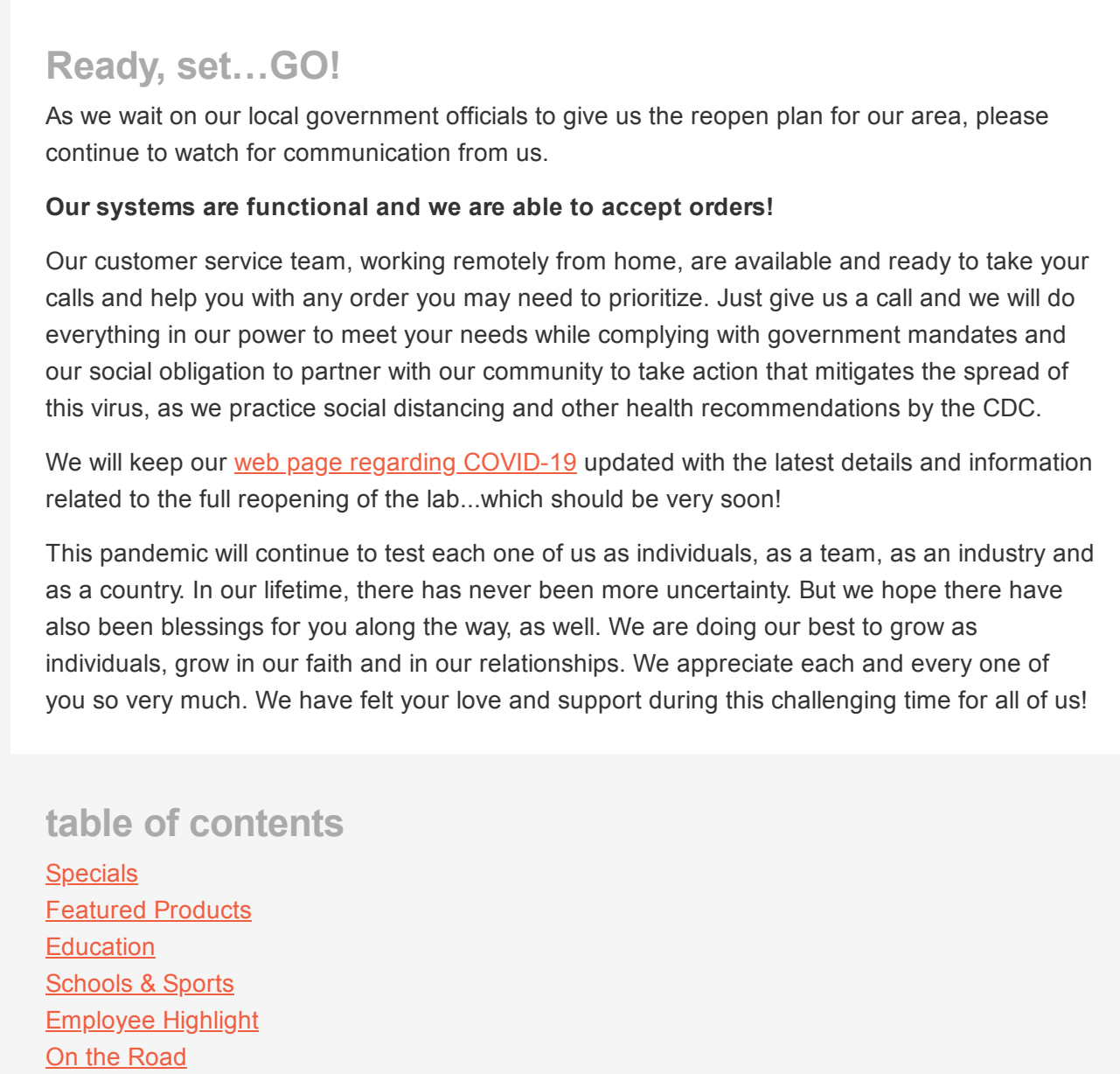


CONNECTIONS NEWSLETTER, MAY 2020



Ready, set...GO!

As we wait on our local government officials to give us the reopen plan for our area, please continue to watch for communication from us.

Our systems are functional and we are able to accept orders!

Our customer service team, working remotely from home, are available and ready to take your calls and help you with any order you may need to prioritize. Just give us a call and we will do everything in our power to meet your needs while complying with government mandates and our social obligation to partner with our community to take action that mitigates the spread of this virus, as we practice social distancing and other health recommendations by the CDC.

We will keep our [web page regarding COVID-19](#) updated with the latest details and information related to the full reopening of the lab...which should be very soon!

This pandemic will continue to test each one of us as individuals, as a team, as an industry and as a country. In our lifetime, there has never been more uncertainty. But we hope there have also been blessings for you along the way, as well. We are doing our best to grow as individuals, grow in our faith and in our relationships. We appreciate each and every one of you so very much. We have felt your love and support during this challenging time for all of us!

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(these links may not work on mobile devices)

may specials

40% off of Salvatore Cincotta Album Collection

Coupon code: **SCAgolive40**, expires May 14, 2020

Celebrate with us and take advantage of our 40% off the entire [Salvatore Cincotta Collection](#) of albums through May 14. We are very proud of this new line of albums with feature options that include coordinated custom boxes, crushed velvet end sheets, metal cameos, leather rounded corners, plus unique, dimensional ink that allows you to customize the album personalization.

