



“2020 Design provides me with the ability to give my clients their very own, personal “HGTV Moment” where they see their new space come to life!” —*Maria Stapperfenne*

## 2020 Customer Spotlight

Maria wears many hats in a day. She is the 2015 National Kitchen & Bath Association (NKBA) President, a Certified Master Kitchen & Bath Designer (CMKBD), an employee, a manager and a parent. At Tewksbury Kitchens & Baths, Maria is the CMKBD division manager. She is a talented designer with years of experience, expertise and education under her belt.

When asked about early challenges faced, she replied, “How to learn when you’re the only one in a showroom and there’s no one for collaborative feedback, and you’re on the job? NKBA and our local chapter meetings taught me so much—put me in touch with experienced professionals, and I was encouraged to grow in learning and make our division a raging success for Huston Lumber Co.”

Tewksbury Kitchens & Baths offers personalized kitchen and bathroom design services, as well as custom products and installation. Maria loves that 2020 Design allows her to give her clients their very own, personal “HGTV Moment” where they see their new space come to life!

### Working with 2020

Maria has been using 2020 Design for over 15 years now and believes that the software has proven itself time and time again. A key benefit is being able to show the client a detailed rendering of their space which helps with the decision process. An added benefit, once the drawing is complete, is the ability to easily generate an order to the factory, eliminating the risk of human error by printing out an order list of product directly after the layout that includes all of the items and their book pricing.

### Advice to Designers

Shorten your sales cycle by being able to go directly from design to order by using 2020 Design. With your ideas and 2020 Design rendering ability you can impress clients and streamline the design process. “A fabulous catalog, properly priced and open to available modifications, with great visuals makes all the difference for us! We can hand draw on top of this if/when necessary, but this gives me the very best results for my firm and our clients.”



### About the Designer

#### Maria Stapperfenne

CMKBD Division Manager  
Tewksbury Kitchens & Baths –  
a division of Huston Lumber &  
Supply Co., New Jersey

**Favorite color:** Purple

#### Favorite design style:

Ergonomic, social and comfortable

**Favorite quote:** “If you want to hear God laugh, tell him about your plans.” —*Woody Allen*