

Liv3

Connecting homes & people

TABLE OF CONTENT

4 INTRODUCTION

6 THE LIV3 PROJECT

8 A new branding

10 A personalisation service

12 The journey of the service

14 THE INNOVATIONS

16 The unique technologies

20 An academical program

22 FIRST FEEDBACKS

24 Linked to technologies

25 Linked to architecture

28 WHAT'S NEXT?

30 APPENDICES



“Social House Kit” is a project that aims to find the perfect spot in between the three critical elements: beautiful, practical, and affordable.

More importantly, its target is to apply the concept or the idea to the housing market. Nowadays, young key workers find it really difficult to buy their first property, especially if they are working in big cities, the price of the houses nearby their workplace is unaffordable for them. Therefore, Newco wants to use this idea as a solution for customers who could not afford a house in the current market.

According to the Social House Kit’s project brief, Newco wants us to develop a concept basing on communication and strategic solution following their ambitions:

- Build small, beautiful, practical and affordable, eco-friendly houses for key workers, based on a Danish Architect’s Tiny Home design formula
- Optimise small and cheap lands, useless for other types of development, and transform them into dwelling places
- Employ people in need of a break and help them thrive
- Offer reduced rent, rent to buy, and reduced purchase housings, and develop these housings in larger cities
- Target young, ambitious key workers

After going through the brief and reviewing these aims and ambitions, we decided to work on a concept, which can provide innovative customisation service of tiny homes. This particular concept will be based on two important aspects that are normally reserved for wealthy clients in the housing industry: personalisation, and human contact.

When designing the content of this project, we want to stick with the philosophy of minimalism, and ‘simple and small is beautiful’. According to the “Home Future” exhibition in the London Design Museum, people in the past expected that simple, minimal, and tiny are the critical factors of the home in the future, in extent, they were looking forward to a home with spaces to be optimised and held by technologies.

OUR PROFILES



Alice BLANC
22, French

BACKGROUND STUDIES

Bachelor in Luxury Marketing at the EIML (School of International Luxury Marketing)

EXPERIENCES

Sales experiences, Promotion Manager Assistant for CosmeticMag, and Marketing Assistant for Rituals

CENTERS OF EXPERTISE

Operational marketing, event planning and sales

RELATIVES WORKING IN...

Interior design, graphic design, engineering...



Kei U NG
21, Portuguese and Chinese

BACKGROUND STUDIES

BA Advertising & Public Relations at the University of West London

EXPERIENCES

Internship in Burgundy Workshop Co. Ltd., events and freelance photographer

CENTERS OF EXPERTISE

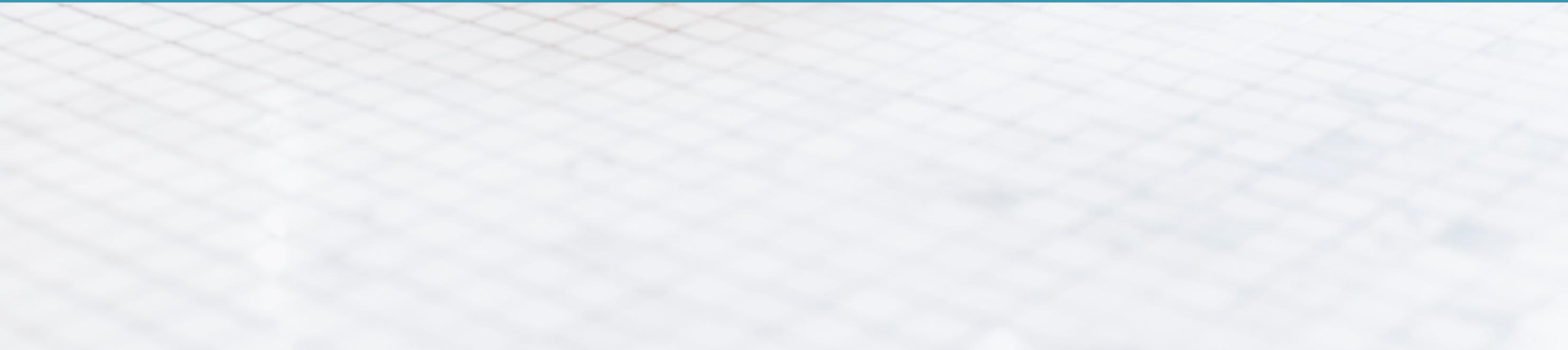
Advertising, communication and photography

RELATIVES WORKING IN...

Architecture, Business development...



