



## Interview With Jennylyn of Fusion – Special Announcement!

*Jennylyn of Fusion Mineral Paint shares an exciting announcement about something new happening with their business. Anne Michelle of Amini Design Ashburn gives suggestions of what you need to start your refinishing career. Plus...Zibra announces shopping specials.*

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00:00:00 Lane

What's on topic today? You ask well, we have exciting news to share with you from our good friend Jennylyn Pringle of Fusion Mineral Paint. She is a couple of announcements that you will want to hear about an we have a great question in our Ask a Refinisher segment. We're nearing the end of November, with the holiday season around the corner so take a deep breath and enjoy today's show.

00:00:21 Lane

This is Zibra's before and after I'm your host Lane ball.

00:00:27 Lane

The furniture refinishing universe is growing by the day and there is lots of room for multiple refinishers from around the globe to join in as well as product industry providers to make exciting announcements that make your refinishing easier, more productive and, of course, more fun last year. We had the pleasure of interviewing Jennylyn Pringle, CEO of Homestead House in the Fusion Mineral Paint brand.

00:00:48 Lane

You want to jot down that our interview with her was season, one episode 29.

00:00:53 Lane

We hope you'll go back and listen an enjoy that conversation at a later date. Jenny Lynn has great knowledge of the industry as she grew up in the furniture refinishing paint business and then took her family 's business to a whole new level, creating Fusion Mineral Paint and well it didn't stop there. Listen in as we learn what knew an exciting thing, she has going on now.

00:01:15 Lane

Hi Jennylyn, how are you today?

00:01:17 Jennylyn

Hi great, thank you so much for having me on the podcast.

00:01:21 Lane

Well, it's it's always great to have you on and you know we had you on last year. So, we're excited to have you on today? Thank you, you and your family are based out of Canada.

00:01:31 Jennylyn

That's correct, yeah, we're based in Toronto, so kind of pretty pretty central here.

00:01:36 Jennylyn

And pretty close to the US border so we're not too far away.

00:01:40 Lane

Nope, not at all, and what kind of fault did you guys have this year?

00:01:44 Jennylyn

Oh, wow. It's really been like the never, ending summer, which is really been such a blessing, especially with Covid happening this year. It's allowed for us to sort of be outside more and kind of extends you know this summer and we just we need that. You know a little bit of outdoor experience to be able to enjoy our lives. A little bit more so it's been really wonderful.

00:02:04 Lane

I know you know; I was just listening to another podcast and they were talking about how difficult it's been on folks the pandemic. You know, especially those that have been sick and those that have special needs and and just really the entire population because of what you just said people need to get out. They want to be out. And it's been difficult. But thankfully the weather has been in a lot of areas have been warmer, so that has.

00:02:28 Lane

Allowed people to be out more and I think one reason why a lot of people have been dreading a little bit winner. You know, usually we're ready for the changes in this season, but I think folks are a little bit apprehensive.

00:02:40 Lane

About winter just probably for that reason, I would think but that's nice that we can enjoy some of the warmer weather, a little bit longer into even though it just seems strange, though it doesn't that November.

00:02:50 Jennylyn

Yeah, I was thinking of it in like it's mid-November. Right now, it's beautiful, warm and sunny out? What is going on so it's a real blessing?

00:02:59 Lane

Absolutely.

00:03:00 Lane

Well, as I mentioned earlier Jalen, we had you on the podcast last year was actually episode 29.

00:03:05 Lane

And we spent time learning about you and how you grew up in the business as your parents started Homestead House in 1989. I believe you got it and it was very inspiring and friends, if you haven't listened to that episode please. Go back and check it out. You will enjoy our conversation again. It was episode 29 for those who haven't listened to that episode Jenny Lynn. If you would spend a little time telling our listeners about how you guys went from starting homestead house to.

00:03:30 Lane

Reading the Fusion Mineral Paint brand and a bit about the benefits of Fusion.

00:03:35 Jennylyn

Oh yeah, absolutely so gosh where to begin. It's quite the story. I started out so if the family business just growing up literally with a paintbrush in my hands and following along and watching my parents run. This business and grow it. You know starting as a reproduction. Furniture manufacturing business and using milk paint because it was you know.

00:03:56 Jennylyn

A true authentic paint.

00:03:58 Jennylyn

To give such an authentic Old World. Look and quickly expanded into offering acrylic paints and oil paints and a little bit of everything. For every project out there and then of course, we expanded into larger stores and some big box stores about you know 25 years ago, but really, we've always focused on the smaller boutiques and I would say about.

00:04:19 Jennylyn

13 years ago, when I finish University. I kind of wasn't loving any of the jobs. I was finding him a very independent sort of entrepreneurial style type person.

00:04:30 Jennylyn

So, when the opportunity came up for me to run my parents' company. I jumped on it, and it. It was a couple of years of a struggle and trying to sort of find my niche and Dan really grow the brand, but you know what really changed. It was social media, and it was you know, finding the right influencers to work with an creating you know private label brands and that's really how we grew and then it got me to thinking.

