



THIS IS WHAT'S

NEXT

ETHAN ALLEN®

— WE MAKE THE AMERICAN HOME™ —

# ETHAN ALLEN®

— WE MAKE THE AMERICAN HOME™ —

We are looking for entrepreneurs to join our retail network.

Following our beginning 88 years ago in Vermont, Ethan Allen has expanded into one of the world's largest interior design retail networks, with 179 Design Centers in North America and 125



internationally. Our vertical integration, which includes making 75% of our products in our North America workshops, provides us a great opportunity to serve our clients.

Our Design Centers are operated both by company retail management and by our dedicated independent families, who have been associated with our brand for an average of 40 years.

To learn more about joining our network of independent families, please contact Dan Grow, Senior Vice President of Business Development, at 336.407.2442 or [dan.grow@ethanallen.com](mailto:dan.grow@ethanallen.com). For more information, visit [ethanallen.com/businessdevelopment](http://ethanallen.com/businessdevelopment) to view our partnership brochure.

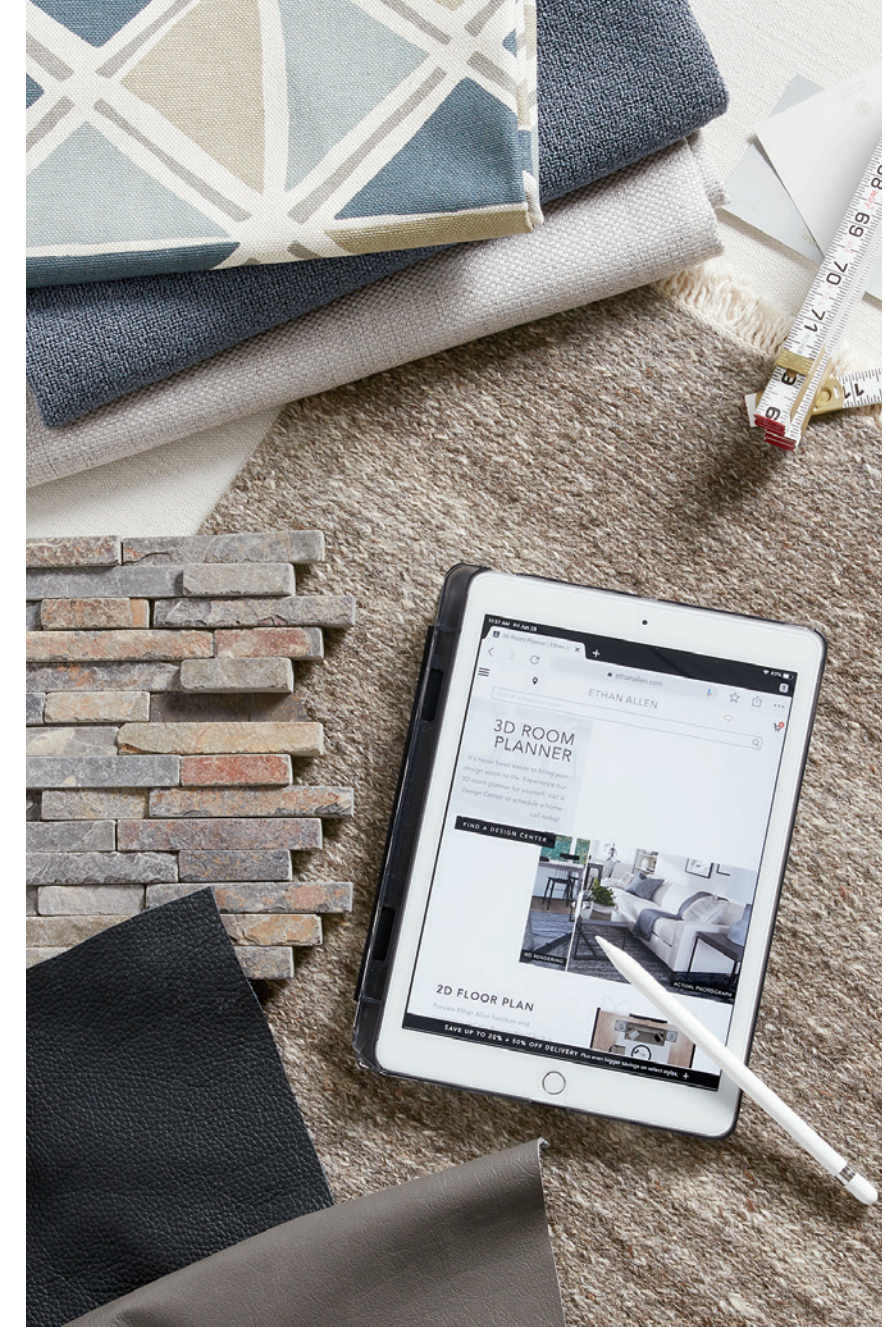
A handwritten signature in black ink that reads "Farooq Kathwari".

