

2020 Customer Success Story

2020 Design: Helping Close More Sales, More Quickly

When Vivi Flanagan came to the United States from Caracas, Venezuela, she never imagined she would end up selling kitchens and bathrooms. She went to college to learn English and once she mastered the language she looked through the curriculum for another challenge.

Vivi ended up falling in love with interior design. While studying at college, she learned the 2020 Design program which helped her get her first job as an interior designer. She is now an accredited kitchen and bath designer who uses 2020 Design to show her customers just how beautiful their kitchens can be.

"In my company, we use 2020 Design to help close sales faster. It is so quick and easy to make changes that please the customer and move the sale forward."



Vivi Flanagan, AKBD

Created specifically for kitchen and bath industry professionals, 2020 Design's built-in rules ensure that projects comply with industry design standards, from start to finish. With life-like presentations, customers can imagine a new space easily. 2020 Design offers accurate detail on manufacturer products and room design with amazing photo-realistic renderings featuring full lighting effects.

"Customers want to visualize their dream kitchen or bathroom. With 2020, they can see both their existing and future kitchens at the same time, and they can see what can be done," Vivi said. "2020 helps bring what the customer wants to reality."

2020 Design allows designers to produce bills of material and pricing estimates quickly and easily. "It helps me break down the pricing so my customers can see how much they will be investing in their dream kitchen or bathroom. I can make changes and the program gives me a new price in seconds."

Interior designers really benefit from 2020's time-saving drawing and positioning tools which allow designers to be more efficient. "It helps me save time when I do my drafts, perspectives and elevations," Vivi explained. "When the kitchen is sold, I make elevations using the cabinet codes that I then give to the installers. This saves them time – they know exactly where everything goes. It makes the installation process easier."

With a wide range of available catalogs, designers can choose from thousands of manufacturer's items. "2020 Design is a good investment if you want to be in the kitchen and bath field. It is easy to use and everyone uses it in a different way – we all work in different ways. Once you get your own method, it goes faster, you draft faster - that's the beauty of the product."

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