00:04:52 Jennylyn

There's a lot of demand for a different product out there that didn't need a topcoat that was really easy open and go and smaller sizes, so you know.

00:05:02 Jennylyn

Less costs overall to Refinish, a piece of furniture and that's what made me create Fusion Mineral Paint. You know a pint size that will virtually do you know any project whether it's indoors or outdoors with little prep and no topcoat required all in one little container and we tried. To to put at a great price point of sort of the \$20.00 range.

00:05:24 Jennylyn

Because I think you know you shouldn't have to be limited by your budget to paint it beautiful and that's something that's really important to us and the therapy of painting and it doesn't just change that piece that you're refinishing but it actually changes your entire mood.

00:05:40 Jennylyn

Anne how you enjoy living your life so that's kind of in a nutshell there. The last boat, 15 years or so.

00:05:49 Lane

What you did a good job summarizing it so it's a lot of work and accolades goes to you and your parents for what you've been able to accomplish over the last several years, it's very inspiring.

00:06:01 Lane

And I know a lot of Refinishers, who have started their own business. Love hearing stories stories like that. And so, we appreciate you taking the time to go over that now you mentioned the Fusion having the top code. In it, and that's just brilliant and I I just want to say, though, too because.

00:06:18 Lane

It you know Fusion Mineral Paint also distresses really well correct. I mean, you can do pretty much what you want to do with it.

00:06:26 Jennylyn

The key with him to paint is it really is so incredibly versatile. You can do literally anything. You want with it paint virtually any surface out there and yeah, you can get any look. You want so if you want that you know farmhouse look the chippy or the distressed look that sort of thing.

00:06:41 Jennylyn

You can achieve it with Fusion Mineral Paint. But we'll get into something a little bit later about the chippy look cause that's where it's really unique. Look for another product that we've just sort of launched but the benefits of the Fusion Mineral Paint R Zero V. OC great for painting indoors with great for involving your family as well because you don't have to worry about your indoor air quality.

00:07:01 Jennylyn

When you've got a product like that. That's so eco-friendly and then just easy to use open and go paint and no topcoat just love it.

00:07:09 Lane

Yeah, and you know what this is a side note, but I'm sort of obsessed with packaging and package design and I love your package. I mean, I love how easy it is to get it out. It's great. Thank you well. You know as I mentioned I've used Fusion in the past. And I think it's really great. It's so smooth, but more important than my opinion.

00:07:30 Lane

Or the opinion of furniture refinishers, an if you're on Instagram. You know that one of the most popular brands used by Refinishers as Fusion.

00:07:38 Lane

Now you guys offer several paint-collections? How often do you introduce new collections is that like a goal that you set periodically, or does it just sort of unfold as the trends unfold?

00:07:49 Jennylyn

Great question so yeah, we kind of look at the trends and we're always trying to stay a little bit ahead of the curve without I mean, we've got our core collection colors.

00:07:58 Jennylyn

But we like to change it up every now and then and it's also exciting to add new things. So, we're working with a couple of influencers right now on custom colors with them. So, this is going to be really fun exciting because there's a lot of influencers that have a particular look and style and you know this. This whole world of influencers on Instagram. It's a whole different brand-New World.

00:08:18 Jennylyn

And we're really loving the ability to be able to connect with them and connect with the end users and followers. So, we're really trying to listen to what people are asking from us.

00:08:27 Jennylyn

I mean, the colors are limitless that we could do you know we can have every color in the rainbow and still never have enough, so you know we have to kind of pick and choose where we go with it. But we are definitely looking at adding some new colors. It's pretty much an annual thing will add a couple of new colors every year.

00:08:45 Lane

Yeah, well. That's exciting we look forward to seeing what those are gonna be like.

00:08:49 Lane

So, as you mentioned obviously you guys have been busy growing your Fusion brand. Anureet recently introduced a new line of milk paint tell us about it.

00:08:58 Jennylyn

Yeah, so milk paint is something that I grew up with it is my first paint love before I developed Fusion Mineral Paint. I was actually using milk paint and you know it's different for a lot of people because it comes in powder and you have to mix it. I think for many people.

00:09:13 Jennylyn

That's more like an intimidation factor right from the get-go and I'm trying to show people that you don't need to be intimidated by it. That is really as simple as making is actually easier than making a protein shake in the morning, so literally you take your powder you add water to it and stir with a whisk.

00:09:29 Jennylyn

Ann is ready to go and the great thing about milk paint is you know how I said Fusion Mineral Paint is versatile. It is well milk paint is that on steroids. So, to speak so literally any look. You want you can control a look at it just by how much water you add to the powder so if you want a stain finish or if you want a very sort of rustic.

