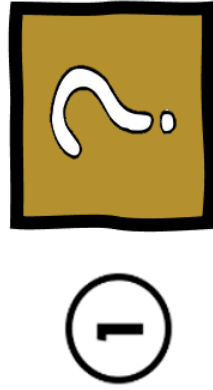


T/NAT: Communicating Your THING/NOT a THING Beliefs

From the seminar **What Your Contractor Wished You Knew**

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1

Embrace the T/NAT Concept

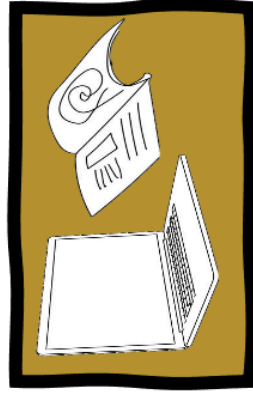
THINGS are décor styles, products and aesthetics that you personally feel are beautiful, interesting, cool and functional. On the flip side, those styles, products and aesthetics that you deem dumb, ugly, unhelpful or a waste of space are called **NOT A THING**.



2

Follow the T/NAT Rules

“Everything’s made up and the points don’t matter!” Drew Carey’s statement about the rules for *Whose Line Is It Anyway* apply perfectly to T/NAT designation since **YOU** convey the status in a completely subjective and arbitrary manner. Your opinion, your rules.



3

Begin Your Search

Hunt for décor images that make you want to smile or puke. Gather a dozen or more visual examples from the web or magazines that elicit either response and place them in file folders labeled **THING** and **NOT a THING**. Note what specifically you love or hate about each example. Repeat until a noticeable pattern for your selections emerges.



4

Share Your Findings

Show your partner or home improvement professional the visual examples from your T/NAT search. Be super specific when pointing out what you **DO** expect your finished space to look like using the **THING** images. Conversely, share what elements would make you puke using the **NOT a THING** examples.