Place your album order in May and use coupon code: **SCAgolive40** - we will apply a 40% discount off your entire order when we fulfill it after our stay-in-place order has been lifted. This includes all albums, boxes and sample kits from this beautiful collection!

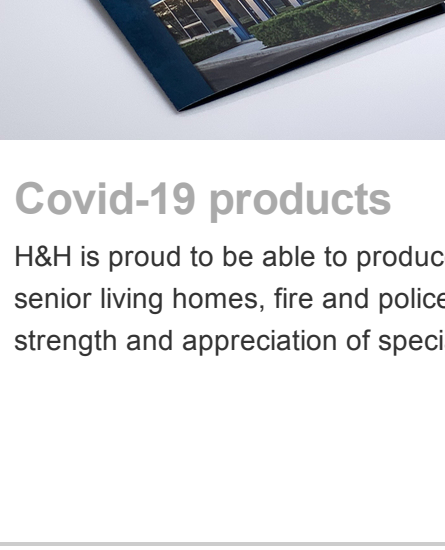
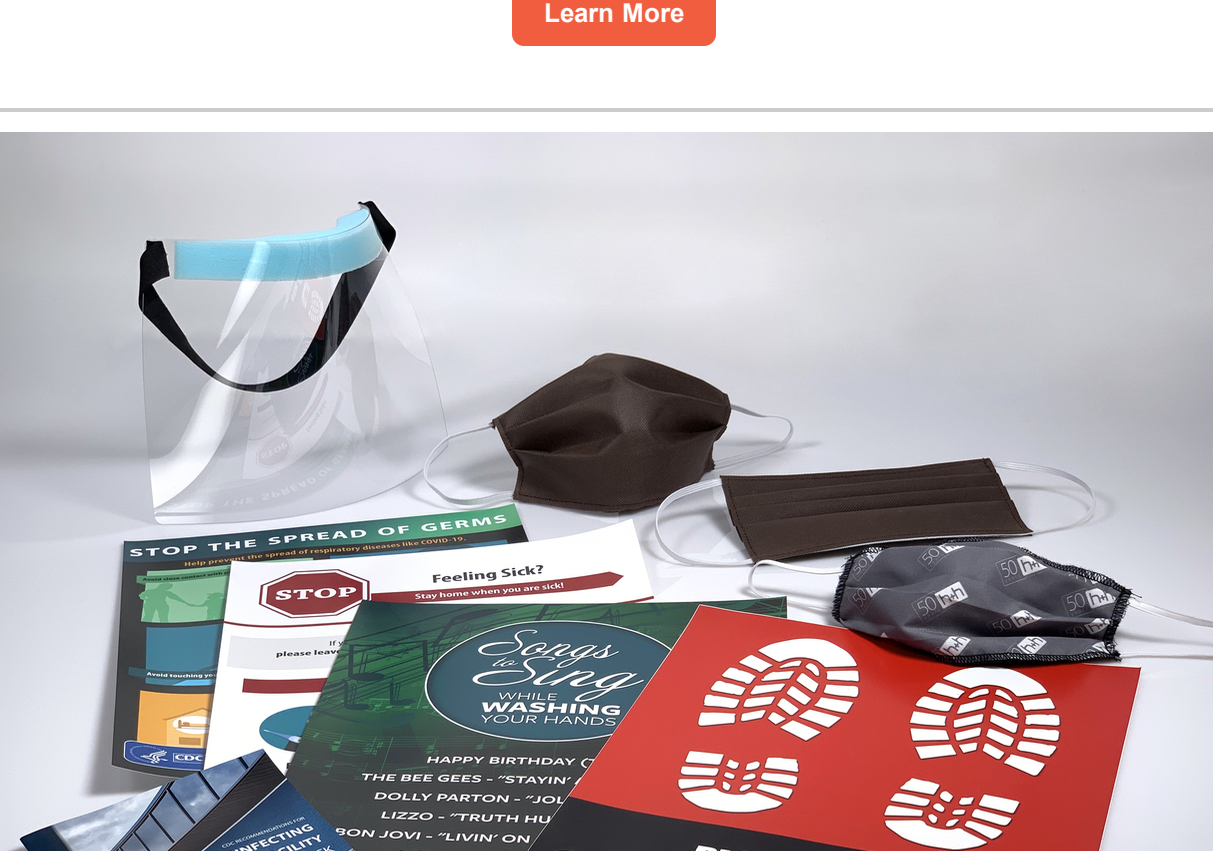
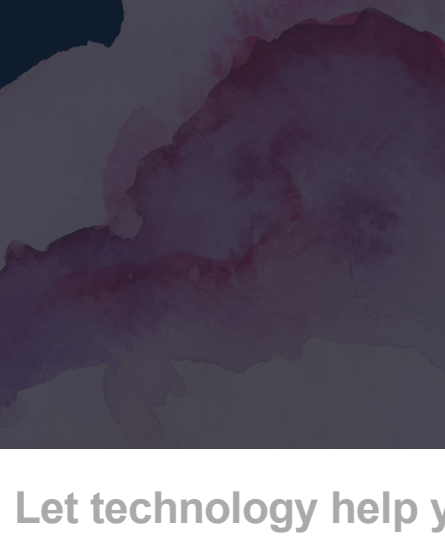


Image by Kia Bondurant

25% off metal prints

Coupon code: **MSMETAL25**

- includes all metal prints, metal float frames; curved metals, designer metals, framed metal prints as well optional float mounts
- No limit
- Order through hbstudio
- Expires 5/31/2020