00:09:51 Jennylyn

Sort of textured finish you're just adjusting the amount of water that goes into your mix ratio. So, you're in complete control and this is really fun. For those that want to be a little bit more involved in the process and have a little more control of that.

00:10:06 Lane

Yeah, and that's you know, I think that's like the treasure inside type thing, you know when you start painting with something that has as you mentioned you can have control over it to agree but also there's that sort of surprise aspect and that's you can't. You can't replicate that and that's what's so cool is when you pay with milk paint.

00:10:27 Lane

Peace is incredibly unique because of what happens in the properties of milk paint.

00:10:33 Jennylyn

I couldn't agree with you more, they you get a bit of a color variation in the milk paint, which is just the beauty of it, you know using raw natural pigments and ingredients.

00:10:43 Jennylyn

You just get something that is.

00:10:45 Jennylyn

So unique and so different than anything else out there and I tell a lot of those who have never tried it before. You'll know when you try it, you'll feel the difference and you'll see the difference.

00:10:55 Jennylyn

And for a lot of our retailers out there when there selling pieces on their floor. There's something about their milk paint pieces. They can't quite explain it, but they sell very fast.

00:11:06 Jennylyn

And they look so unique that there's just again. There's just something so special for so for a lot of those refinishers out there that haven't quite tried milk paint or gotten the handle of it yet. I think that this milk paint by Fusion. It's giving a whole new perspective on what you can do with milk paint because we've added some really fun new on trend colors. A lot of pinks and Purples and just a bit of a different look and really bringing in a whole new genre.

00:11:29 Jennylyn

To where a lot of people tend to think milk paint is more about you know, chippy rustic farmhouse style, but you could actually get more of a refined look more of an MCM style with it and really the options are endless, so you've got limitless possibilities with the milk paint.

00:11:44 Lane

So roughly how many colors do you offer in this new line?

00:11:48 Jennylyn

So, this new line. We started off with 25 colors, which is great. It's just a nice little introduction. We're going to be offering a few new colors next year as well. But I have to say you know? Our parent company homestead? How small paint. We started off with only 12 colors back in the day.

00:12:05 Jennylyn

And then we grew to 24 and then 30, and now we're over 60 colors in that range so again will keep growing. But it's just so great to have that variety available and it's so much fun to craft up new colors and every Hue is so unique and different and I just love that part of the process.

00:12:23 Lane

Yeah, well, we can't wait to see that color palette do you sell the bonding agent as well? Is that a part of the process for? What's available?

00:12:32 Jennylyn

Yes, it is so we have part of milk paint, my fusions. We really want to set you up with everything that you need for success so if you've got a piece of furniture that has a previous coating on it, so whether it's a adult paint finish.

00:12:44 Jennylyn

Or it's a really high gloss.

00:12:46 Jennylyn

Well, there's melamine or laminate you may need to add what's called our bonding agent into the milk paint now that's if you want like a super refined sleek look if you wanted, something that was a little more chippy. You could actually just go ahead and put the milk paint right onto it and if you've got a previous coating on there that has a little bit of a resist so to speak say it was like a laminate or something along those lines.

00:13:07 Jennylyn

Then you're going to get that chipping and flaking occurring so we have an amazing tutorial on our website and it's a prep guide and it's actually a get your look so you would choose the look that you're going for and then it's going to walk you through the steps based on the different services that you may have, and you can also do it. Vice versa, where you just choose the surface that you have and then you can choose.

00:13:27 Jennylyn

The direction you want to go with the look that you want.

00:13:30 Lane

Excellent what about Topcoats and waxes.

00:13:33 Jennylyn

Oh yeah, I mean?

00:13:34 Jennylyn

I can't tell you enough hemp oil hemp oil hemp oils. My favorite topcoat for milk paint. It's just the easiest topcoat to use you pour it on it's completely. It's just pure pressed hemp seeds. So, there's no solvents or chemicals. In it whatsoever. You can apply it with your hand if you wanted to like it's just so beautiful.

00:13:52 Jennylyn

So, I always say you know if you're a beginner and you want to talk through on some hemp oil of course, waxes are beautiful as well, and I really like using wax with tints in them to really add a little bit of age or bring out some of the you know the details in the pieces.

00:14:05 Jennylyn

And then of course, you can use any other topcoat that we have. We've got some beautiful oil-based topcoats or stated finishing oil with different colors as well, and it's really up to you and your comfort level and also you know what you're using it for so if it's a piece that's going to be. You know in a bedroom. You don't need a heavy-duty topcoat so something like hemp oil or wax is perfect.

00:14:25 Jennylyn

But if you're doing your kitchen cabinets and I would say probably opting towards the stain and finishing oil in the natural. It's a really nice hard wearing very hard wearing very durable finishes even made for floors.

00:14:37 Jennylyn

So, the options are endless there as well. And really for any skill level. If you're not experienced in terms of painting. This is something you can achieve when I used to teach workshops early on in my milk paint. Karere I loved being able to teach people and show them within a 2-hour period of time how they could completely refinish, something and give it a whole new look.



