



Congratulations on the purchase of your new home!

The GHO Homes team welcomes you to our family of happy homeowners! But you may be asking yourself, "What is next?"

Let me introduce myself, my name is Nancy Villafane and I will be your Design Consultant through your homebuilding process. We will work together to ensure that your home is everything you envisioned it would be, from functional space to specialty finishes. Your home is a representation of you and I am here to help achieve the look and feel you desire.



I will be contacting you to schedule an appointment for us to meet in the Design Studio to do your color selections. We will review what is included with your home and the options you can choose from to make it your own. While this is an exciting part of the process, it is detailed and will require your input on how you plan to utilize the space, convenience and/or energy saving features that are important and style and color schemes. This process can typically last 2-3 hours so for that reason, the appropriate amount of time should be allotted so we are not rushed, thus allowing you time to consider and feel comfortable with your decisions. As you know, these selections are ones you will live with every day and GHO Homes wants you to be happy with your choices. In addition, if you have children, kindly arrange for outside childcare during this time so that you may fully concentrate during our appointment. Children are part of the family and if they would like to see your selections, I would be happy to schedule a separate appointment dedicated just to them.



Our Design Studio is conveniently located off I95 on Route 60 in The Vero Oaks Plaza in Vero Beach. The Studio is 3,500 square feet and is complete with several kitchens and bathrooms, a laundry room and a flooring, cabinet, countertop and exterior finishes gallery. There are many options to choose from and for that reason it may help you to schedule a preview appointment with my assistant Yesenia so she can show you what is included in your home. To speak with Yesenia and arrange an appointment with her, call 772.257.1100 then press 9. If you are unable

to schedule a preview appointment prior to your selection appointment, I recommend arriving 30 minutes prior to your scheduled appointment with me so Yesenia can show you around the Studio.



“What can I do to prepare?” you ask. Excellent question! Below are some things you can think about that will help us in our appointment:

- What style and colors do I want for my next home? Light or dark cabinets? Granite or quartz countertops? Pictures, pillows and draperies are great items to bring to the appointment if there is something particular you like.
- Is there a special theme or hobby I want a room dedicated to? What special features will this room need to have?
- Do I have furniture with special requirements? i.e. needs a certain amount of space, can't be in the sun, etc.
- Are medical circumstances a concern? i.e. allergies, handicap needs, etc.
- Are other friends or family members a consideration? i.e. guests, pets or grandchildren
- Is an outdoor living space important and if so, what features would I like?
- What did I **not** like about my last house?
- What have always wanted in a new home?

The decisions you make at the Design Studio will help make your house a home...*your home*. I look forward to working with you on this next step. Plan on having some fun along the way!

Kind regards,
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