Images by Mac Brown Photography

25% off cards

Coupon code: **MSCARDS25**

- No limit
- Includes foil cards
- Does not include optional foil envelopes
- Order through hbstudio
- Expires 5/31/2020

june specials

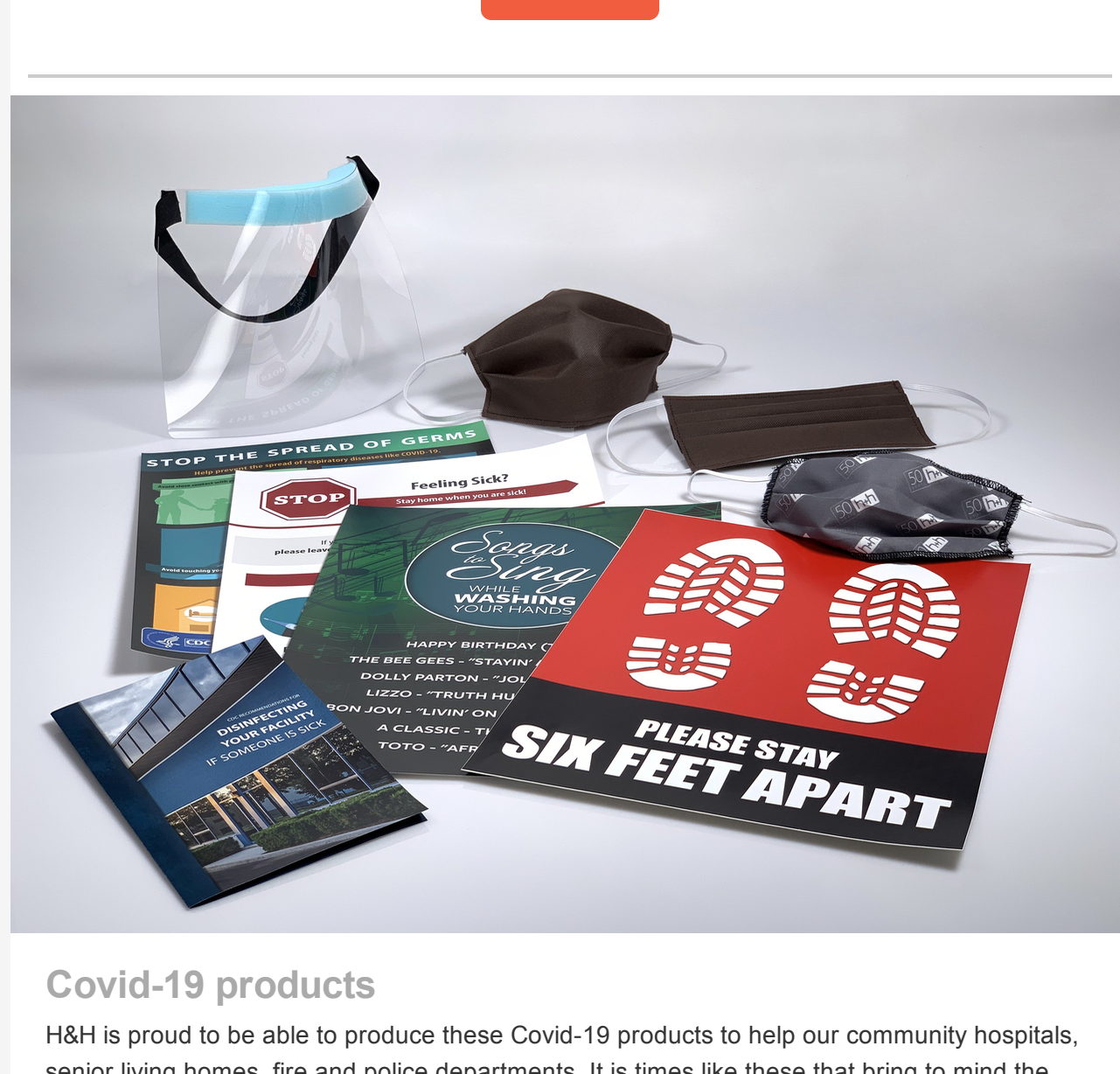
30% off Albums (does not include The Salvatore Cincotta Collection)

30% off Photographic Pano Books

[View Specials Page](#)

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featured products



NOW AVAILABLE
LUXURY ALBUMS REDEFINED.

