## Training Manual

#### Company Overview

IK SPRESHON. is the onomatopoeia for the term expression, which defines our company as expressing innovation with contemporary style. IK SPRESHON, pride ourselves on crafting the latest trend styles by shaping our brand from the very best materials from around the globe. Each year we launch a new product line, inspired from the materials used from various cultures. From this, we craft a specialised number of products that provide the highest of quality.

What separates IK'SPRESHON, is the way we manufacture and specialise our designs. Our product style changes year to year and our unique process allows us to create furniture that is always in trend. Our finishing and production method guarantees the highest level of quality, all while offering a valued product for consumers.

Today, IK'SPRESHON, furniture is sold in over 50 independent retail chains within 11 countries. With countless awards won, IK'SPRESHON, endeavor to grow and express our product as the premium furniture trend brand.

#### Our Vision

Our vision is to create furniture that is an expression of contemporary trend styles for a mass market. This motivates us to constantly create new product portfolios and increase demand for IK SPRESHON. Coupled with our strategic manufacturing process, we strive to offer a high-quality merchandise that is admired by our customers.

#### Our History

The story of IK'SPRESHON, began in the Netherlands, Amsterdam, in 1986. At the time, our founder Finn Bakker was working as an architect for a small firm. Always having an eye for interior design, Finn was fed up with the lack of styles that expressed the trends at the time. He had the vision to combine the latest style trends with modern furniture manufacturing, crafting an affordable product at high quality. In 1987 IK'SPRESHON, launched with Finn's first product line of arm chairs and side tables.

Since then many milestones have been achieved, and we're excited for the future.

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Founded	Expands to Spain, haly France, UK and Germa	Amsterdam Business Award in Product Design	European Product Design Award	Manufacturing re- allocates for mass production	Expands to North America	Expands to Japan	Expands to Australia	

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IK'SPRESHON. Sales Training Manual Version 2.5

# **Direct Sales Training Manual**

### **EW Minium**

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remains the definitive guide to managing these facilities In this thoroughly updated and revised edition Benjamin W Pearce offers a wealth of sound advice and practical solutions He discusses resident relations operating methods staffing ratios department management cost containment sales and marketing strategies techniques of financial analysis budgeting and human resources New chapters address issues particular to dementia care and architecture and the appendix contains a department by department audit of senior living operations From the front lines to the boardroom this book should be a part of every decision making process for improving and maintaining assisted living congregate and continuing care retirement communities National Association of Corporation Training. Bulletin, 1928 Has supplements Agriculture, Rural Development, Food and Drug Administration, and Related Agencies Appropriations for 1993: Agricultural programs United States. Congress. House. Committee on Appropriations. Subcommittee on Agriculture, Rural Development, Food and Drug Administration, and Related Agencies, 1996 107-1 Hearings: Agriculture, Rural Development, Food and Drug Administration, and Related Agencies Appropriations for 2002, Part 5, 2001, 2001 Catalog of Copyright Entries. Third Series Library of Congress. Copyright Office, 1959 Includes Part 1 Number 2 Books and Pamphlets Including Serials and Contributions to Periodicals July December American Furniture Manufacturer and Furniture Worker, 1925 107-2 Hearings: Agriculture, Rural Development, Food and Drug Administration, and Related Agencies Appropriations For 2003, Part 2, February 27, 2002, \* .2002 Kaiser Aluminum Weldor's Training Manual Kaiser Aluminum and Chemical Sales, inc, 1958 Thailand Investment, Trade Laws and Regulations Handbook Volume 1 Strategic and Practical Information IBP USA, 2013-08 2011 Updated Reprint Updated Annually Thailand Investment Trade Laws and Regulations Franchise Opportunities Handbook United States. International Trade Administration, United States. Handbook Department of Commerce, 1988

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