00:14:58 Jennylyn

And they walked away absolutely astonished with what they had done. It's really something that's amazing for the beginner novice painter or even advanced painter.

00:15:07 Lane

You know for folks, maybe that haven't tried milk paint and I know that's probably for a lot of newbies and the cool thing about this industry is there are a ton of newbies coming into the industry that look at the furniture refinishing world and say, I really want to be a part of it. But for those folks that are like exploring paint options. Just to clarify with respect to milk paint and the fact that milk paint.

00:15:30 Lane

Does chip if it doesn't have the bonding agent in it? But once it's sealed with the topcoat the chipping stops correct. I mean, you're not going to get a piece that's going to continue to chip periodically.

00:15:39 Jennylyn

No, it shouldn't continue chipping on down the road. If you add that clear coat so I would recommend like a Poly acrylic style. We have an amazing clear topcoat.

00:15:50 Jennylyn

In a matte finish or glossy finish.

00:15:52 Jennylyn

And it's a water-based coating. We also have an oil-based gel stain coating, which is phenomenal so once you put that coating over top it kind of locks, it in and seals it in for good and then you know, even on other pieces that you may not use the bonding agent on if it's Fair. Would you're never going to get me feeling cause it actually like soaks in and absorbs into that surface?

00:16:14 Jennylyn

It's really just the surfaces that have like a resist on it, and if you want to create that chipping cause. A lot of people love that look so, so you've got a bare wood piece of furniture or very dull.

00:16:23 Jennylyn

Painted finish you can take a little bit of wax and just apply a little bit of that wax and then anywhere. You've got that wax on once you put your paint on it's actually going to flake away and chip in just those areas, so you can really control that look as well.

00:16:36 Lane

Wow, that is an excellent to love that it's really thinking now with respect to your milk paint line. I know, people are like OK.

00:16:44 Lane

OK, how do I get ahold of it share the website so folks can jot that down right now?

00:16:50 Jennylyn

Absolutely so it's Fusion milk paint.com, and we have already over 100 locations in North America that have brought on the line. So, it is already in stores now ready to go at our website is going Live Today. So, we're very excited hop on there and you can just put in your location. Wherever you are, and you'll be able to find your nearest location.

00:17:12 Lane

Can't get more convenient than that. That's nice love that well. Our Canadian listeners know that for a few years. Now they have been asking How can we buy Zibra paint brushes in Canada?

00:17:22 Lane

Well thanks to Jenny Lynn and her team at Fusion. We can officially tell our Canadian friends that are brushes will be available with Fusion and it's going to be available at the website that Jenny Lynn just shared so that's Fusion milk paint.com. You order in Canada and they will ship from their warehouse so those expensive shipping costs across the border.

00:17:43 Lane

Will be a thing of the past and that is wonderful picture people? As the listeners. They were cheering right now because that has been.

00:17:51 Lane

Such a huge cost factor for folks so Jenny Lynn. We're over the top excited about this expansion into Canada.

00:17:58 Jennylyn

Well, we're really thrilled to partner with you, your brushes are phenomenal. Such amazing quality and we have so many amazing refinishers out there that use Fusion that had been using the Zibra brushes. So I know quite often up here in Canada. We feel a little bit left out cause. It is a little more difficult to get so we're really thrilled that we can distribute these here.

00:18:16 Lane

And we feel the same way about you guys, obviously top-quality Brandan as I mentioned earlier just it's so much fun to know the history.

00:18:24 Lane

Of what you guys have done over the last several years and so we're excited to partner with you. On that and just to reiterate all of our Zibra, paint brushes will be available on that website and Fusion retailers will have access now to Zibra brushes to carry an all-North American stores is that correct.

00:18:41 Jennylyn

You got it, I'm very excited to roll these out.

00:18:45 Jennylyn

And I know that there's just it's gonna explode, you know, everyone 's gonna be so excited to bring this on so I can barely contain my excitement. I'm sure you can hear it in my voice so.

00:18:54 Lane

Well, that that's likewise. I honestly did Neil and I can't tell you.

00:18:59 Lane

You know for the last probably 2 years. Can we get your brushes in Canada? Can we get you and we were like we're working on it? We're working on. We're looking at options. And so, we're just absolutely elated. We're so grateful to you guys. Jenny Lynn and look forward to working with you guys in the days ahead. So thanks for coming on and sharing this incredibly exciting news.

00:19:20 Jennylyn

Thank you so much for having me yet again. It's always a pleasure, joining you well, we'll talk soon OK sounds great. Thank you.

00:19:29 Lane

Today's ask a finisher question is for Anne Michelle of Amini design. Ashburn on how much product. I should have on hand to start refinishing. I am Michelle? How are you doing today?

00:19:40 Anne Michelle

Highly non great thank you so much for having.

