

from left to right, H&H employees: Matthew Gibson, Bethany Still, Meiodie Woike, and Kim McLees

H&H has won 3 Best in Show Awards from PIA!

We are honored to be the recipient of three "Best in Show" awards from the Printing and Imaging Association of MidAmerica. H&H staff recently attended the KC Graphex Gala at the Uptown Theater in Kansas City, Missouri, to receive the following three awards: Our Framed Torn Edge Trio won Best in Show in the Single Sheet-Digital category; our Curved Metal Print won Best in Show in the Dye Sublimation category; and our Vintage Box won Best in Show in the Rigid Box category. In addition to the three Best of Show awards, our Silver Swirl Pendant won an Award of Recognition in the Specialty and Novelty category and our Vintage Wood Ornament won the same award in the Dye Sublimation category.

Our heartfelt appreciation goes out to our amazing production team for setting the bar high on delivering these high-quality products day-in and day-out to our loyal customers!

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(these links may not work on mobile devices)

specials

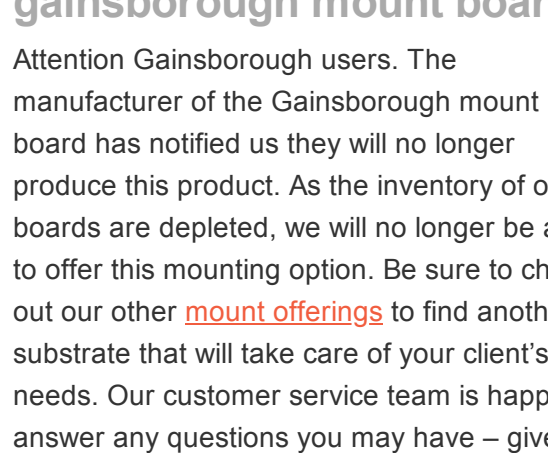
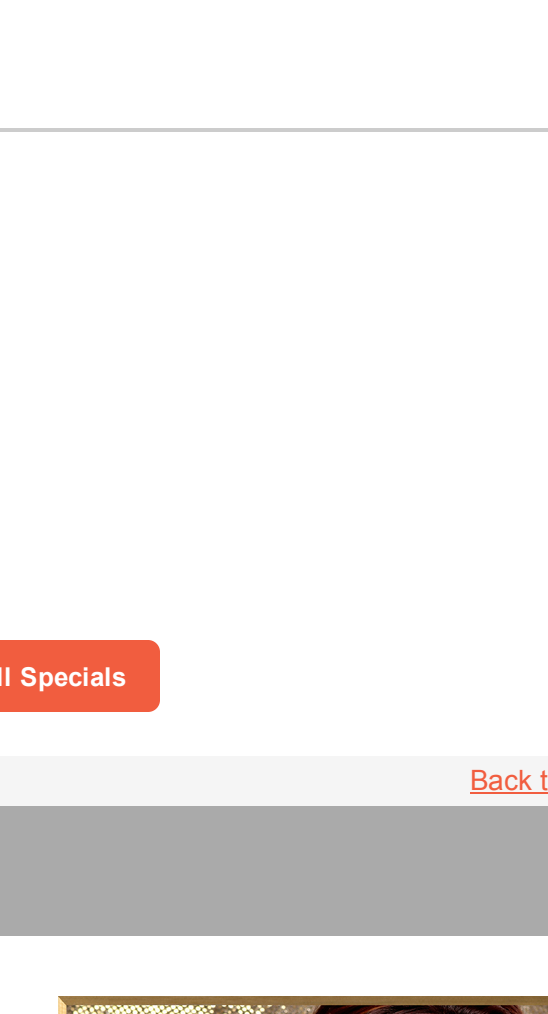
may specials

25% off Metal Prints

Coupon code: **METAL19**

- Includes metal float frames, optional float mounts, curved metals, designer metals, framed metal prints and plain metal prints
- no limit
- Order in hstudio
- Expires: May 31, 2019