THE LIV3 PROJECT

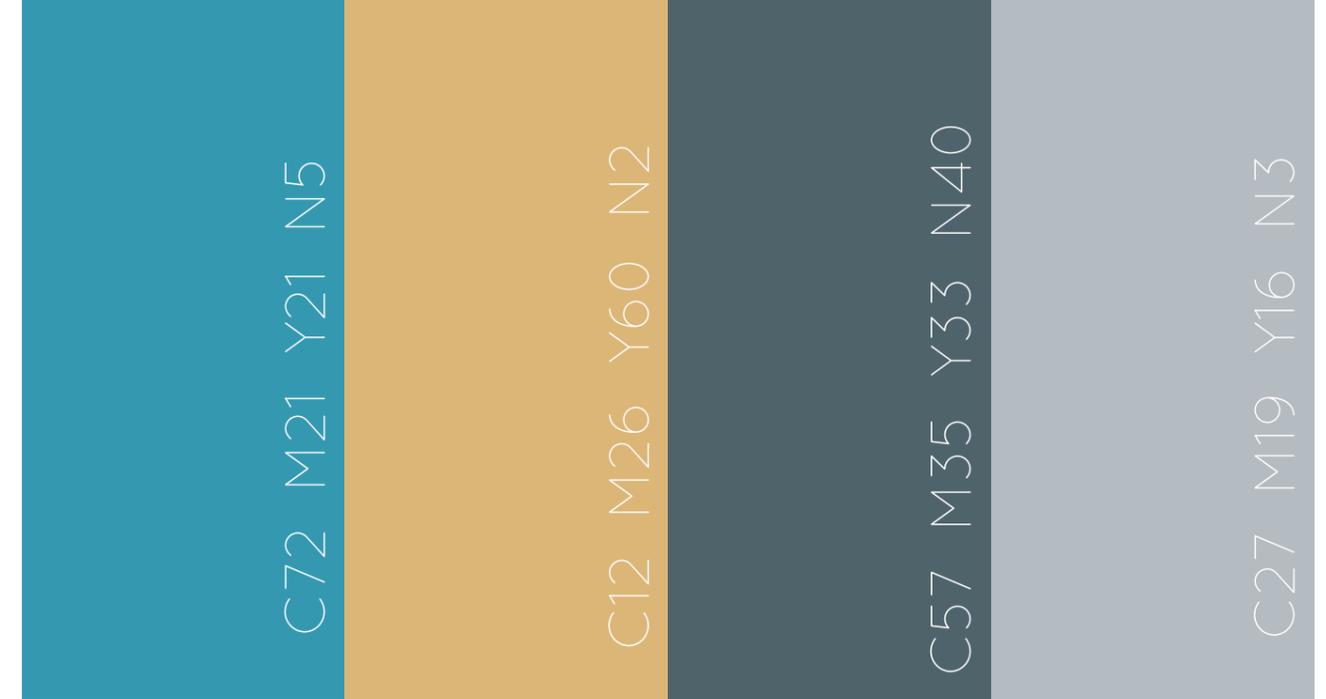


As the brief mentioned, the new branding is required for this project, and this branding needs to be strong and durable branding. The name of the brand has to be as ambitious and modern as its values.

Therefore, we want to include the three critical elements: beautiful, practical, and affordable, in the new branding as the brand values, and adopt the idea of the Danish Architect's Tiny Home design formula. From these decisions, we have come with a new name proposition for Newco: Liv3.

- The word *Liv* means *life* in Danish, referring to the roots of the Tiny Home architect and the Newco creator, and their project to create houses full of life.
- The 3 refers to the three brand values: beautiful, practical, and affordable.
- It is also similar to the letter *e*, which lead the brand **Liv3** to be also read as *Live*
- 4 letters, memorable and easy to read in different languages, can also reflect to the philosophy of «*keeping it simple*», small and practical yet beautiful.

LOGO VARIATIONS PROPOSITIONS



The main typo of the new branding will be **Quicksand**, a rounded typo to give a friendlier and less aggressive look to the logo.

The colours of the new branding will be a turquoise blue and a gold/yellow:

the **Blue** means **reliable, freedom, and creating connections** within a community. With a turquoise tone, it brings modernity to the logo, avoiding it to look like an insurance or bank brand that often use blue colours.

the **Yellow** brings some **warmth and brightness** to the design. With a gold tone, it will fit better to a design oriented brand, and be easier to use in the pattern.

As we are more focusing on developing the service, and the time is quite limited for this project, we have not started the procedure of testing the brand quite yet. We only decided the elements and designs of the brand based on the brief, Newco's ambitious, and research. We consider the process of testing the brand will be the next step of this project.

The challenge of this project was to put ourselves in the shoes of someone looking for a new place to live in a big city. We had to imagine the most simple journey for them to be able to not only rent or buy a new place, but to create a house they would want to call « my home ».

This is how we conceived an easy, pleasant and human journey for the client. We created a service where personalisation would not just be a luxury, but would be part of the whole housing process. This simplified conception of the housing journey is of course made possible by the whole concept of tiny homes, that allows a standardized journey, but without disregarding personal needs and desires.

Of course, being in a social optic, we had to make sure that the Liv3 process would not cost more money for the client who already struggle to find an affordable place to live. So throughout the development of the project we kept in mind the following question:

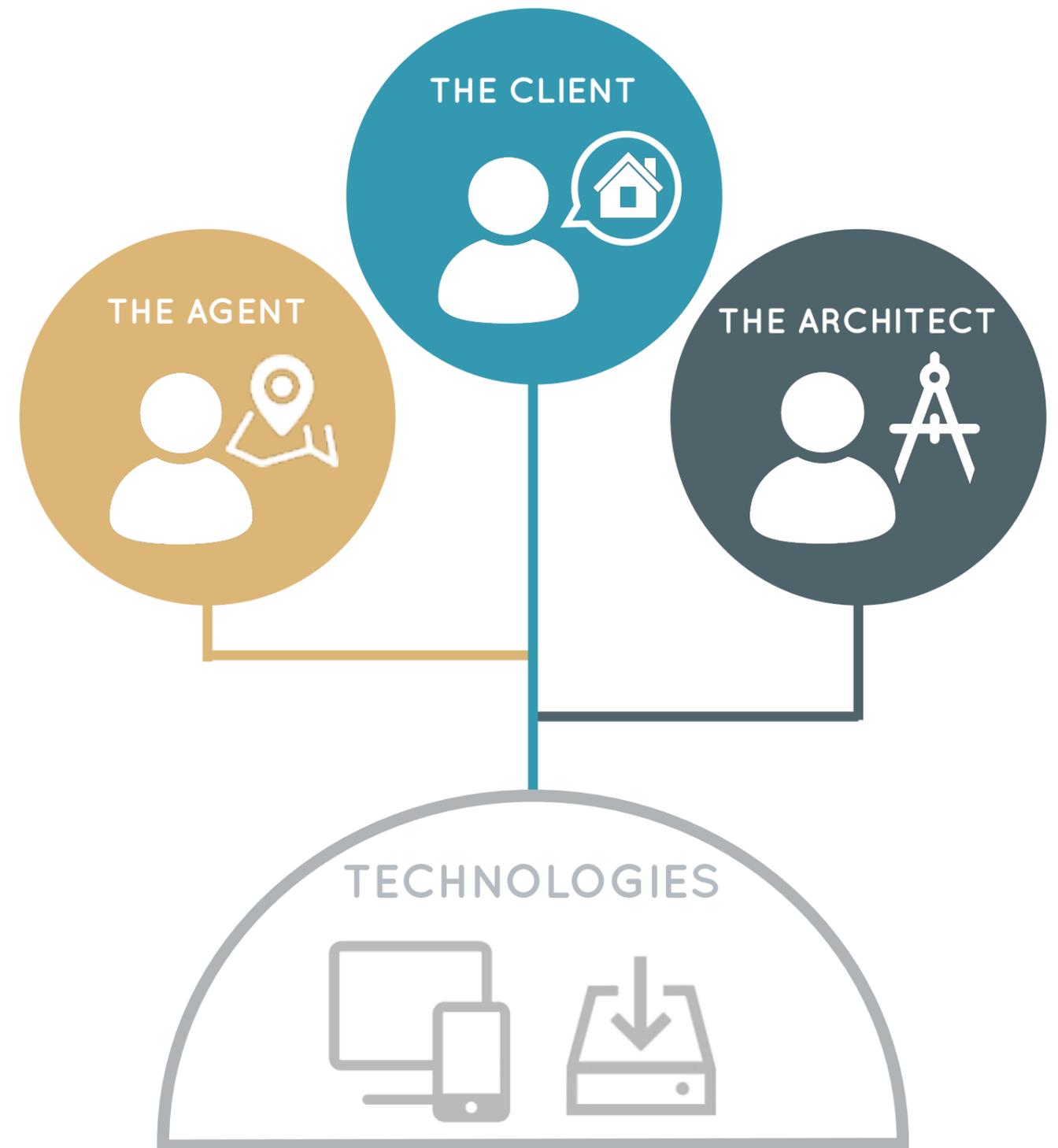
How can Newco create an **affordable personalisation service** of its tiny homes, keeping a **human contact** with the client?

There are 3 important actors playing a role in this service:

The Client wants to buy or rent a house near his working place. He likes the tiny home concept and to be able to create the house of his dreams.

The Agent will be an expert of the area where the client is looking for a new home. He will meet him in person and listen to his needs. He'll find the perfect location and help him to use the Liv3 app & web platform.

Through the digital tools, **the Architect** will be in contact with the client and will transcript his vision into a 3D plan of his future house before building or move-in (depending on if the client is buying or renting a tiny home).



We decided to use **technologies** to hold the whole service process for several reasons. First because it was the best way to enable a human contact at an affordable cost. By connecting people through digital platforms, we save time and money, and we make the whole process way more fluid. But technologies today are also allowing clients to really project themselves in their future homes, thanks to technics like 3D visualisation of home plans.

PHASE 1

FINDING THE CLIENT'S DREAM PLACE OF LIVING

1 **DEFINING THE NEEDS OF THE CLIENT**

The client and the agent meet to talk about the client's needs and expectations (location, space, facilities and transportations around, renting or buying, etc...)

The agent will help the client create his Liv3 profile and download the app on his phone to share location propositions.



2 **SEARCHING FOR THE RIGHT LOCATION**

The agent will send location propositions to the client, through the app, that corresponds to what they defined together.

The client can then schedule visits with his agent of the locations that he likes.



3 **CREATING THE PROJECT BASE**

Once they found the perfect place, the agent will upgrade the client's profile to the Liv3 Design web platform.

The agent will create the project base on the software and connect an architect to the project.



PHASE 2

DEVELOPING THE CLIENT'S DREAM HOME DESIGN

4 **IDENTIFYING DESIGN PREFERENCES**

The client and the architect have the first workshop chat together. They will talk about colours, arrangement, design, materials, etc. Through the 3D plan, the architect will also show to the client what can be personalised in his new home.



5 **SEARCHING FOR THE RIGHT LOCATION**

The architect will personalise the 2D & 3D plans on his software, according to the client's vision, and send him the propositions.

The client can then view the personalised 2D and 3D plan and validate or ask for modifications.