49 COVER MATERIAL OPTIONS. CRUSHED VELVET LINER. PLEATED CORNERS.

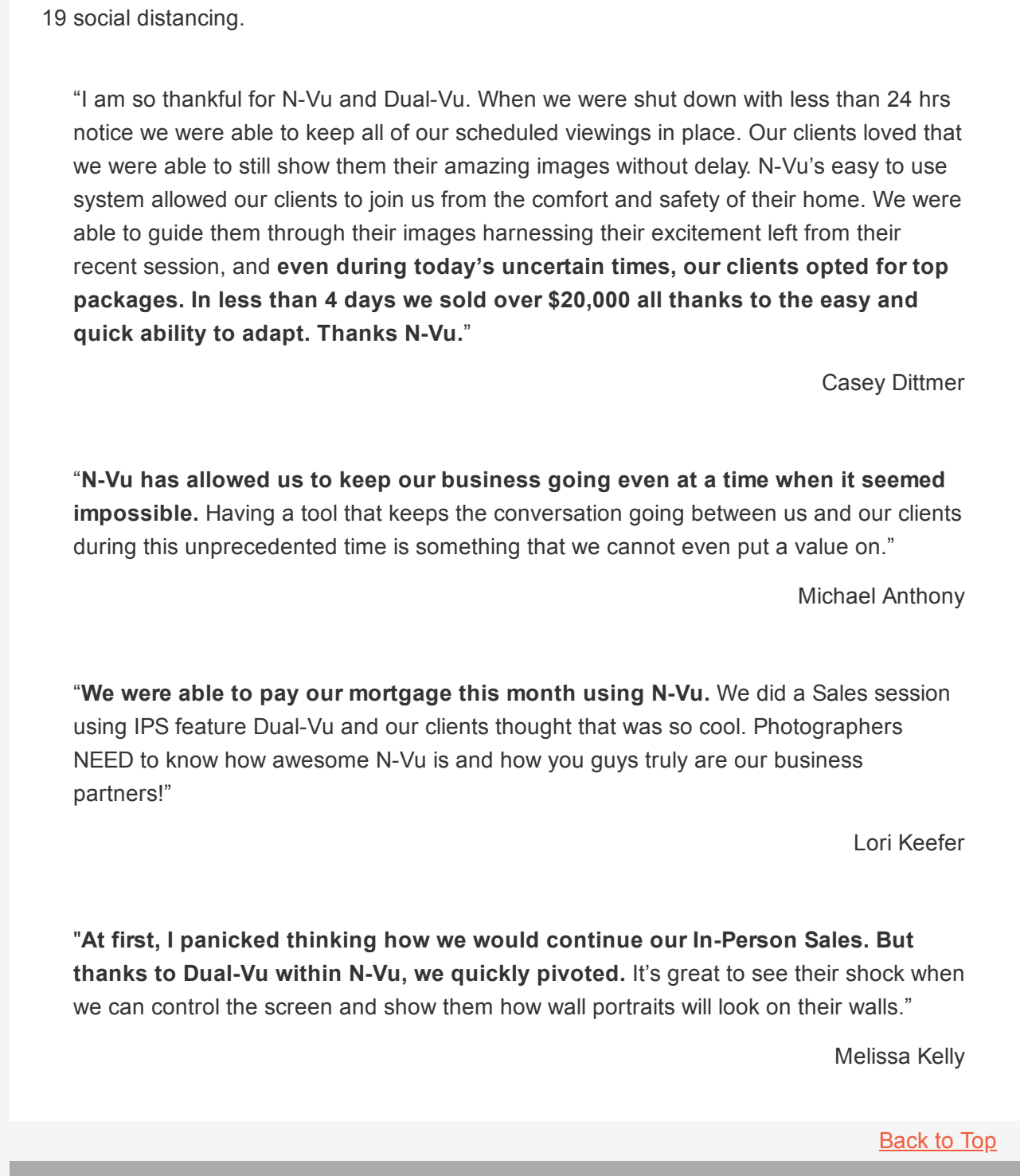
Salvatore Cincotta Collection Albums

Tell your client's story with the quality it deserves. Luxury albums don't have to be expensive, they just need to look expensive. The Salvatore Cincotta Collection by H&H Color Lab is a new line of luxury albums inspired by one of the top wedding photographers in the world.

Featuring artisan materials

Not all cover materials are created the same. There is a high level of quality and craftsmanship that goes into curating and developing the perfect product. Our team invests a significant amount of time to ensure the materials we choose will stand the test of time and offer something unique for you to present to your clients.

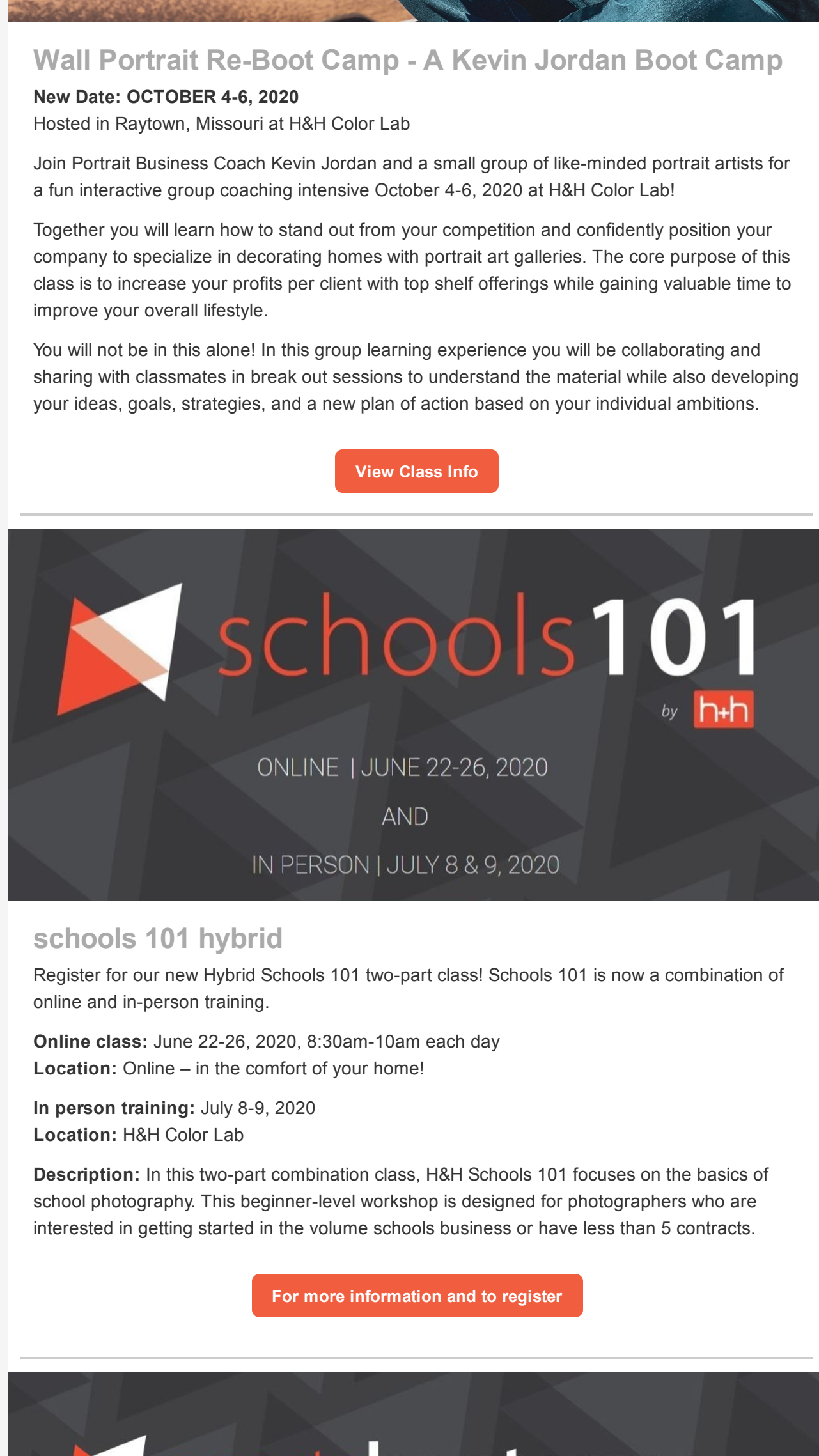
[Learn More](#)