FAROOQ KATHWARI  
Chairman & CEO  
Ethan Allen Interiors Inc.

**TURNING POINTS ARE INEVITABLE.**

Every business has them. The realization that creating the future requires rethinking what's been done. If you're proud of what you've built but know it's time for something more, we'd like to help you discover what's next.





## IMAGINE YOUR BUSINESS, TRANSFORMED...

into an interior design destination. Picture a bright, modern layout equipped with the latest high-tech tools, from self-service touchscreens on the sales floor to crisp, clean, breathtaking digital signage.



## AN UNPARALLELED SELECTION

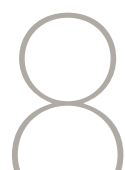
Imagine furnishings in every style, from traditional to cottage to modern and urban.

Picture stunning artwork and accents, complementing a range of décor and encompassing the finest materials, all from the same brand.



## A WORLD OF CUSTOMIZATIONS

Picture yourself offering clients endless custom upholstery options: hundreds of fabrics, leathers, cushion fills, trims, tufting, leg styles—the works. An array of custom finishes. A multitude of rug choices. Endless custom window treatment combinations that your competitors can't match.





## AT THE HEART OF IT ALL...

a team of professional interior designers, from an array of experiences and design philosophies, collaborating with your clients and building lifelong relationships—the lifeblood of a successful business.

Each designer receives an online portfolio that they can use to showcase their skill. Clients can contact them from our website or with one tap from the EA inHome® app.

We equip you with materials for staff orientation and training, as well as a constant stream of new information on our EATV training hub.

**All of the tools that you need to succeed are right at your fingertips.**

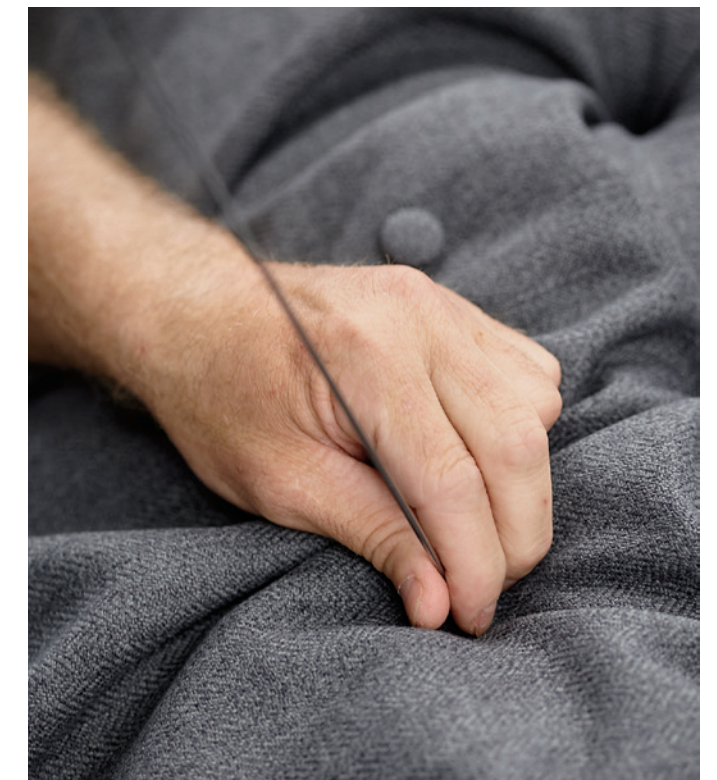


THIS FUTURE IS  
WITHIN REACH...

