu>; katiexbuckland@gmail.com; Tran, Niki <ntran@mtsac.edu>
Subject: Re: Real Estate Styling and Staging Certificate Final Approval

Looks good, approved.

Thanks,
Nancy

From: Pantea Bionki <pantea@bionkiinteriors.com>
Sent: Wednesday, April 24, 2024 11:34 AM
To: Lo, Nancy <nlo5@mtsac.edu>
Cc: Eatman, Elisabeth <eatman@mtsac.edu>; Aline Boulgourjian (styletofunction@gmail.com) <styletofunction@gmail.com>; Shell Brodnax (shell@resa-hq.org) <shell@resa-hq.org>; Pestana, Valerie <vpestana1@mtsac.edu>; Galbraith, Jennifer <jgalbraith@mtsac.edu>; Finley, Dawn <dfinley@mtsac.edu>; Doonan, Shelley <sdoonan@mtsac.edu>; katiexbuckland@gmail.com; Tran, Niki <ntran@mtsac.edu>
Subject: Re: Real Estate Styling and Staging Certificate Final Approval

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Looks Good!

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From: Pestana, Valerie <vpestana1@mtsac.edu>
Sent: Wednesday, April 24, 2024 12:57 PM
To: Eatman, Elisabeth <eeatman@mtsac.edu>; Pantea Bionki (pantea@bionkiinteriors.com) <pantea@bionkiinteriors.com>; Aline Boulgourjian (styletofunction@gmail.com) <styletofunction@gmail.com>; Shell Brodnax (shell@resa-hq.org) <shell@resa-hq.org>; Lo, Nancy <nlo5@mtsac.edu>; Galbraith, Jennifer <jgalbraith@mtsac.edu>; Finley, Dawn <dfinley@mtsac.edu>; Doonan, Shelley <sdoonan@mtsac.edu>; katiexbuckland@gmail.com
Cc: Tran, Niki <ntran@mtsac.edu>
Subject: Re: Real Estate Styling and Staging Certificate Final Approval

Approved. This is very exciting. I bet some of my BUSR students would be interested too.

Valerie Pestana
Professor/Program Coordinator - Real Estate
909-274-4612

From: Finley, Dawn <dfinley@mtsac.edu>
Sent: Friday, April 26, 2024 3:02 PM
To: Eatman, Elisabeth <eeatman@mtsac.edu>
Subject: RE: Real Estate Styling and Staging Certificate Final Approval

No, that works great. I just wanted to make sure that I had remembered correctly. Also, approved of course 😊

Have a good weekend,
From: Eatman, Elisabeth <eeatman@mtsac.edu>
Sent: Friday, April 26, 2024 2:08 PM
To: Finley, Dawn <dfinley@mtsac.edu>
Subject: RE: Real Estate Styling and Staging Certificate Final Approval

Hi Dawn,

No, 2 units are required for the internship. But I thought I would make it flexible. Do you have concerns with that setup?

Lis

From: Finley, Dawn <dfinley@mtsac.edu>
Sent: Friday, April 26, 2024 8:20 AM
To: Eatman, Elisabeth <eeatman@mtsac.edu>
Subject: RE: Real Estate Styling and Staging Certificate Final Approval

Hi Lis,

Question: ID 68 will be 1-3 units; Will students be required to complete a total of 3 units?

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Thank you,