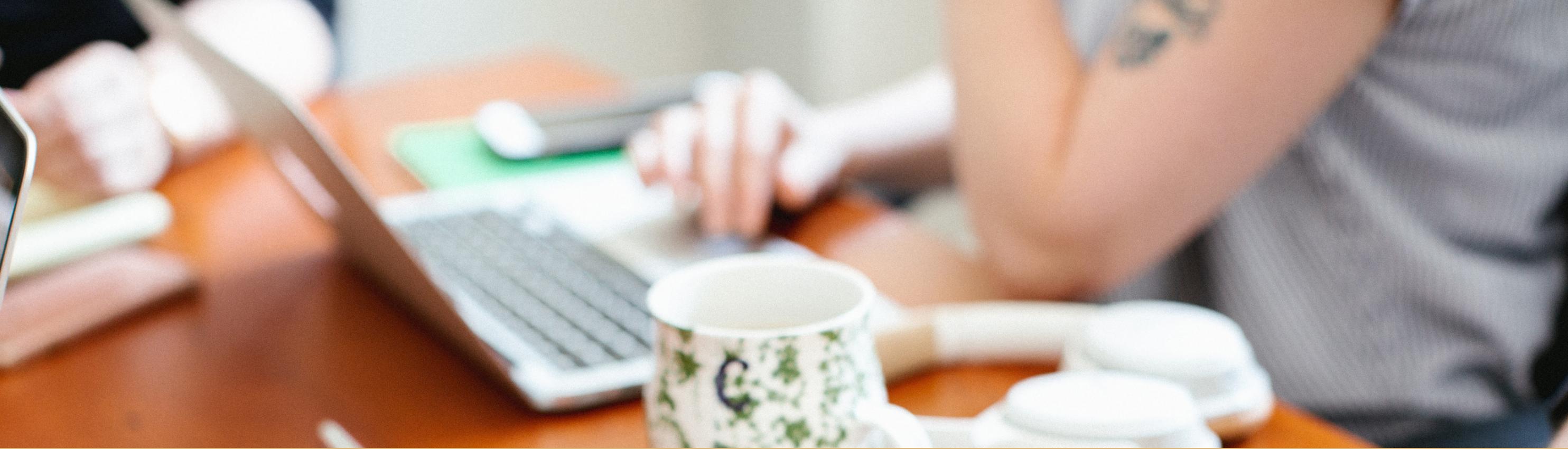


5 **CONFIRMING THE PROJECT**

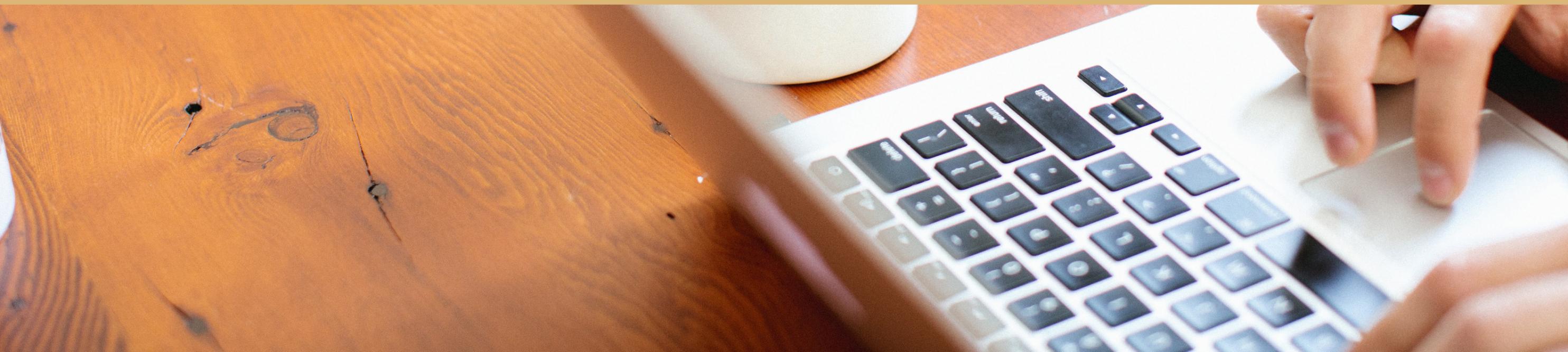
Once the client validate on of the architect's propositions, the agent will create the contract. He will meet with the client to sign the contract and make sure everything is clear.

Then the building or interior redesign of the client's future home will be initiate, following the plans made by the architect.





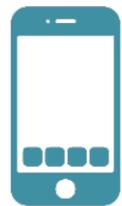
THE INNOVATIONS



The whole service we imagined for Liv3 is completely relying on the use of technologies through a platform allowing an easy and centralised communication between the 3 actors involved.

As we said before, these technologies will allow a digital contact between the client, his agent and his architect. It will centralise all the informations to avoid the client to get lost in his e-mails. This platform will accompany the client through every step of the project, and will be a reassuring way for him to always stay in contact with the Liv3 team.

It will also be a simplification of home creation and design, that can only be possible with the minimalist and standardised concept of tiny homes. In fact, every size of tiny home will correspond to a plan base already uploaded on the platform and that the architect will be able to personalise according to the client's desire, on his software. The personalisation will be a very easy process for the architect as we want the software to be very easy to use and the customisation to be made through following simple guidelines.