00:19:43 Lane

Me you know, I don't know if it's just me, but you know, I enjoy following the accounts of all of you.

00:19:51 Lane

You refinishers out there, including yourself and Michelle and it just seems like I know you guys are really busy, but it still seems like you guys are producing. A lot of furniture pieces. I mean, is that true for you.

00:20:02 Anne Michelle

Well, yes, I still definitely make time to paint but it has slowed down.

00:20:08 Anne Michelle

Quite a bit in terms of having kids and home schooling, but definitely I mean, I feel like if if painting is what you're supposed to do you're definitely going to carve out some time for it because it's really? What gives you that little escape from even from the everyday and definitely if you're home all day with the kids you need to make a few minutes for yourself, definitely.

00:20:29 Lane

So how is the juggling because that's really what it is I mean. You know the Pandemic 's been going on since you know the first of the year.

00:20:37 Lane

School you know ended abruptly. I think for a lot of people and then we had this summer and now schools back in and some kids are in school, some kids are still being homeschooled like what's that rhythm like for you do you feel like you've kind of gotten into the rhythm of balancing all of that?

00:20:54 Anne Michelle

I think basically I'm just doing what I can and taking it.

00:20:58 Anne Michelle

Day by day as it comes because honestly you never really know what the next day will bring yeah, so I'm just taking it a day at a time I think pretty much we're down to.

00:21:09 Anne Michelle

The kids know what to expect I know where I'm going to get a few minutes to spend on a piece and a lot of that time actually my time for painting will end up happening after the kids go to bed so late-night painting. It's always a good thing and sometimes that's when the best inspiration comes so yeah, you just have to really make do with what you can for the time being.

00:21:31 Lane

I think I remember you mentioning that in a previous podcast about working right so, so like what do you average?

00:21:37 Lane

A night on sleep.

00:21:38 Anne Michelle

Oh, forget it. That hasn't changed. I think it's probably 4 or 5 hours is it really not a lot. Unfortunately, and I don't know I maybe when I'm older and things slow down. I can get a full night. But I think you just sort of become used to it at some point and you just accept it.

00:21:59 Anne Michelle

What it is? Yeah.

00:22:01 Lane

Well, you, I mean that's good advice, though not you know it's so easy to get anxious. You know when we look ahead, and we look to what am I gonna do with tomorrow. I'm gonna do it. The next week. But you know just sort of taking it a day at a time. That's that's good.

00:22:15 Anne Michelle

Yes, it helps it helps just take away the stress from you know you don't have to worry about that much right now. Honestly, you just take it one step at a time. A lot of the things I think that you know, we worried about before has really come off the table. You don't really have to consider? What are the kids going to wear tomorrow you know what? Am I packing for lunch? Well, you know what?

00:22:37 Anne Michelle

They're gonna be home with you so I think a lot of it has actually become a lot more basic and just simple I think a lot of things have slowed down South for me. I think its sort of helped in a way just focus and slow down.

00:22:51 Lane

Yeah, I remember on one of the podcasts you were on in the past you.

00:22:55 Lane

You joked about one of the advantages of working at home as you get to wear your pajamas to work.

00:23:01 Anne Michelle

At right and that hasn't changed either.

00:23:04 Lane

Yeah, now the kids get to wear the pajamas to school right.

00:23:07 Anne Michelle

Yes, that's I mean that's the best part.

00:23:10 Lane

Yeah, well. That's looking at it at with a positive outlook and attitude that's cool.

00:23:16 Lane

Well, you know by the way I'm Speaking of furniture. I just want to bring up. Yeah, what a nice job. You did on this piece that you did I don't remember exactly when you posted it but it was you. Called it the shipwreck chest of drawers oh.

00:23:28 Anne Michelle

Thank you thank you. Yes.

00:23:31 Lane

I love yeah that's such a unique piece before we get into our Ask a Refinisher segment and I just you know, I just thought that would be cool to bring that up because you did, sort of a patina effect on it.

00:23:42 Anne Michelle

Yes, that I don't know where that came from. But I just felt like I had to do something different originally that piece. I think I painted like 3 years ago.

00:23:51 Anne Michelle

And it was in a cream color.

00:23:53 Anne Michelle

And it had gold leafing on it, and it just sat and sat and sat so I said, you know what I'm just tired of looking at it, so I said, you know, I'm gonna do something fun. I need to do something. That's just going to you know make things different for me on this piece. I don't want to you know, do the neutral even though it had the gold leaf. It just wasn't.

00:24:14 Anne Michelle

I don't know it wasn't everything I think I thought it could be so just I think those waves on the front of the world. The world would it just sort of like inspired me a little bit, just to do that. And it was a lot of fun. I think that's the best part of it was just so much fun to do.

00:24:29 Lane

Yeah, I remember you mentioned that in your post now did you sell?

00:24:32 Anne Michelle

It yes actually who's delivered this past weekend.