Images by: Ariana Falorni



50% off Select Framed Torn Edge Prints

Coupon code: **FTE19**

Order in hstudio

- Includes 10x10 Solo Rum Raisin and 10x10 Solo Toffee Brown Framed Torn Edge Prints
- while quantities last
- no limit

Images by: Michael Anthony



25% off 5x7 Walnut Plaques

Coupon code: **SSEPlaque**

Order in hhschools or hhsports

Expires: June 15, 2019

Image by: Teri Ritter

upcoming specials

June

- 30% off Albums
- 30% off Photographic Pano Books
- 25% off Framed Prints

July

- Pick 4 Specials

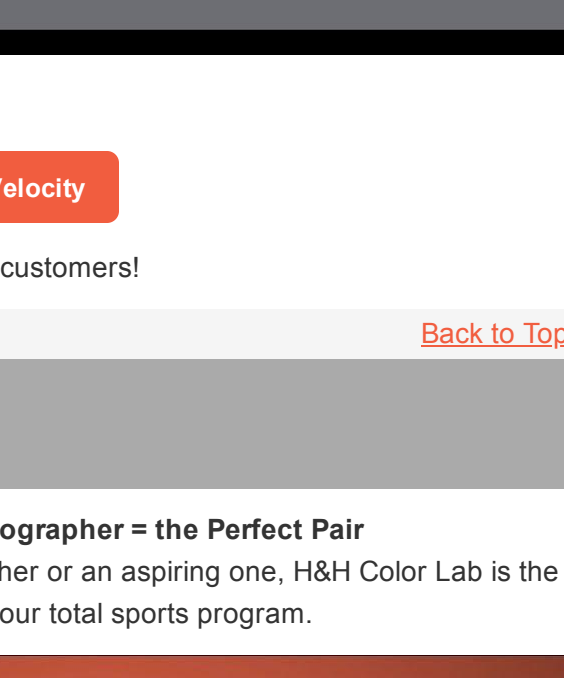
[View All Specials](#)

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customer service

gainsborough mount board

Attention Gainsborough users. The manufacturer of the Gainsborough mount board has notified us they will no longer produce this product. As the inventory of our boards are depleted, we will no longer be able to offer this mounting option. Be sure to check out our other [mount offerings](#) to find another substrate that will take care of your client's needs. Our customer service team is happy to answer any questions you may have – give us a call!



