## 4 Members' Favorite Benefits

Are you using your FabShop membership to the fullest? Review the many benefits, see if you're missing anything, and start taking advantage today.

## 6 Promotional Calendar Ideas

Use these calendars to help you plan themed events and classes in your shop.

#### 10 TAKE CHARGE

#### Are You Listening in an Interview? HIRING THE RIGHT CANDIDATE

How to determine whether a potential new hire is worth the risk? Pay close attention during interviews. Lisa Furleigh presents a few examples.

## 14 selling sewing machines 'Trendjacking' #PumpkinSpice to

# Market Your Shop

Amy Baughman advises how to "hijack" the #pumpkinspice trend to take advantage of mega companies' advertising dollars to promote your machines.

#### 18 profitable promotions

#### THE WHEELS ON THE BUS GO ROUND AND ROUND Driving Customers and Sales

A shop-hop bus tour is the way to go, says Deb Messina. She shares insights gleaned from a tour organizer, a "bus mom," and a participating shop.

#### 26 THE FINE PRINT Hiring a Virtual Assistant LEGAL CONSIDERATIONS

#### LEGAL CONSIDERATIONS

Lack of personal contact with a virtual assistant does not mean you can treat them like a cipher. Brian Powers lays out applicable employment law.

# **32** Yaya Han: World-Famous Cosplayer and BERNINA Brand Ambassador

Big names in cosplay like Yaya Han make it a niche that could be profitable for you. Cheryl Sleboda offers ways to capitalize on it.

### **36** FROM OUR LIBRARY The Dance of Expectation

Motivating employees to meet goals is like being a choreographer, says shopowner Jill Reicks, as she explains her shop's Exercises in Expectation to boost sales.

#### 42 TECH TALK Whatnot: The Latest Live Sales Marketplace FOR QUILT AND SEWING SHOPS

Introducing Whatnot, the live sales marketplace. Cheryl Sleboda tells how to add this new platform to your online selling toolbox.

# 46 social connection

# Threads: The Newest Social Media Platform with a relatable name

Together with Facebook and Instagram, Threads may be a platform to benefit your business. Just ask Cheryl Sleboda.

# 47 Advertiser Index

#### $48\,$ extend & grow through social media

#### Planning for Success OR REAP WHAT YOU SOW

If you don't know the what, how, when, why and who of social media marketing, then you're probably not marketing. Teresa Coenen explains.

# 52 MILESTONES Celebrating Anniversaries

*FabShop News* recognizes industry colleagues celebrating milestones both new and deep-rooted.



# 56 special section

#### Fabric Finds

Introducing new fabric collections in a range of styles, patterns and themes.

# 60 Merchandising Matters

Let these display ideas from your fellow shopowners inspire you with new ways to draw customers' attention to what you have in store.

#### on our cover Bring Your Creativity to Life! 679 yaya han edition

Working with cosplay's most famous star, Yaya Han, BERNINA positions itself to capture this market niche with its special edition bernette machine.