00:24:36 Anne Michelle

And the client, who bought it, she said, you know.

00:24:39 Anne Michelle

I really want to get you to do a console to match and I'm like oh.

00:24:43 Anne Michelle

I don't know if I can do that again.

00:24:46 Anne Michelle

You sort of get into something where you don't really know how to replicate.

00:24:49 Lane

It maybe she needs to bring it back to you and you have it in your studio to look at it while you try to replicate it on the console.

00:24:57 Anne Michelle

That could be I mean, I did take 1,000,000 pictures, so yeah.

00:25:00 Anne Michelle

That's a good thing, but yeah, I was really happy because sometimes when you paint pieces like that. You just you don't know if they're going to go. Honestly, you know it's there.

00:25:10 Anne Michelle

So, but, yeah, it's OK.

00:25:11 Lane

But yeah, and that's all part of it. That's kind of the risk that you take that you know when you're being really creative with it, but it's certainly unique and so nice job on that.

00:25:20 Anne Michelle

Thank you so much so.

00:25:21 Lane

What's the weather like today in Virginia in Michelle?

00:25:24 Anne Michelle

You know it is a beautiful day it is probably around 60, something so it's not my guy.

00:25:31 Anne Michelle

We don't have the humidity that we usually do and.

00:25:33 Anne Michelle

We definitely don't have a cold for this time of year. I know I've seen a lot of other people with snow already and I'm like thank God for in the South.

00:25:42 Lane

Right.

00:25:43 Anne Michelle

Now, how about you do you guys have nice calm?

00:25:46 Lane

Weapon well, I was just gonna say about you do, I hear birds, chirping in the in the sunshine. In Virginia cause? They're chirping down here in North Carolina is probably identical.

00:25:56 Lane

You know, I mean, it's like absolutely beautiful. No clouds in the Sky, blue Skies, Sunshine 62 degrees. I think I think that's what it supposed to pop out today.

00:26:07 Anne Michelle

That sounds perfect.

00:26:08 Lane

Yeah, yeah, you're right, I mean, it's like the humidity 's low, which is you know, we tend to get in the South, but it's nice to have lower humidity, but still have some temperatures that aren't so cold that it's uncomfortable to be out. You know you can still enjoy helping.

00:26:21 Anne Michelle

Out and you can still ain't if you want to.

00:26:24 Lane

Exactly right, yeah, well, we, as several folks that are interested in refinishing.

00:26:30 Lane

Or refinishing newbies what questions they have for professional furniture, refinishers, and we are having experts like Ah, Michelle to answer these questions. These questions will be featured here on our podcast and are Ask a Refinisher segment so today's question is how much product should I have on hand to start refinishing and what supplies are needed? Why don't you give us some insight on that and Michelle?

00:26:52 Anne Michelle

Sure, well that's a great question because.

00:26:55 Anne Michelle

I think when you're starting out. You definitely can get overwhelmed pretty easily just looking at.

00:27:01 Anne Michelle

All the different paints that are out there. The different brands what you use them for so I think if you're just starting out. I would definitely say start with the basics like you don't have to invest a ton of money in the beginning because you don't really know what you like yet so I would say sticking to the necessities like a couple of brushes. I would say definitely Zibra.

00:27:23 Lane

Right of course.

00:27:24 Anne Michelle

Favorite I would say the Palm Pro and the wedge like 2 necessities in your starting even when you're become an expert.

00:27:33 Anne Michelle

Those pressures are just so great and if you have a piece with a rounded edge or spindles like we all love definitely get the round brush.

00:27:43 Lane

Yep, it makes it a little easier.

00:27:45 Anne Michelle

Oh, totally I mean, I remember there is a set of chairs that I did. And I didn't have the round brush and I swore to myself; I would never do chairs again.

00:27:54 Anne Michelle

And then you get the round brush you like what was I even thinking. This solves the problem right there. I mean, it seriously. It's like it was meant for those spindles, Yeah, but then definitely. I would say a good



Sander. It doesn't have to be top of the line. Just your typical everyday Sander. You can get and that will definitely speed up the prep work or.

00:28:14 Anne Michelle

If you're just not ready yet to make that commitment just Sam Paper and a sanding block and of course. What goes along with sanding is some tack cloth to remove what you're sanding so I would say invest in smart supplies like that. Definitely you need a good cleanser, so something that gets the grime and grease off the piece because.

00:28:34 Anne Michelle

While the pieces might look like they're coming to you in great condition more times than not. There are coats of things that you can't see on there. But once you start cleaning you will be amazed so I would definitely say good to get a nice cleanser in a bucket and a good sponge because that will really do wonders when you're prepping your piece.

00:28:54 Anne Michelle

It's just a simple thing like that primer you definitely could benefit from a primer just to have on hand, you might use it. You might not. It really depends.