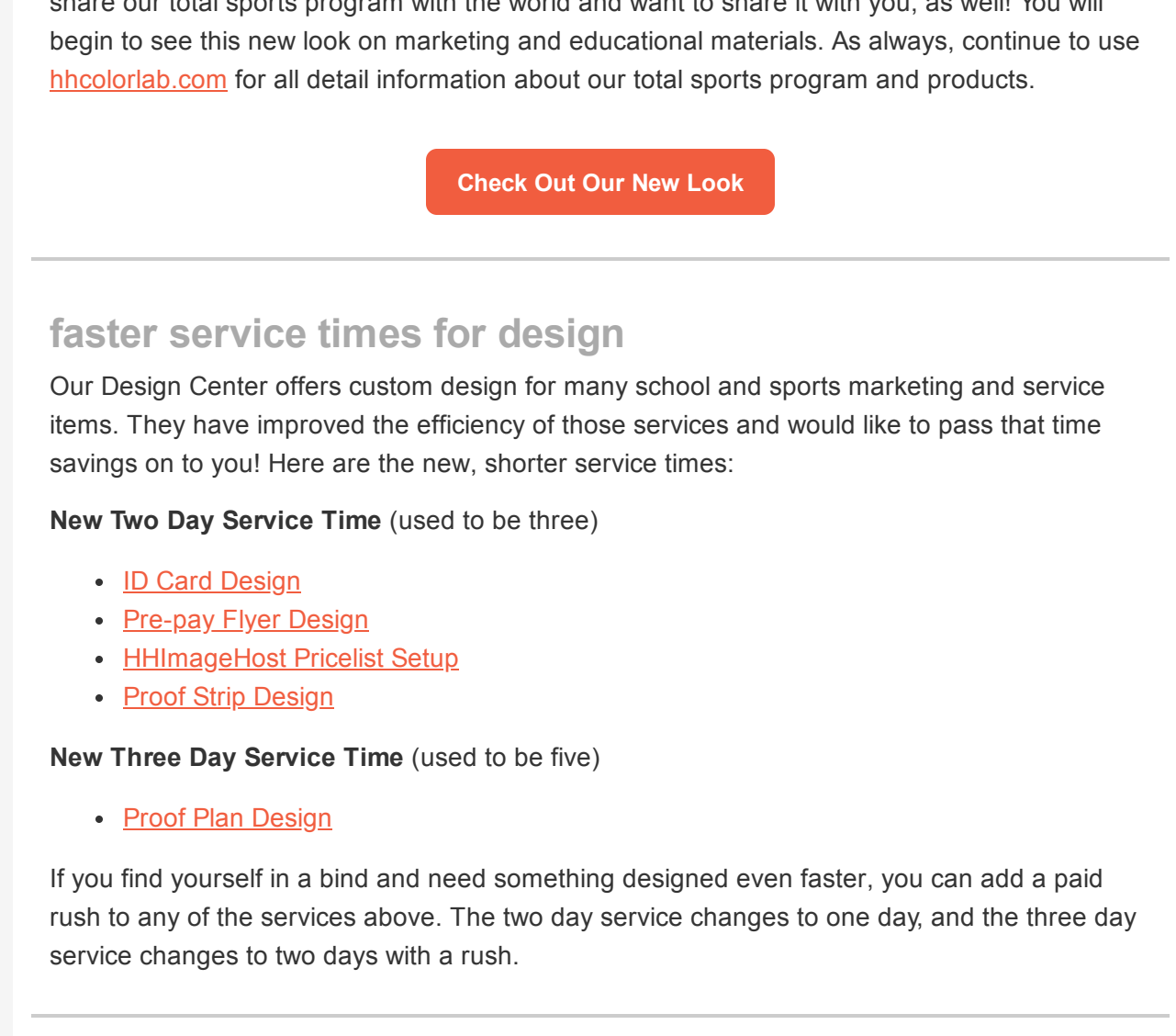
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software



Importing multiple image folders

Want to import multiple folders of images into Velocity? Watch this quick tip video to learn how!



Drag and drop folders of images from Finder or Windows Explorer to import

Images by Cassie Lepp

[Download Velocity](#)