when you become an Ethan Allen  
independent retailer.

IT'S ALSO JUST THE  
BEGINNING OF WHAT WE  
CAN DO FOR YOU.





**WHEN YOU ASK  
PEOPLE WHAT  
THEY KNOW ABOUT  
ETHAN ALLEN,  
ONE WORD COMES  
UP AGAIN AND  
AGAIN: QUALITY.**

We manufacture 70% of the furnishings we sell in our own North American workshops.

For decades, we've set the industry standard for quality.

**And we always will.**

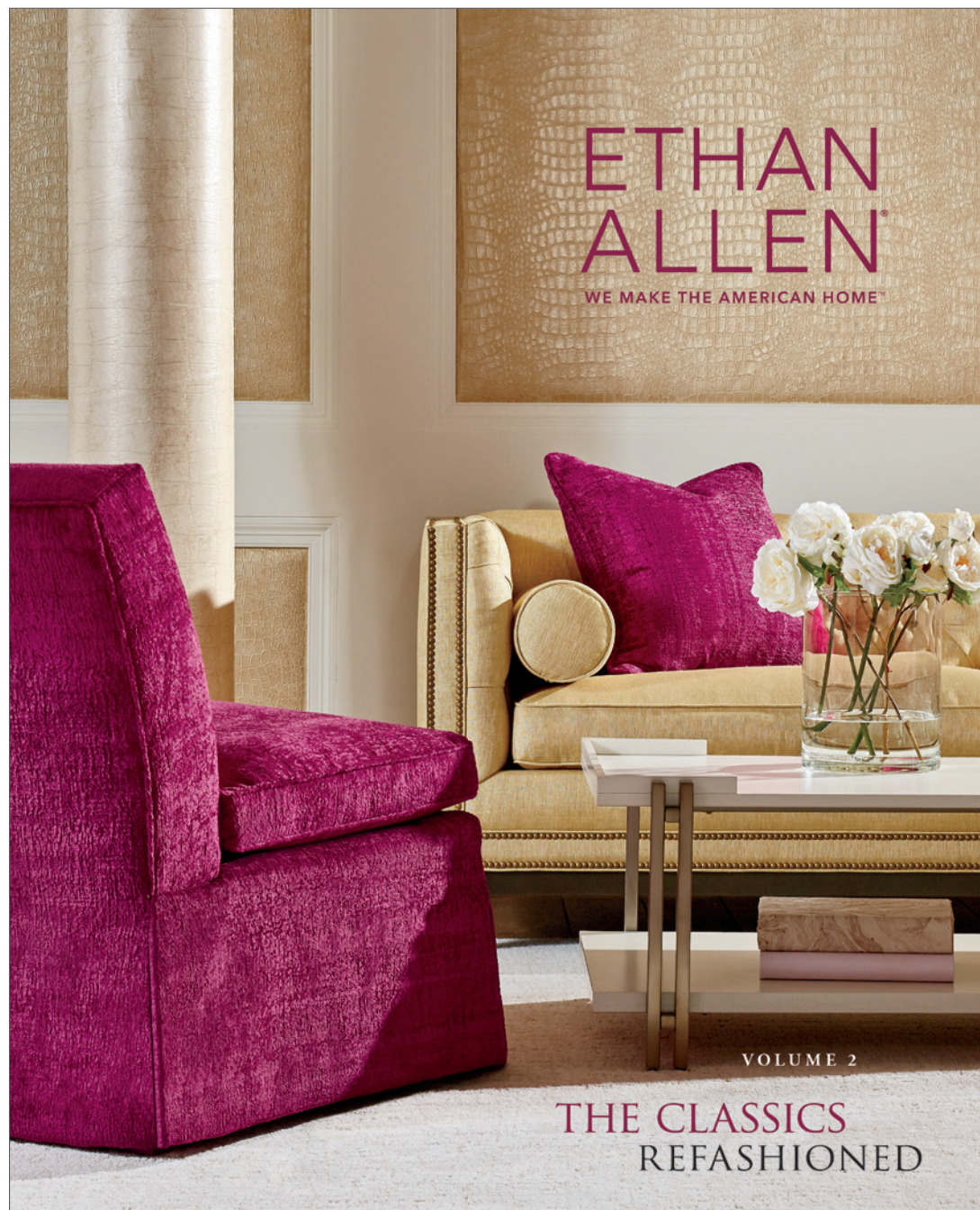


## A SINGLE POINT OF CONTACT

We handle the design, manufacturing, and distribution of all products, and send pieces directly to your home delivery center (warehouse). We provide support when your clients have questions. No more dealing with multiple vendors.

**Everything is Ethan Allen. Everything is seamless.**





**WORLD-CLASS MARKETING**

An unbeatable selection of creative assets, from customizable templates to made-for-you materials. The personal service of our marketing specialists, who will help you seize marketing opportunities from grassroots ground game to mass communication, plus personal PR support.



ethanallen.com

### Custom Framed Artwork

Make your home a gallery of comfort with framed art, and add sculptures for impactful dimension.

Ethan Allen Inc. Following

**Photos** Comments

Tried this Pin?  
Add a photo to show how it went Add photo