A SMARTPHONE APP
USED ONLY BY CLIENTS
DURING PHASE 1 OF THE PROJECT



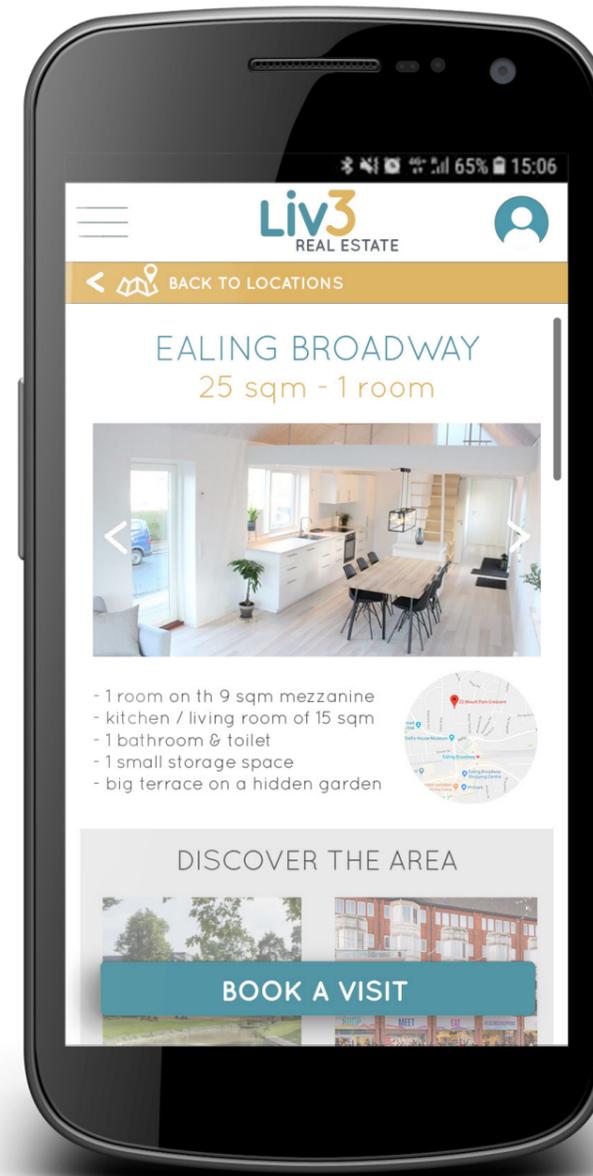
A WEB PLATFORM
USED ONLY BY CLIENTS
DURING PHASE 2 OF THE PROJECT



AN PROFESSIONAL SOFTWARE
FOR AGENTS & ARCHITECTS
FOR EVERY PHASE, EVERY PROJECT

THE SMARTPHONE APP

The app will help to centralise all the conversations and contents of our client and our agent. The agent will be able to send the information of a particular location to the client, directly on his smartphone. This information will includes pictures of the tiny home (of a prototype or a 3D visualisation if it is for a home to build), details about the space and the rooms, as well as details and pictures about the areas, nearby facilities, accessibility, etc.



FEATURES...

CHATROOM
W/ THE AGENT

AGENDA

LOCALISATION
PROPOSITIONS

THE WEB PLATFORM

The web platform will build up a communication bridge between the client and the architect. Inside the web platform, there will be a chatroom called the 'workshop chatroom', allowing them to have a visual conversation, with a separated screen. The left, will feature a video conference, and the right will include the 3D visualisation of the home. On this platform, the client will also have access to simple text chatroom with the architect, and with the agent (in case the client feels the need to contact his agent again). Finally, the client have access to the plan propositions made by the architect. He will be able to review them even on his own, do interactive visits, and either validate the proposition or ask for changes.

FEATURES...

CHATROOM W/
AGENT & ARCHITECT

AGENDA

WORKSHOP
VIDEO CHATROOM

DESIGN
PROPOSITIONS



THE PROFESSIONAL SOFTWARE

FEATURES FOR THE AGENT...

PROJECT BASE
CREATION ROOM

LOCALISATION INDEX

PROJECT INDEX
BY CLIENT

AGENDA

FEATURES FOR THE ARCHITECT...

2D & 3D
PLAN DESIGNING ROOM

WORKSHOP
VIDEO CHATROOM

PROJECT INDEX
BY CLIENT

AGENDA

The professional software will be used by all agents and architects on all of their Liv3 projects. It will allow them to have an index of all their projects and a professional agenda so that they can manage their work easily. The agent will create the base of all projects, by gathering a client profile, an architect profile, a location and a tiny home base 2D & 3D plan (with no personalisation). The architect will then be able to modify these plans according to what he agreed with the client, following simple guidelines and personalisation possibilities.

The design task in this project of the architect is very straightforward and focused on guidelines of customisation on an existing base.

Therefore, we believe that it is a work that could be done by architecture students or interior design as a win-win opportunity, which means we provide them client relationship experiences by teaching them how to use the software and connect them with clients. This kind of opportunity could hardly found in their courses typically. So in return, they repay us with their knowledge, time, and skills.



There are three main procedures in acquiring the right students for this project:

1 FINDING PARTNER UNIVERSITIES

Liv3 will be searching for the best architecture and interior design universities depending on the universities world and national ranking.

The language used in class, will be related to Liv3's markets and customers' languages.

The bottom of the block features a white icon of a university building with a flag on top, followed by a link icon and the Liv3 logo, all in white on a teal background.

2 SELECTING THE BEST STUDENTS

The students will compete in their class or university to prove their ability to apply ideas to design, to demonstrate their knowledge about sustainable architecture, and to show their communication skills and motivations.

The bottom of the block features a white icon of three students wearing graduation caps, centered within a laurel wreath, all in white on a gold background.

3 TRAINING THEM FOR THE SOFTWARE

Selected students will process to the next stage, a training scheme of the Liv3 software. During a formation session, the winning students are trained to use the internal software, create their personal profile on the architect's index, and learn how to interact with clients according to the Liv3's charter and values.

The bottom of the block features a white icon of three students wearing graduation caps on the left, and a white icon of a software download (a document with a downward arrow) inside a speech bubble on the right, all in white on a dark teal background.



FIRST FEEDBACKS





ARTHUR PLAZANET
FREELANCE DEVELOPPER
FR

1

4 developpers of the project

Arthur shared that in his opinion, we should consider at least 4 developpers on the project. One for the app, one for the web plateforme, and one for the softerware, as it seems to be a more complexe technology.

2

30K to 40K €

He estimate the project to cost about 35K to 45K in euros (so 30 to 40 in £ approximately). Yet he warns us that this is just a first estimation, maybe without taking in account the complexity of the 2D and 3D plans modifications.

3

5 month

This is the approximative time that it should take for the 4 developpers to create a prototype version of the 3 technologies.

4

The app could come later

Arthur thinks that 3 technologies might be a lot to developp at the start, and thinks we can cut one of them. He proposed to cut the web plateforme, but as it will be primordial for the client to have a good access to the home plan, we believe it might be easier to cut the app at first. The agent could still share the locations on the plateforme. The app could come later as a more convinient way for the client to be directly notified and have a very easy access to the locations proposed by the agent.