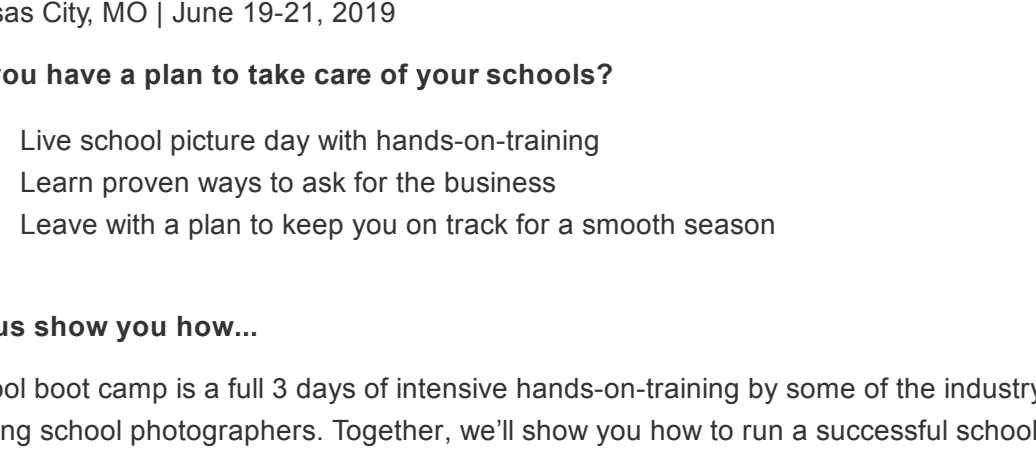
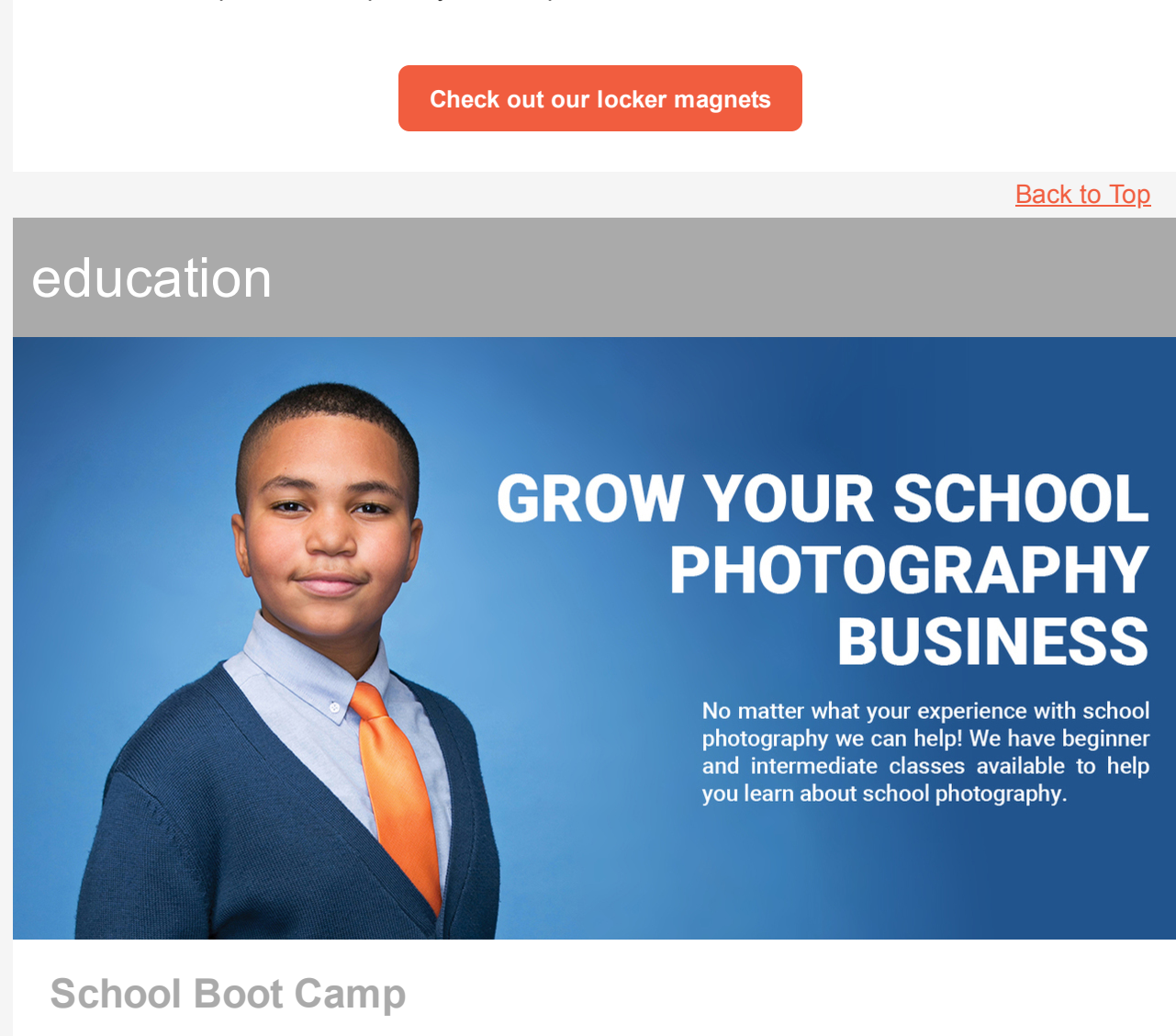
Free to all H&H customers!

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schools & sports

H&H Color Lab + the Independent Sports Photographer = the Perfect Pair

Whether you are an established sports photographer or an aspiring one, H&H Color Lab is the place to be. Watch this video to learn more about our total sports program.



