



CONSULTANT GUIDE



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The CCSA is proud to offer you this Consultant Guide to help you on your journey from opening, to running, and growing a successful Paint Your Own Pottery studio.

Consultants have assisted many PYOP studios throughout the years and each of our Member Consultants offer a different level of service and expertise. This guide is intended to give you a brief overview of some of our Consultant Members and the services that they can provide. Some consulting services are free of charge and others have a fee associated with them. We encourage you to explore each of their offering and talk with them about how they can help you meet your business needs. The CCSA, as the Association for the PYOP industry, cannot recommend one consultant over another. However we can tell you that the members listed in this guide are current CCSA Supplier Members in good standing. They have all met the qualifications to have a consultant designation with their membership.

We invite you to take a look at our Supplier Consultants and see if you find one that could be helpful whether you're looking to start a studio, sell your studio or get your studio to the next level, we're sure that there is one that is right for you.

Consultants included in this manual:

- Chesapeake Ceramics
- Gare, Inc.
- Bisque Imports
- Bordeaux & Bordeaux, CPA's
- American Ceramics



GARE, INC.

www.Gare.com

1-888-289-4273

Susan Rogers

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Haverhill, MA 01832

Congratulations on taking the first steps to open your own Paint Your Own Pottery Studio. I would like to take this opportunity to introduce you to Gare, and share with you all that we have to offer as a supplier to the industry.

We're a family owned company and have been in the industry as the leading supplier for 65 years. We carry over 850 bisque items , over 100 vibrant and versatile colors, non-toxic clear glaze, numerous accessories, and we are a full line distributor of Paragon Kilns. We pride ourselves on our service, innovative bisque designs, quality color and glaze products, competitive prices and a 99% fill rate on orders. We are very proud to acknowledge that our products are used by the most successful studios in the industry.

As a new studio owner we would like to offer you the following complimentary consultant services:

- Free 2 day training at Gare Inc held 3 times per year.
- Suggested start up packages for bisque, kilns, color products and ceramic accessories.
- Help with ideas for marketing, pricing product, inventory control, merchandising, site location, plus so much more.

We would love to partner with you and help you realize your dream of opening your own Paint Your Own Pottery Studio. Please call or email me today so we can start you on your journey.



BISQUE IMPORTS

www.BisqueImports.com

1-866-535-2651

Lisa Feltz

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1 Belmont Ave, Belmont, NC 28012

Consultation and Training Programs from Bisque Imports are personalized to fit your unique needs. Whether your studio is new, new-to-you, expanding, or if you have specific areas where you'd like some assistance, we'll create a training agenda to address the needs of your business, in your market.

Lisa Feltz, the Resource & Training Director for Bisque Imports, has over 20 years of experience in the industry as a studio owner and trainer. Lisa loves helping colleagues decide on, "tweak" or expand their business model to ensure that it's right for their market and their own personal vision. In addition, Lisa is passionate about offering formalized, focused training at all stages of growth. Visit www.bisqueimports.com/training for more information, or contact training@bisqueimports.com to set up set up an initial consultation. We look forward to hearing from you!



CHESAPEAKE CERAMICS

www.ChesapeakeCeramics.com

1-410-247-1270

Skyla Souza

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At Chesapeake Ceramics, we understand that when you're successful, we're successful.

Therefore, we don't just provide products, we provide support. We offer training services to our valued customers to help them start and operate strong businesses. You'll find the cost of our training and consultation services VERY competitive! Our consulting and training team is comprised of people who have real experience in the areas where you need support. Who better to answer questions about clay than a potter? Who better to answer questions about daily operations or starting a PYOP than a past PYOP owner? Who better to teach you higher level glass techniques than an artist? Whatever your unique training needs, rest assured; we've got your back.

Private training topics include: Studio Start Up, Glass & Clay



BORDEAUX & BORDEAUX, CPAS

www.PYOPaccounting.com

1-866-535-2651

Donna Bordeaux

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548 Nautical Drive Ste 202

Lake Wylie, SC 29710

If you needed heart surgery, you would not go to a general practitioner. The same holds true with PYOP studios. CPAs across the country can help with general accounting, but our firm offers you specialized services focused specifically on the ceramic arts industry. We understand the key performance indicators that will make sure your studio is profitable and provides you with the enjoyment that led you into this business.

Our firm works studios across the country using cloud technology, video meetings and emails to provide a level of service personalized for you and your business to provide you with the detailed information you need to manage your business. We focus on proactive advice and tax strategies to make sure you don't waste time and money.

Simplify your bookkeeping and payroll to help you refocus your energies and talents to the bottom line. Get ready to watch your studio soar and work with the experts who understand your challenges.



AMERICAN CERAMIC SUPPLY CO.

www.PotteryConsultant.com

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Opening up a new Pottery or Art Studio? With 40 years experience, we are the #1 Most Recommended Consultant in the industry with references from studios, manufacturers and suppliers. Helping over 600 studios all over the world open their businesses, our training and consulting options include Group Training, Private Training, Partial and Full Consulting Programs. Choose a customized and personalized Start Up Package after training for Paint your own Pottery, Glass Fusing, Canvas Painting, Mosaics and Wheels/Clay Hand Building. Visit our web sites for articles, references and more.