ETHAN ALLEN

ethanallen.com

### NEW Rare Vintage Textile Prints from France

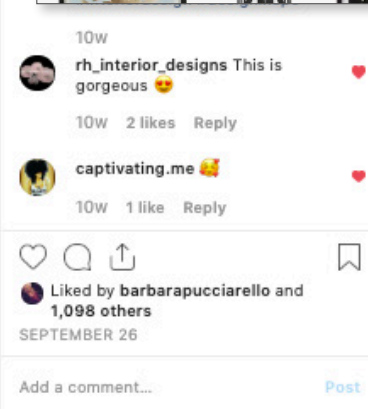
From bold florals to evocative abstracts, our collection of rare 19th-century textile art delivers epic style

ETHAN ALLEN

**Photos** Comments

Tried this Pin?  
Add a photo to show how it went Add photo

[SHOP VINTAGE TEXTILE PRINTS](#)



# ETHAN ALLEN

Free Design Service | Design Ideas | Shop By Room | Blog | AR | Financing

Locations | My Account MY CART

Designer Chat Search

LIVING DINING BEDROOM BEDDING OFFICE OUTDOOR LIGHTING RUGS DECOR ETHAN ALLEN CLEARANCE

## THE EXTRAORDINARY Spring Savings Event

COMPLIMENTARY WORLD-CLASS DESIGN SERVICE

*up to 25% savings*  
*free premier in-home delivery & shipping*

24-MONTH SPECIAL FINANCING†

[SHOP NOW](#)

†Restrictions apply. Click here for details.

## MULTIPLE ONLINE TOUCHPOINTS...

that work 24/7 so you don't have to. Social media channels.

Email marketing. Targeted digital advertising.

A website that showcases everything you offer in your

Design Center—and more.

A PARTNER YOU CAN COUNT ON

Among our retailers, you'll find families that have been in business with us for generations.

We don't disappear when the going gets tough.

Ethan Allen is about building something that lasts. We're committed to your success.