H&H is more than just a lab. You know it and I know it. We have created a new fun look to share our total sports program with the world and want to share it with you, as well! You will begin to see this new look on marketing and educational materials. As always, continue to use hcolorlab.com for all detail information about our total sports program and products.

[Check Out Our New Look](#)

faster service times for design

Our Design Center offers custom design for many school and sports marketing and service items. They have improved the efficiency of those services and would like to pass that time savings on to you! Here are the new, shorter service times:

New Two Day Service Time (used to be three)

- [ID Card Design](#)
- [Pre-pay Flyer Design](#)
- [HHImageHost Pricelist Setup](#)
- [Proof Strip Design](#)

New Three Day Service Time (used to be five)

- [Proof Plan Design](#)

If you find yourself in a bind and need something designed even faster, you can add a paid rush to any of the services above. The two day service changes to one day, and the three day service changes to two days with a rush.

hhimagehost updates

- Ability to charge for backgrounds
- Pinch to zoom crop on mobile devices
- Event forwarding
- Opt-in reminder when 2nd sale gallery is live



HHIMAGEHOST UPDATES



We released some big hhimagehost updates this month!

[Meet your favorite new online sales tools.](#)

discontinuing notepads

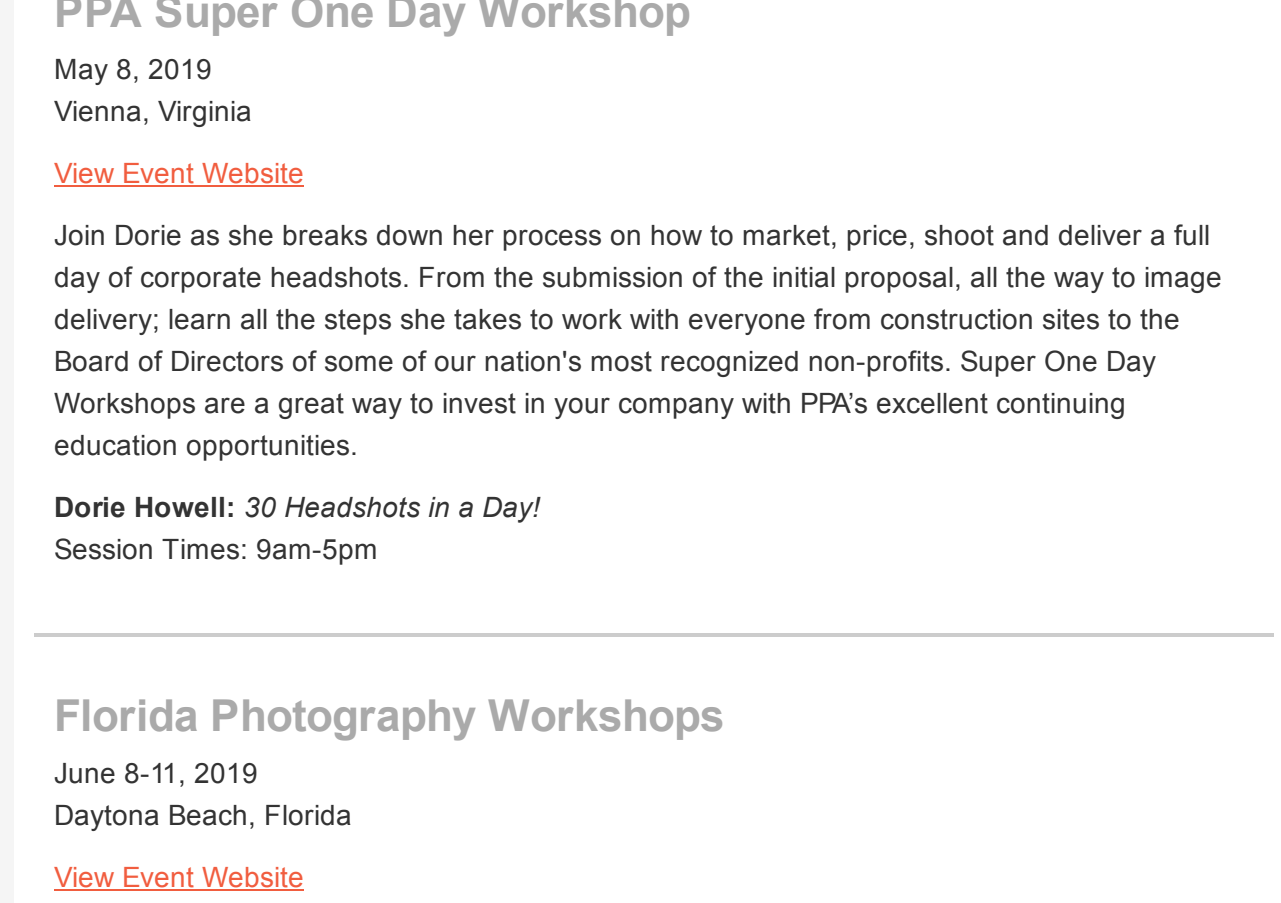
We will be discontinuing 3x9 and 6x9 school and sports notepads on June 1st. This includes image only and all template designs. If you feature these products on your sales flyers, please remove them or contact our design center to modify your flyer design.

