

## Air Filled Décor Using Ceiling Tile Wire (DECO5)

You've seen them on Facebook, you've seen them in brochures and on Qualatex.com. Now come and learn how to make centerpieces, delivery pieces and floor decor using ceiling tiles and AIR. With the rising cost of helium and the inability to get helium, we have to find alternative ideas to offer our clients reasonably priced designs that look like they are helium filled without breaking the bank. Bring your camera as you will have the opportunity to get pictures of several themed items.

Intermediate level class

Instructor: **Sandy Pressley, CBA**

**WHEN:** Saturday, February 8<sup>th</sup> \* **TIME:** 11:00am – 3:00pm \* **COST:** \$100.00 (4hrs.)

## Basic Balloon Décor (DECO1)

Class will be held for *three* consecutive weeks on a Thursday. The last class will be held at a local hardware store on a Monday. Students will build upon the understanding of classic balloon décor and learn how to confidently execute basic columns, garlands and arches. The price of \$200 includes the course manual and all class materials. Students will build upon the understanding of classic balloon décor and learn how to confidently execute basic columns, garlands and arches; includes a visit to the hardware store. **Beginner level class**

Instructor: **Tiffany McKinney, CBA**

**WHEN:** Starts: Thursday, February 27<sup>th</sup> \* **TIME:** 6:00 – 8:00 \* **COST:** \$200.00 (8hrs.)

## Pricing, Proposals and Contracts: Managing the business end of a décor business (DECO4)

Now that you are familiar with amazing people with your balloon creations how do you propose décor to a client? How do you price decor? We will untangle the answers to both of those questions in this class. You will walk away understanding the job cost form, how to create price points for your designs, how to propose décor to clients and what items frame the basics of your contract. Coffee, beverages and lunch included. (*Held at Trust Business Center*)

Instructor: **Tiffany McKinney, CBA**

**WHEN:** Saturday, March 15<sup>th</sup> \* **TIME:** 9:00am – 5:00pm \* **COST:** \$200.00 (8hrs.)

## Simple to Spectacular Balloon Decor (DECO3)

Do you love balloon décor but are tired of just the basics? Then kick your décor into high gear by adding *four high impact concepts* that will excite just about every client! In this interactive class you will learn techniques to *add customization, motion, texture* and a bit of *bling* to your balloon artistry. You will not only gain an understanding of these concepts but we will put them into action creating décor that can apply to almost any event.

**Intermediate level Class:** Balloon Decorators MUST know balloon decor basics to take the class: such as how to inflate and tie balloons; and how to create simple columns, arches and garlands.

Instructor: **Tiffany McKinney, CBA**

**WHEN:** Saturday, April 12<sup>th</sup> \* **TIME:** 9:30 – 2:30pm \* **COST:** \$130.00 (5hrs.)

## Create Balloon Centerpieces with Confidence! (DECO2)

Are you bored with centerpieces? Do you have anxiety about creating new and exciting balloon centerpieces? This class will teach you some of the rules of centerpiece design and demonstrate how to implement them. Students will walk away with enhanced centerpiece skills and hands-on experience.

**Beginner to Intermediate - ALL levels**

Instructor: **Tiffany McKinney, CBA**

**WHEN:** Saturday, May 3<sup>rd</sup> \* **TIME:** 9:30 – 2:30pm \* **COST:** \$130.00 (5hrs.)

**Tiffany McKinney, CBA**

*Certified Balloon Artist*

with over 10 years experience in the  
balloon decor business

& current President of **Eastern Michigan**

*Qualatex Balloon Network*

[www.PabloonBalloon.com](http://www.PabloonBalloon.com)

**Sandy Pressley, CBA**

*Certified Balloon Artist*

is a multi-award winning designer who has  
been in the balloon business for 15 years

past President of the **Eastern Michigan**

*Qualatex Balloon Network*

[www.CreativeBalloonsInc.com](http://www.CreativeBalloonsInc.com)

**For more information and register, call:**

**A2Z Balloon Company**

**(734) 266-3456**

Classes held in the Detroit Metro Area

**or visit our website: [A2ZBalloons.com](http://A2ZBalloons.com)**