00:29:04 Anne Michelle

On the paint that you're using and what your goal is for the piece for instance, if you're thinking about distressing a piece. You don't want to put a white primer down. You know it's better to use a clear primer or maybe no primer at all, depending on you know. Let's say you're using milk paint and you wanted to chip you definitely don't want you know that kind of A.

00:29:25 Anne Michelle

Primer underneath that will inhibit it so it really depends on the paint that you're using so all those supplies. I would say you definitely need to have when you first start out so these are simple things sandpaper primer cleaning supplies brushes and then.

00:29:41 Anne Michelle

That will bring you to the last necessity, which is of course, paint so I think depending on what you're going for. I would say just when you're starting just get a small amount of a few different brands. A few different styles of paint to try them and just see what you think you might like better because every paint is used for something different so.

00:30:02 Anne Michelle

There's some you can blend easily there's some you can distress easily. There's some that you just put on your like wow. It's perfect just the way it is. I don't want to touch it.

00:30:11 Anne Michelle

It really depends on the look you're going for but I would say definitely just invest in a few small pipes. Maybe even from a few different brands just to kind of get your toes wet and see what you like better

and the more you paint. You know really the brave one you become and those other paint lines and the other paint types will always be there for you.

00:30:31 Anne Michelle

To invest further in or even just try because you really don't know what you like until you try so in the beginning, you can really just keep it simple.

00:30:40 Anne Michelle

And just get a few different colors from a few different brands and then you can. Just go from there because it's I mean, it's really beneficial. Once you get into it more to see what you prefer what you're sort of style is and I think that all comes with painting more and more the more painting. You do the more comfortable you're going to feel and then you might be like OK. I want to try this next or.

00:31:03 Anne Michelle

You know, I've heard this one is good for this well. You know what now that you've done it a few times.

00:31:08 Anne Michelle

You should do that experience everything you can but save that for when you have a few pieces under your belt because you don't want to make a big investment in the beginning and then realize you know what that really wasn't what I thought it would be.

00:31:20 Lane

Do you remember when you first started was that a challenge like the supply side of things or did it just kind of unfold naturally for you.

00:31:27 Anne Michelle

Unfortunately, I'm the type that's like.

00:31:29 Anne Michelle

I don't research anything I just I just jump in and.

00:31:33 Anne Michelle

Sometimes it comes back to bite me and sometimes it's just like wow. You know that was pretty cool. But I think it's always smart don't be like me, it's always smart to do your research. You know to get a list of things that you need together in the beginning because it will save you a lot of time and frustration down the road, I do remember what it's.

00:31:53 Anne Michelle

Like what it was like in the beginning when I first started seeing you know pink spots on furniture, and I was like? What is that like you know what that's bleed through?

00:32:02 Anne Michelle

You know you need you need a tenant blocker for that. I would say definitely through your research. It is easy to get frustrated in the beginning because you really don't know what you don't know until you experience it so if you can skip that step and listen to other people, let's say you've gone through before.

00:32:23 Anne Michelle

You know, and uh Sri Furnitures were still learning things every day. Yeah, you know, I had. I think I had something happened. The other day and I was like what I never knew about, but I mean?

00:32:34 Anne Michelle

You really don't know until you experience your performance definitely save yourself. The frustration if you can go into it with you know a set of let's just say basics that will really help you and you'll feel good when you when you piece. Turns out great and you can look back and say you know what I'm proud of that. That's my first piece.

00:32:55 Anne Michelle

I really love this.

00:32:56 Anne Michelle

And then you know you'll be excited and inspired to try your next one.

00:33:00 Lane

You just touched on and talk about kind of learning from other people. I mean that's really what this Asker Refinisher segments about and really most of the podcast is to be able to share in community with one another and find out what works for each of you and yeah, others gleaning from that, and so.

00:33:16 Lane

What you've provided with this listing I know is helpful for a lot of people especially those that are starting out and to be able to save time and money and not have to make those same mistakes that there's some other folks have made.

00:33:29 Lane

Just thinking about the whole process of refinishing in all the basics that you need, and we think the biggest overwhelming aspect would be when you're you know with respect to the paint. And not so much. The paint brands, but the paint colors because there's so many colors to choose from. And when you know when you get a piece, and you say you know what? I'm going to finish that piece, especially if it's not a Commission piece then. It's like OK? What do I do with it?

00:33:52 Lane

Yeah, would you just recommend like neutral like say a few neutral colors to you know to start off with so that you know it.

00:34:00 Lane

Especially if you're going to paint it and sell it, it's probably easier starting off trying to go pretty neutral wouldn't you say?

00:34:07 Anne Michelle

Absolutely because people want something in their home that you know is going to blend most of the time and not all the time, but most of the time so in the beginning if you're starting out. I would definitely recommend neutrals because.

00:34:22 Anne Michelle

People will buy them You're going to feel good when people buy them, and you'll be excited to start your next one. I think if you jump in and do both pieces. I mean that's great, too. It might feel good, but it might not sell so you might feel you know a little bit defeated or deflated. So yeah, it's definitely a good choice to start off with neutrals and you know.