Not sure what product to replace your notepads with?

[Check out our locker magnets](#)

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education



School Boot Camp

Kansas City, MO | June 19-21, 2019

Do you have a plan to take care of your schools?

- Live school picture day with hands-on-training
- Learn proven ways to ask for the business
- Leave with a plan to keep you on track for a smooth season

Let us show you how...

School boot camp is a full 3 days of intensive hands-on-training by some of the industry's leading school photographers. Together, we'll show you how to run a successful school business. Learn how to book, shoot and sell- what better resource to trust than you industry-leading peers and H&H Color Lab.

[Learn More](#)

Schools 201

Kansas City, MO | June 17-18, 2019

the roadmap to success: from 2-29 schools with H&H Color Lab

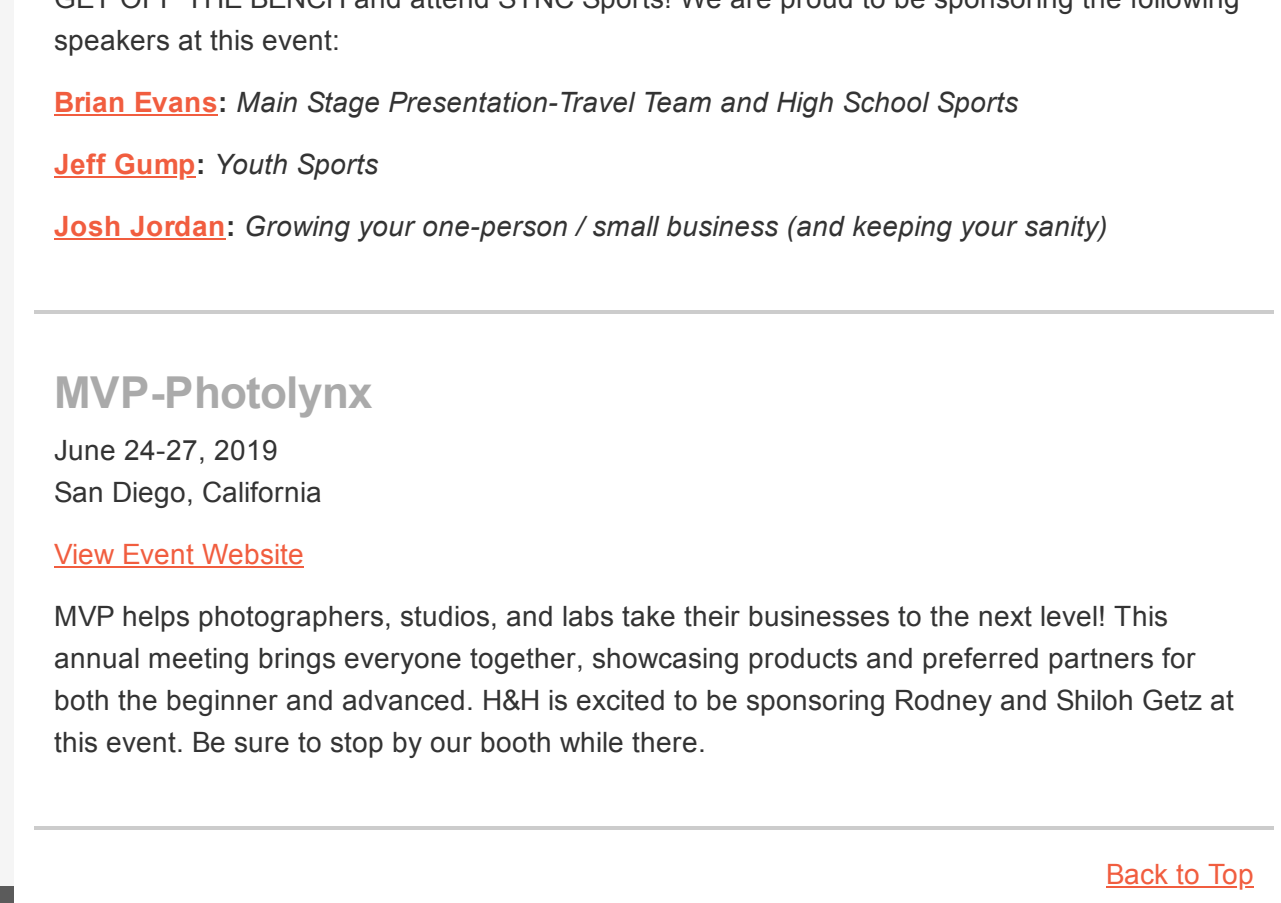
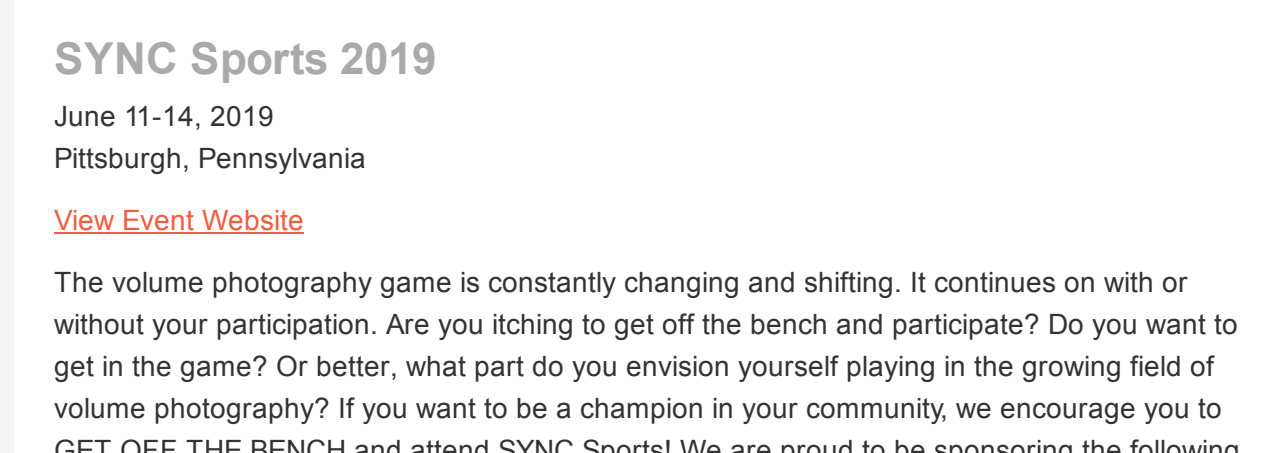
The roadmap to success

- This is not a how to class, but a why to class
- Explore the features and benefits of the most profitable sales strategies
- Learn the tools needed to execute these sales strategies
- Learn best practices so you can go from 2 schools to 20 schools and not go crazy!
- Learn more sales techniques so you can increase your school business

Take your business to the next level

This 2 day intensive will teach you more about the school business than you thought possible. We will take a deep dive into sales strategies, best practices and the tools you need to succeed. Together we will take the next step so you can take your school business to the next level.