Covid-19 products

H&H is proud to be able to produce these Covid-19 products to help our community hospitals, senior living homes, fire and police departments. It is times like these that bring to mind the strength and appreciation of special relationships and working together.

[Order Online](#)



Let technology help you weather the storm

Steps to help your portrait photography business weather the storm of COVID-19

N-Vu provides the most innovative remote selling solutions available today. In addition to online galleries, [Room-Vu](#) and [IPS Sessions](#), you can sell remotely using [Dual-Vu](#) technology. Since early 2018, [Dual-Vu](#) has been used by photographers like you to guide client sales sessions remotely.

Check out and try [Room-Vu](#) and [Dual-Vu](#). We recommend using these powerful online capabilities with your IPS sessions that allow you to provide a high-end sales experience as you sell remotely to your clients.

N-Vu allows you to continue taking orders without having to personally be with your client. This may help address your client's concerns or hesitations about spreading germs.

Here's what some photographers are saying about how N-Vu has helped them during Covid-19 social distancing.

"I am so thankful for N-Vu and Dual-Vu. When we were shut down with less than 24 hrs notice we were able to keep all of our scheduled viewings in place. Our clients loved that we were able to still show them their amazing images without delay. N-Vu's easy to use system allowed our clients to join us from the comfort and safety of their home. We were able to guide them through their images harnessing their excitement left from their recent session, and **even during today's uncertain times, our clients opted for top packages. In less than 4 days we sold over \$20,000 all thanks to the easy and quick ability to adapt. Thanks N-Vu.**"

Casey Dittmer

"N-Vu has allowed us to keep our business going even at a time when it seemed impossible. Having a tool that keeps the conversation going between us and our clients during this unprecedented time is something that we cannot even put a value on."

Michael Anthony

"We were able to pay our mortgage this month using N-Vu. We did a Sales session using IPS feature Dual-Vu and our clients thought that was so cool. Photographers NEED to know how awesome N-Vu is and how you guys truly are our business partners!"

