

Display & Space Planning

Furniture & Home Furnishings

Document type: Plan / SOP / strategy / guide · Generated 15 Oct 2026

This guide explains what the tool produces, how to use the output, and what to watch for. The actual output (draft/report) is generated on the tool page.

Background

Plans which products to display and how to rotate and refresh showroom space — hero pieces, category mix, and display-versus-inventory balance — to maximise impact per square foot. Use it to optimise display. For setup use the Showroom Setup & Visual Merchandising tool.

Purpose of this tool & output

Plan what to display for maximum impact

How the output is used

Use it to plan what to display for maximum impact — a display and space planning approach across hero pieces, zones and rotation.

Important cautions

Display space is expensive — show hero, high-margin and fast-selling pieces and use finish samples and boards for the made-to-order long tail rather than stocking everything. Rotate to stay fresh and sell off aged display stock. Think in sales per square foot.

Companion documents

- Showroom Setup & Visual Merchandising
- Showroom Operations SOP
- Showroom Sales & Closing Process
- Showroom & Warehouse Inventory
- Retail Pricing Strategy
- Customer Experience & Consultative Selling

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