[Learn More](#)



- YOU'LL LEARN ABOUT...**
- + Setting up your first IPS session
 - + Slideshow basics
 - + Selection & culling process
 - + Room-Vu
 - + Order Notes
 - + Shopping cart basics
 - + Order fulfillment
 - + Dual-Vu
 - + Marketing tips & how to close the sale
 - + Pricing & packaging
 - + Mock sales sessions
 - + Hands-on breakouts

& MORE!

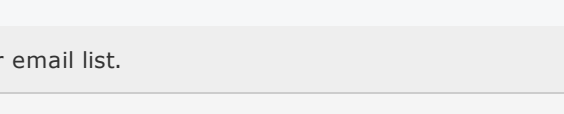
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employee highlight

Nathan Woodruff

Product Development

Our product development team keeps an eye on trends in the industry, new processes and equipment as well as special projects for our customers. They determine the best materials, processes and finished look for new products at H&H as well as pricing and integration with software. Nathan Woodruff is an amazing talent in figuring out how to make our vision a reality when it comes to new product offerings! We are so lucky to have him at H&H.



[Read the full article](#)

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H&H on the road

[Please click here for a full listing of events](#) we will be participating in. We will make every effort to keep this calendar updated, including additional speaker information as we finalize details. Hope to see you at the shows!

PPA Super One Day Workshop

May 8, 2019
Vienna, Virginia

[View Event Website](#)

Join Dorie as she breaks down her process on how to market, price, shoot and deliver a full day of corporate headshots. From the submission of the initial proposal, all the way to image delivery; learn all the steps she takes to work with everyone from construction sites to the Board of Directors of some of our nation's most recognized non-profits. Super One Day Workshops are a great way to invest in your company with PPA's excellent continuing education opportunities.

Dorie Howell: 30 *Headshots in a Day!*
Session Times: 9am-5pm

Florida Photography Workshops

June 8-11, 2019
Daytona Beach, Florida

[View Event Website](#)

East Coast School

June 8-12, 2019
Raleigh, North Carolina

[View Event Website](#)

Join Rachael as she demystifies the topic of In-Person Sales (IPS) from the initial contact with a client all the way through the final delivery of their beautiful, custom artwork. Learn the steps that will thrill your clients, get them to sing your praises, and allow you to put more money in your pocket!

Rachael Boer: *IPS Mastermind, Sales, Marketing and Business Planning*
Session Times: all day-four days, June 8-12

- Day 1: Intro to IPS, Psychology of Sales
- Day 2: Mindset, Defining your Brand
- Day 3: Pricing, Product Selection, Workflow
- Day 4: Sales Strategies, Marketing

SYNC Sports 2019

June 11-14, 2019
Pittsburgh, Pennsylvania

[View Event Website](#)

The volume photography game is constantly changing and shifting. It continues on with or without your participation. Are you itching to get off the bench and participate? Do you want to get in the game? Or better, what part do you envision yourself playing in the growing field of volume photography? If you want to be a champion in your community, we encourage you to GET OFF THE BENCH and attend SYNC Sports! We are proud to be sponsoring the following speakers at this event:

Brian Evans: *Main Stage Presentation-Travel Team and High School Sports*

Jeff Gump: *Youth Sports*

Josh Jordan: *Growing your one-person / small business (and keeping your sanity)*

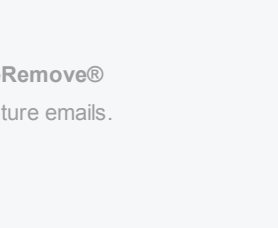
MVP-Photolynx

June 24-27, 2019
San Diego, California

[View Event Website](#)

MVP helps photographers, studios, and labs take their businesses to the next level! This annual meeting brings everyone together, showcasing products and preferred partners for both the beginner and advanced. H&H is excited to be sponsoring Rodney and Shiloh Getz at this event. Be sure to stop by our booth while there.

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