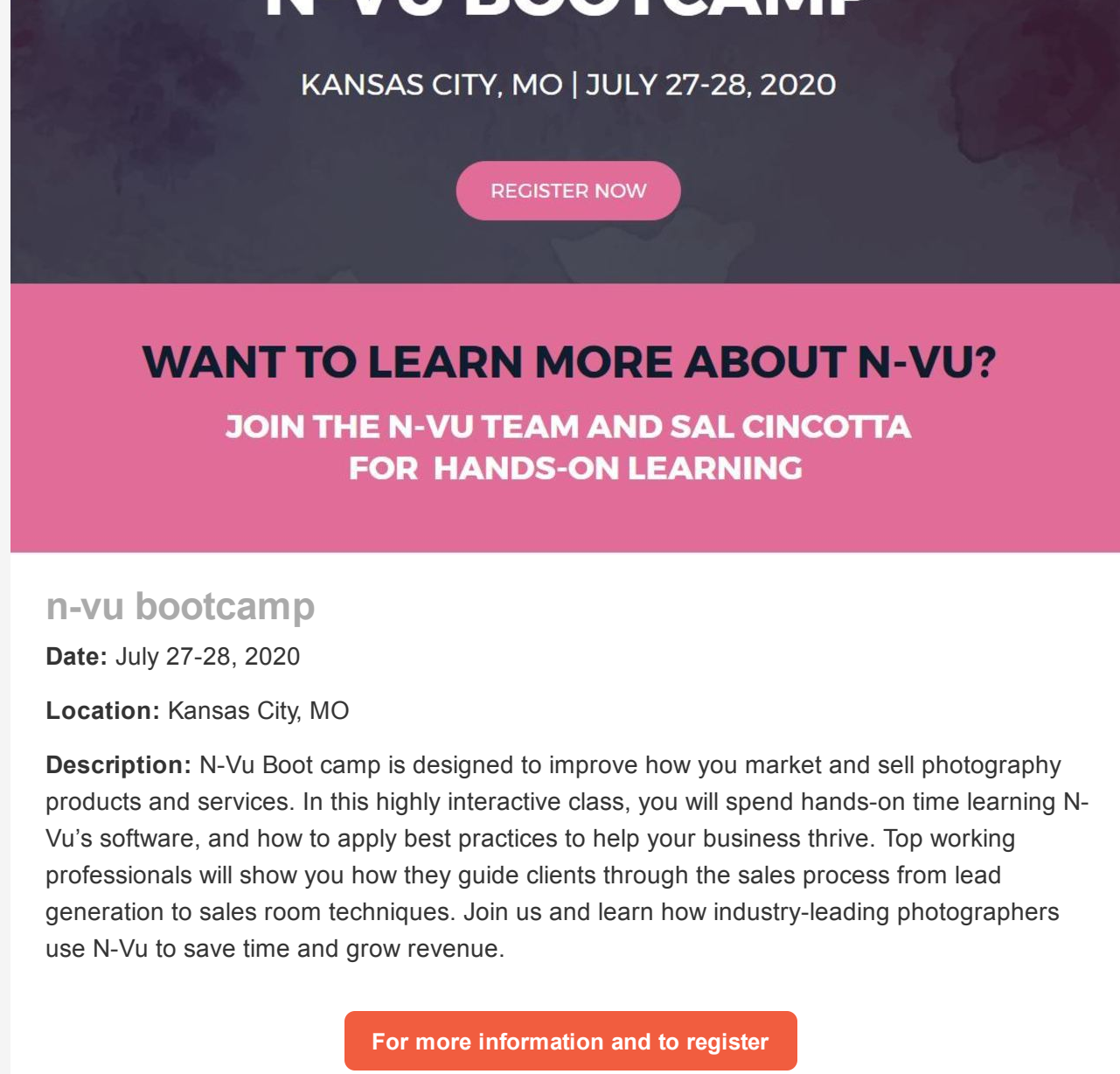
Lori Keefer

"At first, I panicked thinking how we would continue our In-Person Sales. But thanks to Dual-Vu within N-Vu, we quickly pivoted. It's great to see their shock when we can control the screen and show them how wall portraits will look on their walls."

Melissa Kelly

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education



Wall Portrait Re-Boot Camp - A Kevin Jordan Boot Camp

New Date: **OCTOBER 4-6, 2020**

Hosted in Raytown, Missouri at H&H Color Lab

Join Portrait Business Coach Kevin Jordan and a small group of like-minded portrait artists for a fun interactive group coaching intensive October 4-6, 2020 at H&H Color Lab!

Together you will learn how to stand out from your competition and confidently position your company to specialize in decorating homes with portrait art galleries. The core purpose of this class is to increase your profits per client with top shelf offerings while gaining valuable time to improve your overall lifestyle.

You will not be in this alone! In this group learning experience you will be collaborating and sharing with classmates in break out sessions to understand the material while also developing your ideas, goals, strategies, and a new plan of action based on your individual ambitions.

[View Class Info](#)



ONLINE | JUNE 22-26, 2020
AND
IN PERSON | JULY 8 & 9, 2020

schools 101 hybrid

Register for our new Hybrid Schools 101 two-part class! Schools 101 is now a combination of online and in-person training.

Online class: June 22-26, 2020, 8:30am-10am each day

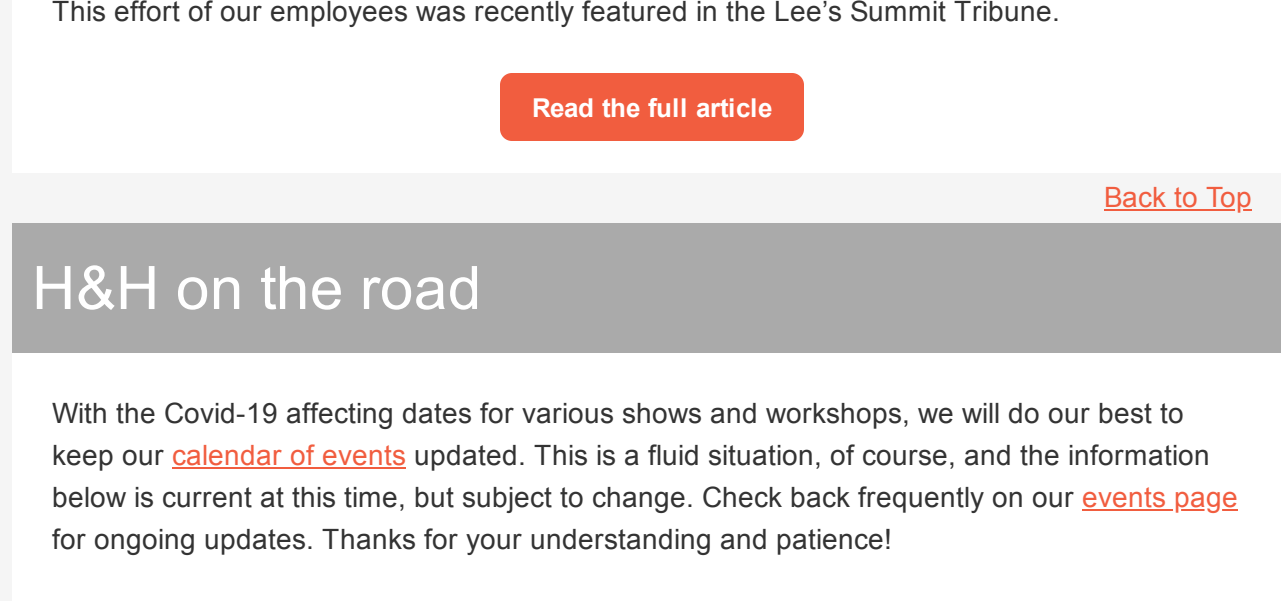
Location: Online -- in the comfort of your home!