00:34:42 Anne Michelle

You choose you can blend together, and you can make a whole. Other color so I don't think you can go wrong, there, Yeah, at.

00:34:48 Lane

All would you like let's say 3 colors 3 neutrals? What would they be would that be certainly a white or an off white and then maybe like a a Gray or more of like a a Brown like a tan? What would your recommendations be there?

00:35:02 Anne Michelle

Sure.

00:35:03 Anne Michelle

I think I would probably suggest like you, said an off white and a Navy for some reason navies always do great. You know their dark, but they're sort of strong at the same time, and it's a piece that can be moved from room to room, a lot of the Times so I would say do a do a light.

00:35:23 Anne Michelle

To a dark and maybe something in between like a Gray definitely like you.

00:35:27 Lane

Suggested Well, you mentioned this earlier too. If you get the darker color like the Navy and you've got the off White as you just said. You can blend those colors to do something in between there as well.

00:35:38 Anne Michelle

That's right and you can save money that way.

00:35:41 Anne Michelle

So that's also beneficial you have your other color, and you didn't have to spend extra money for.

00:35:46 Lane

It well this is excellent insight and an advice and Michelle. We appreciate you taking the time to answer this question.

00:35:53 Anne Michelle

Thank you so much for having me it's always a pleasure.

00:35:55 Lane

Well, you have a great day.

00:35:57 Anne Michelle

You too. Thank you so much lame.

00:36:00 Lane

One of the things we pride ourselves on is producing quality application specific brushes at an affordable price and making sure we put everything we can behind promoting Yuan this industry.

00:36:12 Lane

With that, said, we didn't want to overlook this holiday season and how we could create even more affordable kits and bundles that you could buy for yourselves or for your friends and Families, as gifts. We encourage you to make sure you sign up to receive our newsletter on our knew enjoy Zibra.com website. We're running a series of Black Friday specials well. Actually, we're introducing them on Thursday, so it's really black Thursday specials.

00:36:36 Lane

We have several lined up from now through December 17th and we have ongoing specials listed that will be available until we run out of inventory.

00:36:45 Lane

These are incredible deals and each week. It's a new deal for limited time and limited quantity just to give you a sneak peek. We have holiday kits that include a canvas bag and a great holiday graphic with the holiday, saying that is as well as several of our brushes. Have you heard of our package opening tool. The open it. This is a mainstay for us as we have had it for a number of years and we just recently redesigned it. It opens all of those difficult to open.

00:37:10 Lane

Packages easily and safely plus it's a great kitchen drawer tool and must have.

00:37:15 Lane

We have a special right now that includes a 3 pack of the open. It's in a strong vinyl pouch that has the saying holiday cheer gift opening gear make sure you check out these great gift items and stay tuned as we unveil a new deal each week.

00:37:32 Lane

We are so grateful for each of you not only for listening to this podcast. Of course, but also for using our paintbrushes. We love it. When you tag is in your stories impose showing? What applications you're using Zibra brushes on and that is not just furniture, refinishing, but also painting your homes.

00:37:48 Lane

We will always make it a priority to highlight your furniture, refinishing works of art under Zibra painting Instagram account in Facebook page, but we also want to make sure we highlight notable home projects as well. If you have used your Zibra paint brush on a home project and you want us to check it out make sure you tag your pieces with Zibra Inspo That's hashtag Zibra Inspo.

00:38:10 Lane

ZIBRAINSPO.

00:38:14 Lane

The Zibra review monthly contest has been announced for November and the theme is earth tones as we see the final leaves fall from the trees. We notice all the beautiful tones of Browns and Grays of the Earth. We encourage you to use those neutral tones on your pieces as well as feel free to show some bare wood entirely or partially use the hashtag.

00:38:35 Lane

The Zibra Review and you'll have your piece before a judging panel, as they will choose 3 winners. The judging panel also includes guest judge Jenna with Happy Valley restorations. She was our first-place winner for September.

00:38:47 Lane

Great prizes await the winners from mud paint. D. Lawless Hardware Surf Prep Sanding and Zibra paint brushes all pieces. Refinish from January first, 2020 to November 30th, 2020 are eligible for injury.

00:39:02 Lane

We would love for many more people to discover the Zibra before and after podcast please. Subscribe and leave us a review on your favorite podcast directory. It really does make a huge difference in the rankings and thank you for listening.

00:39:16 Lane

We hope you enjoyed this episode of the Zibra blogs before and after furniture, refinishing podcasts. Today's episode is also featured on the Zibra. Blog.com, along with contact information for today's guest your comments and suggestions for future episodes are always welcome and we encourage you to share those by clicking on the podcast slide in our header.

00:39:36 Lane

At the Zibra blog.com that Zibra with and I blog.com Thanks for listening stay safe and happy refinishing.

