

How Space Planning Can Support Your Organizing Business

by Janet Schiesl



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Have you ever walked into a room and immediately felt comfortable? Whether it was a friend's living room or a recep-

tion area in an office, attention to detail often sets the stage for a welcoming space. As professional organizers, we are all about detail, but how often do you look at a client's space as part of your organizing work? You can achieve a more welcoming space with a little planning - Space Planning that is!

As I began my organizing business, I found myself relying more and more on the training I had received in my earlier career as a space planner. I kept finding myself suggesting to clients that we move the furniture around to create a better flow through a home office or a more comfortable atmosphere in their living area. I realized that I could expand my services to include space planning for my clients to take their space to the next level.

Whether you work with downsizing/moving seniors or someone who wants to convert their guest room into their home office, planning their space can be an invaluable service to your clients. By managing a project with skills that your client may not have, you can guide them through a decision process that may not always be easy.

Your service offerings can be as simple as measuring a space to make sure existing furniture will fit and it can be as detailed



as a complete moving service. I started offering space planning when I had several downsizing clients. They were all moving to smaller homes and struggled with how much they could keep. By working through the downsizing process with them, it was easy to suggest that I could help facilitate their move and make it less stressful. Being able to offer space planning of their new home, a lot of questions were answered and the uncertainty of moving day disappeared. They knew that all of their valued items would fit into their new home.

My experience has led me to offer a service I call "Done in a Day". With space planning as the core of the service, along with a crew of organizers, I am able to offer my moving clients the luxury of having their new homes unpacked the day they move in. What a relief to that busy couple that needs to be at work on Monday morning or the adult child of a

senior client, who wants Mom settled before they have to return to their busy lives.

Maybe you have a client that wants to shop for new furniture for their home office. Wouldn't it be great if you could help them determine what they need and how it will fit into their space? Having some space planning skills will offer you the ability to go above and beyond what your clients expect from their professional organizer.

Janet Schiesl, Basic Organization, has seventeen years of experience in space planning and interior design. She is the co-author of [Get Organized Today](#), writing the chapter, "Staging Your Home, Transforming Your Space to Eliminated Clutter and Fit Your Lifestyle". She is the current President of NAPO-Washington DC Chapter and was named the DC Chapter's Professional Organizer of the Year for 2009.

If you are interested in learning more about how space planning can become an integral part of your professional organizing business, consider attending the upcoming Space Planning for Professional Organizers webinars, offered by Basic Organization at www.basicorganization.com.

NOTE: Janet Schiesl presented a "Space Planning for Professional Organizers" workshop at the 2011 NAPO Conference in San Diego, CA.