PASCALE BLANC
INTERIOR ARCHITECT
FR

1

Choose local students

Pascale reminded us that as an architect, you have to follow the construction specification of your country. And these can variate a lot depending on the countries, so we might want to hire students how comes from the same countries as their clients.

2

The importance of projection

For her, the 3D visualisation is a very good way for the client to project himself in terms of design. But yet, it is important for him to really visualise the space by visiting a prototype tiny home. And not only for the space, but also for them to check the quality of the building. So we should consider that the first agent and client meeting happens in a prototype tiny home.

3

A real advantage for students and employers

For Pascale, there is no doubt that she would preferably hire a young architect who beneficiated from our program. She believes that when you hire someone who has a real client relationship experience, you gain a lot of time during the training phase. And the young architect would already know the appropriate professional behaviour to have with clients.



EVA SEBAG
ARCHITECTURE STUDENT
Penninghen, MA Year 1 - FR

1

A lack of client relationship outside of internships

Eva seems to agree that there is a lack of learnings in terms of client relationship through her studies. Even though they have to do internships some years, they don't have professionalising opportunities on the long term, like Liv3 would offer.

2

Still attached to the paper !

She agrees that 3D visualisation is a good way of projecting the client, but she seems attached to moodboard and drawing that could have a more human aspect for the client, and is also a really good way to express an idea in design.

3

Sketchup

Both students told us they knew how to use the 3D plan design software Sketchup. So in case we cannot develop our own plan creation option in our software, we could at least find a way to link Sketchup to our platform, so that the students use it to personalise the tiny homes.

4

Let the client choose !

Both students talked about the fact that design preferences is a very personal thing and that the client should be able to choose his architect. As professionals in the future, the students will anyway work with clients who like their work, so it would make more sense. We could therefore imagine a real network platform where architects students shares their moodboards and previous works, so that the client can match with them!



XI SHEN
ARCHITECTURE STUDENT
UCL Bartlett, Year 2 - UK

1

Worried about time management

Xi shared with us that even though she would like to participate to a program like Liv3, she is worried about time management. It seems like her studies leaves very little space for free time. So we might want to select only universities and schools that can ensure us that their students have enough time.

2

Professional learnings, but no real client

Even though Xi seems to have more professional opportunities with her university, she admits that their projects are always reviewed by professionals and no real clients.

3

Sketchup

Both students told us they knew how to use the 3D plan design software Sketchup. So in case we cannot develop our own plan creation option in our software, we could at least find a way to link Sketchup to our platform, so that the students use it to personalise the tiny homes.

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Overall, our main goals of this project are to provide a new way of conceiving a social housing industry with tiny homes, so that more young key workers can afford a personalise house. We want to and offer them an opportunity to live closer to their workplace, and in a place that they can really call their own. The service we imagined also incorporate a innovative way for architectural students to experience client relationship, through our academical program. It would bring them experience, and it would bring affordability to our service as well as real human contact to our clients. So the next steps now are to:

Test the branding

We focused much time on developing the service, so we should examine the brand in our next step to find out how people feel about the new branding.

Get more feedbacks

We want to keep getting feedbacks from developers, interior designers, and architecture students in the future, so that we can keep developing and improving the quality of our service according to their expertise and needs. It would also be important to get feedbacks from universities directors and teachers, to see if an academical program like Liv3 would catch their attention.

Test the service's journey

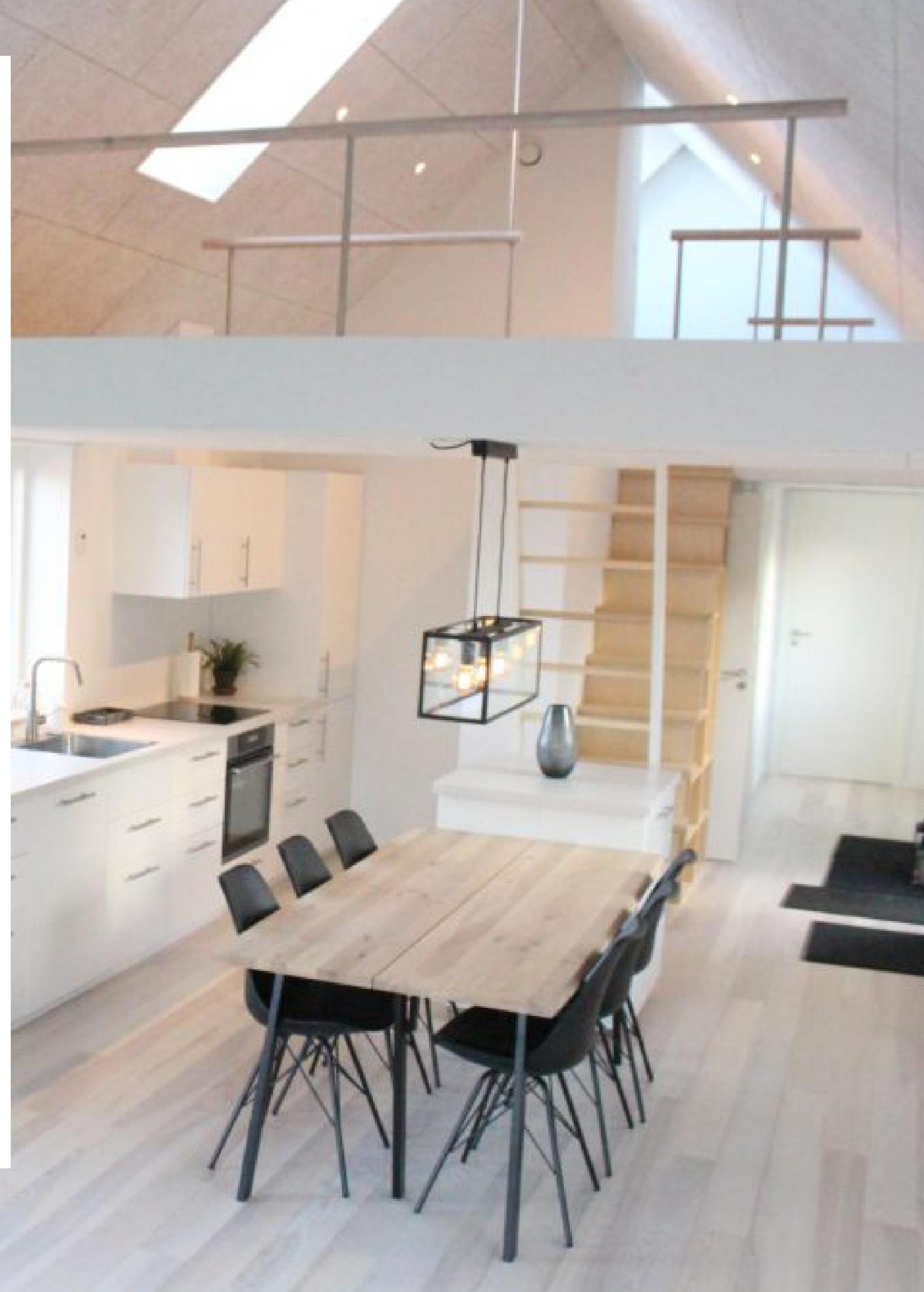
We want to create a workshop for our target audience as well so that they can experience the whole process of our service and give us some feedback.