In person training: July 8-9, 2020

Location: H&H Color Lab

Description: In this two-part combination class, H&H Schools 101 focuses on the basics of school photography. This beginner-level workshop is designed for photographers who are interested in getting started in the volume schools business or have less than 5 contracts.

[For more information and to register](#)



KANSAS CITY, MO | JULY 16-JULY 18, 2020

[Register Now](#)

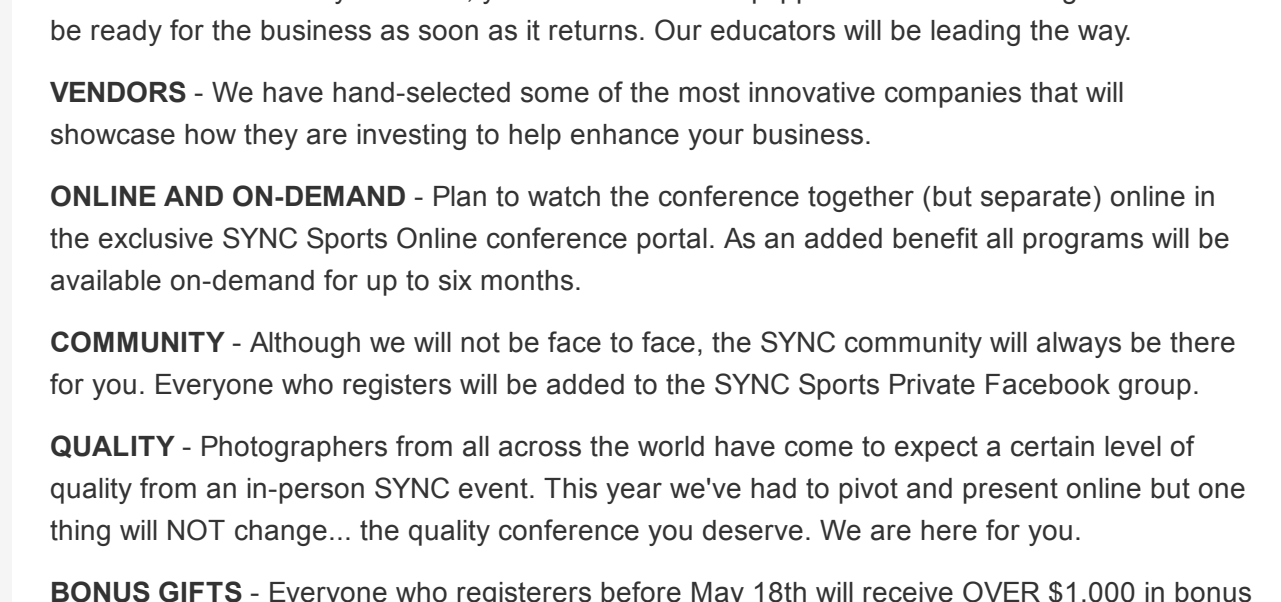
sports bootcamp

NEW DATE: July 16-18, 2020

Location: H&H Color Lab

Description: H&H Sports Bootcamps focus on the basics of youth sports photography. This beginner-level workshop is designed for photographers who are interested in getting started in the volume sports business or photographers desiring to grow their current team & individual (T&I) sports business.

[For more information and to register](#)



KANSAS CITY, MO | JULY 27-28, 2020

[REGISTER NOW](#)

WANT TO LEARN MORE ABOUT N-VU?

