



EDUCATION SESSIONS

WEDNESDAY, AUG. 8

11 – 11:45 a.m. | *Setting the Stage to Maximize Profits*

Presenters: Mary Scalli and Karen Budde, Simple Elegance Home Staging & Interior Decorating

Gary Keller of Keller Williams says, “Pricing gets you interest; staging gets you offers.” 95 percent of today’s buyers cannot envision the lifestyle of an empty house. Using current colors, designs, finishes, fixtures and trend-right staging closes deals quickly and for top dollar. Come learn with Mary Scalli and Karen Budde what our current buyers are looking for when buying their next home and how staging will maximize your profits. www.simpleelegancetx.com

BIOS:



Mary Scalli

Mary began her career in the hotel industry, but after holding several management positions, she learned that this was not the ideal career for a balanced work & family life. Next, she made the decision to move into the retail industry, where she quickly moved up the ladder to District Manager with Talbots. After her son was born, life called her to be a stay at home mom. Her dream was always to own her own business, so five years later when one of her best friends asked Mary to partner with her in a small interior design company, Simple Elegance Cape Cod she jumped at the opportunity. Five years later, Mary’s husband was transferred to Houston and Simple Elegance Texas was born.

Mary is an Accredited Staging Professional Master, a Luxury Staging Specialist, Senior Relocation Specialist, Buyer Trends Specialist, and has co-authored *Home Staging By the Book*. Mary and her team are dedicated to excellent customer service and making a positive difference in each of their clients’ and team member’s lives. In 2015 & 2017 Mary was recognized by Home Staging & Redesign Association as one of the Top Home Stagers in the United States.



Karen Budde

Karen joined the Simple Elegance Team in June of 2016 after attaining her Accredited Staging® Professional, ASP® certification in March of 2106. Karen was born and raised in upstate New York and graduated from Skidmore College with a degree in Fine Arts and Art History. She worked as an interior decorator at Ethan Allen for several years before moving to New Jersey with her husband’s job at ExxonMobil.

Karen and her husband, Tom, arrived in Houston in 2010 and Karen found many opportunities to volunteer through their church and school activities. Through Trinity Episcopal Church, she has worked with Lord of the Streets, to plan menus, cook and serve hot meals for 50 since 2011. She enjoyed her time serving as the leader of the “Fairy Guardmothers” during her daughter’s high school years on the color guard team. Karen used her creative talents to design and sew fabulous stadium seats and an array of fun projects for the team to enjoy, keeping team spirits high. Karen is enthusiastic about helping her clients achieve their goals, and is dedicated to strong customer service, hard work and communication.