Find investors

Because of the cost of the technologies, we will need to find investors to get the means to start prototyping, testing and launching the technologies and the service.

Prototype the technologies

After gathering all these feedbacks and thoughts, and perfecting the whole idea of the service, we will be able to start prototyping the software and web-platform. It would help us to test the service and the project with a new workshop, to keep perfecting it before launching the beta version of the service.



Interview with Arthur Plazanet

Interview done by e-mail. We sent him a questionnaire (that you can see on the next page), with a booklet explaining the project. Here are his full answers:

1. It's not a problem to link an internal software used by the Liv3 team and the Web Platform/Mobile App. The only requirement is to have one central database that will contain all the data needed in the process.

2. If I understood well, the only thing that will be downloaded by the client is the Mobile App, which is probably the most easy to handle for a typical user.

I personally think it can be a touch of professionalism and loyalty to the customer.

However, this app need to be simple, clear and with an extra work on the UX/UI part. (which is not the case for the internal software for example)

3. In my opinion, as you mention 3 different kind of platform, I would have at least one person per technology (one for the Mobile App, one for the Web Platform, and one for the internal software).

After a nice and clear introduction and preparation to the entire team of developers, I would say that 5 months is a feasible time for all of it, testing included.

The main concern is probably the live plan of the house, that is done in the software but which need to be exported in the Web Platform. That's why I would recommand 2 people on the internal software at least.

4. It depends on the complexity of all the informations and personalization that you want in each tiny home, and especially the complexity of the 2D/3D plans.

I don't have enough informations to give a precise range, so I would say between 35K and 45K for a first version of the 3 platforms.

5. You have a quite precise idea of how the process will proceed. However, I'm still wondering if it's really essential to have 3 different types of platform.

You could imagine, for example, one platform for the customer (let's say, the Mobile App), and one « internal » where you could manage data and decide what to share with the customer (Web Platform or internal software).



QUESTIONS FOR A DEVELOPER

First of all, thank you very much for participating in the development of this project by sharing with us your experience and knowledge.

Before answering our questions, **it is important for you to read the presentation booklet of the project** that has been sent to you with this questionnaire. This booklet is a very synthetic and visual description of the service's idea that we are developing and you might need to ask us a few questions to understand everything. So feel free contact us by e-mail or text at any time!

This interview can take many forms: if you want to send your answers by e-mail, feel free to do it! However, if you prefer to be able to chat more freely with us, we can also schedule a phone call or a facetime chat. We are open to anything that will suit you best!

So here are our questions:

1. **Since we are not experts in software's development, the main concern we have is about the possibility to create a software used by the Liv3 team, that would be linked to the web platform and app used by the clients?**
2. **Do you think about any other possibility that could be more practical, easier or more economical to enable the architects and agents to create and share work with the clients without needing the client to download a software?**
3. **How long would it take to create such a technology (approximately) and how many people do we need to work on it?**
4. **We realise that without more details and prototypes it is hard to give a precise idea of a price, but do you have any guess about it? Range of price?**
5. **Do you have any other idea to share with us regarding this project, or any experience to share that could be relevant to it?**

Thank you very much again for your help!