CALGARY, CANADA



TYSON'S CORNER, VA

## OUR COMMITMENT TO YOU

- Product merchandising strategies designed for your unique market
- Display and installation guidance that will transform your showroom
- Assistance with store location and layouts that will maximize your sales
- Weekly dealer calls that allow you to interact with other dealers and provide feedback directly to our CEO

All with a no-license fee arrangement that gives you all the benefits of the Ethan Allen name while ensuring that you maintain independence.

**After all, you built this business.**



ALBANY, NY



CORTE MADERA, CA



## DISCOVER WHAT'S NEXT

If you've reached a turning point,  
and you're ready for a new beginning—  
or if you're just curious about how  
the Ethan Allen name could change  
the way you do business—  
we'd love to talk to you.

**Contact:**

DAN GROW

Senior Vice President, Business Development

Office: 203.743.8311 Cell: 336.407.2442

[dan.grow@ethanallen.com](mailto:dan.grow@ethanallen.com)

**ETHAN ALLEN IS BOTH  
AN INTERIOR DESIGN COMPANY AND  
A MANUFACTURER AND RETAILER  
OF QUALITY HOME FURNISHINGS.**

Our 1,000+ world-class interior designers are based in our retail Design Centers, of which we have approximately 300 in the United States and abroad (144 operated by the company and 160 independently owned and operated).

Our international headquarters is located at 25 Lake Avenue Extension, Danbury, CT 06811.

**WHERE YOU CAN FIND US**

Ethan Allen operates the following facilities in North America:

**MANUFACTURING PLANTS**

- Orleans, VT
- Beecher Falls, VT
- Maiden, NC
- Guanajuato, Mexico
- Cortes, Honduras

**NATIONAL DISTRIBUTION CENTERS**

- Atoka, OK
- Dublin, VA
- Old Fort, NC
- Maiden, NC

**REGIONAL HOME DELIVERY SERVICE CENTERS**

- |                   |                                |                   |                     |                         |
|-------------------|--------------------------------|-------------------|---------------------|-------------------------|
| • Akron, OH       | • Bristol, PA                  | • Hagerstown, MD  | • Newtown, CT       | • The Colony, TX        |
| • Albuquerque, NM | • Buffalo, NY                  | • Hayward, CA     | • North Andover, MA | • Tualatin, OR          |
| • Allentown, PA   | • Calgary, Alberta, CAN        | • Houston, TX     | • Oakdale, MN       | • Tucker, GA            |
| • Amesbury, MA    | • Calstadt, NJ                 | • Kent, WA        | • Ormond Beach, FL  | • Vaughan, Ontario, CAN |
| • Asheville, NC   | • Centerville, OH              | • Lenexa, KS      | • Phoenix, AZ       | • Victor, NY            |
| • Aurora, CO      | • Chester Springs, PA          | • Linden, NJ      | • Pomona, CA        | • Virginia Beach, VA    |
| • Baton Rouge, LA | • Columbia, SC                 | • Maiden, NC      | • Pooler, GA        | • Wausau, WI            |
| • Bedford, NH     | • Delta, British Columbia, CAN | • Margate, FL     | • Redding, CA       | • Wilmington, NC        |
| • Belleville, MI  | • Erlanger, KY                 | • Maryville, TN   | • Reno, NV          | • Worthington, OH       |
| • Billings, MT    | • Fort Walton Beach, FL        | • Medina, OH      | • Sandy, UT         | • Youngstown, OH        |
| • Boise, ID       | • Grapevine, TX                | • New Orleans, LA | • Sanford, FL       |                         |
| • Brentwood, MO   |                                | • Newburgh, NY    | • Tampa, FL         |                         |

We also operate retail Design Centers throughout North America, Europe, Asia, and the Middle East:

- |            |               |                |                        |
|------------|---------------|----------------|------------------------|
| • Cambodia | • Kuwait      | • Saudi Arabia | • Taiwan               |
| • Canada   | • Philippines | • South Korea  | • United Arab Emirates |
| • China    | • Qatar       | • Thailand     | • United States        |
| • Jordan   | • Romania     |                |                        |

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