Our contacts:

Alice Blanc - alice.blanc18@gmail.com or 21380046@student.uwl.ac.uk

Donald Ng - dkeiu329@gmail.com or 21282674@student.uwl.ac.uk

Interview with Eva Sebag

Interview done by e-mail. We sent her a questionnaire (that you can see on the next page), with a booklet explaining the project. Here are her full answers:

1. Yes, i will like to be recruited for a program like this! First of all because for a student, to work on a tiny project, it's a best way to learn the job of architect. And also, because it is a good thing to start to work during our studies, it would finally allow to have real projects with a human contact
2. 3D plan can be good but I think there are many ways to explain an architect's idea (drawings, moodboard etc...)
3. Yes, I think we have a lake of experience in clients relationship. But we have to do internships during our school years in order to complete this lake. But this program, could be an interesting way to combine the two (school + internship experience)
4. Software that i use : Autocad for 2D and Sketchup and Revit for 3D. Maybe we will learn Rhino during my 2nd year of master but not sure
5. The best way to learn the 3d for me is Sketchup because it is very instinctive but the problem is that it need a rendering software like Vray, Keyshot to have a realistic rendering. And for the 2d the best is Autocad
6. First year of Master degree in Penninghen school in Paris
7. *(Translated from french for this part)* A client will often choose an architect according to the affinity he has with his work. So why not add to the app the possibility for the client to see a selection of students, classified depending on their design style, with moodboards and pictures of their work. It would also allow the student to work on projects he likes, like we do in school (we do projects that fits our style in school), and that the client would also like. It would also be a good way for transitionning from studies to professional life.

Liv3

QUESTIONS FOR A STUDENT IN ARCHITECTURE OR INTERIOR DESIGN

First of all, thank you very much for participating in the development of this project by sharing with us your experience and knowledge.

Before answering our questions, it is important for you to read the **presentation booklet of the project** that has been sent to you with this questionnaire. This booklet is a very synthetic and visual description of the service's idea that we are developing and you might need to ask us a few questions to understand everything. So feel free contact us by e-mail or text at any time!

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So here are our questions:

1. After going through our project presentation booklet, do you feel like as a student you would like to be recruited for a program like this one? Moreover, why?
2. Would you feel comfortable with the tasks that are asked to the architect?
3. Do you feel like through your studies you have a lake of experience in clients relationship? In addition, do you think this program would allow you to experience this particular relationship?
4. What software do you currently know how to use to create 2D or 3D plans? Also, will you learn how to use new ones through your following study years?
5. Can you think about any very simple softwares that are used in architecture and interior design to create or personalise 2D and 3D plan easily?
6. In what university or school are you studying and at what level?
7. Do you have any other feedback, information or experience relevant to our project to share with us?

Thank you very much again for your help!

Our contacts:

Alice Blanc - alice.blanc18@gmail.com or 21380046@student.uwl.ac.uk

Donald Ng - dkeiu329@gmail.com or 21282674@student.uwl.ac.uk

Interview with Xi Shen

Interview done by e-mail. We sent her a questionnaire (same as for Eva), with a booklet explaining the project. Here are her full answers:

1. Yes, personally I am willing to. It seems like another opportunity to practice and showcase my professional skills besides summer interns and competitions: compare to summer internship it's more flexible in time, while comparing to competitions it's more practical. It's also an opportunity to help people in need and solve people's problems, which I assume is one of the main reasons that make most of us decide to be trained as designers. There are several considerations that I think some other students will take as well: first is time, as most of the architecture courses are relatively intensive, students that are willing to take part in this programme will not always be allowed timewise. Also, as students, besides practical experiences, certificates and honours are quite important as well - there are many part-time working opportunities and competitions that can offer both, therefore from a student's point of view, to join this programme, it has to have some attractive points, can be both wage-wise or reputation-wise.

2. It should be handleable as it seems quite similar to our school projects. However, to design a building, architect is only one piece of the puzzle, just as we do for our school projects, we will have environmental and structural consultants to assist us to bring the design to a buildable stage. Therefore it is not enough if the whole design task is given to purely architects.

3. We do need to present and communicate our projects to groups of experts and other audiences to improve the communication skills, however it is probably true that there is a lack in relationship with real clients. People that are not familiar with this field normally cannot express their needs as clear as the experts we face in the school. I agree it will be a good opportunity to find what people's needs really are.

4. 3D - Rhino; Sketchup 2D - AutoCAD; Adobe Illustrator; Rhino

5. Probably SketchUp is the most handy one, it can also show the sun casts at certain times of a certain day.

6. UCL Bartlett, Year 2.

7. Design is a very personalised thing, different designers' styles varies in a great variety. It is probably worth to consider how to match the clients with the designers, who get to choose, or does the system or the agent will do the matching.

Interview with Pascale Blanc

This interview was done in person after showing her a booklet explaining the project, but it wasn't recorded. So there is no exact transcription of the interview, but here are the transcription of the questions and the notes I (Alice Blanc) had during the interview:

Keeping in mind that tiny homes are very small spaces and that personalisation will mainly be focused on colors, materials and inside furniture arrangement...

Do you think that the tasks are suitable and relevant for architecture students ?

No problem. But important to keep in mind that there is different forms and trends of design depending from one country to another. Be careful to get informed locally (taps, electricity, etc...). Maybe favour students from the same country as clients. Or at least make sure that they are aware of the specifications of the different countries from where the clients they will work for are from.

Do you think that this kind of digital experience is enough to allow the architect and the clients to communicate about the project?

Yes, the most important is the 3D visualisation today, to project them inside the volumes. Yet image and computers are good, but people need to visit a tiny home prototype in real life. To show the quality also ! 80% of people who will buy this kind of home will buy it because they will have visited it before, they will be able to really project themselves.

If tomorrow you have to hire a young architect and see on his/her CV the he/she was a Liv3 Architect during his/her studies, would you think that it is a real asset regarding client relationship, and be more likely to hire him/her ?

Yes, we gain time in training. He or she will already be in the context. We gain a lot of time on client relationship experience.

Do you have anything else you would like to share with us, a point of view or an idea, about this project ?

When the client meet with the agent, he should get a estimated «delivery» date on when his house should be available (when buying and building a new tiny home). This is part of the negotiations.

Software she knows, used for 3D visualisation : Revit, a simplified software for 2D / 3D plans. Very easy to use.