JOIN THE N-VU TEAM AND SAL CINCOTTA
FOR HANDS-ON LEARNING

n-vu bootcamp

Date: July 27-28, 2020

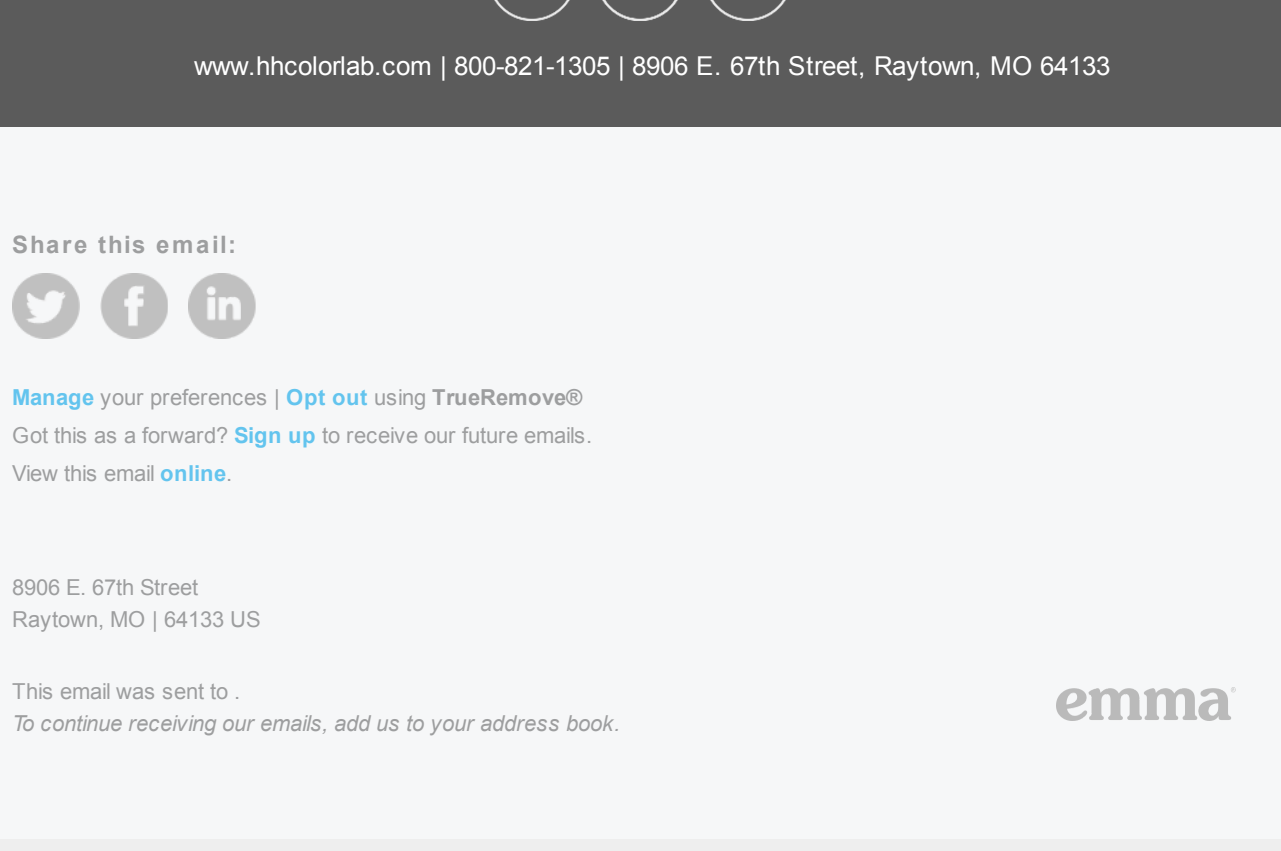
Location: Kansas City, MO

Description: N-Vu Boot camp is designed to improve how you market and sell photography products and services. In this highly interactive class, you will spend hands-on time learning N-Vu's software, and how to apply best practices to help your business thrive. Top working professionals will show you how they guide clients through the sales process from lead generation to sales room techniques. Join us and learn how industry-leading photographers use N-Vu to save time and grow revenue.

[For more information and to register](#)

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schools & sports



SPORTS PHOTOGRAPHY CALENDAR
STAY AHEAD OF THE COMPETITION

sports photography calendar

Download our Sports Photography Calendar to help plan your year and stay ahead of the competition. This helpful tool includes reminders for sales opportunities, marketing, account maintenance, and all other sports photography tasks to proactively prepare you for success.

[Download](#)

total sports blog

We launched our new sports blog on [sports.hhcolorlab.com](#) to keep you up-to-date on everything happening in the sports photography industry. Watch for new blogs each week!

[Read our latest blog post!](#)

facebook school & sports group

Are you on facebook? Join the hhschools user community. This is a safe place where a community of school and sports photographers who partner with H&H can help one another by sharing the best ideas on how to use hhschools software to save time and help grow your business.

[Join today!](#)

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employee highlight

We are very proud of our staff!

When we realized on March 21st what was happening with the outbreak of COVID-19 in the Midwest region, we contacted local hospitals and medical facilities to find out what help we could provide. We quickly learned that face shields were a product they desperately needed that we could possibly make.

Through lots of hard work from our staff, on March 27th, H&H employees, who volunteered to come to work, started full scale production of face shields.

It is so exciting to see the community coming together during this crisis and so proud of the H&H family and how they are working and thinking under pressure.

This effort of our employees was recently featured in the Lee's Summit Tribune.

[Read the full article](#)

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H&H on the road

With the Covid-19 affecting dates for various shows and workshops, we will do our best to keep our [calendar of events](#) updated. This is a fluid situation, of course, and the information below is current at this time, but subject to change. Check back frequently on our [events page](#) for ongoing updates. Thanks for your understanding and patience!

Shutterfest

June 30-July 1, 2020

St. Louis, Missouri

[View Event Website](#)

H&H is excited to be a part of Shutterfest once again

This year, H&H Color Lab is proud to announce its first ever dedicated Volume Sports Track at ShutterFest 2020. We look forward to introducing the Shutterfest Family to a new sports track with some of the most knowledgeable sports photographers in the country. Come join us at Shutterfest and learn from the best!

OVER \$1000 IN BONUS GIFTS!

WHEN YOU REGISTER BEFORE MAY 18TH
SIGN UP AT: [WWW.SYNCCROCKS.COM](#)

Now more than ever we need to prepare for the business that will be back soon. SYNC Sports will provide education and support from industry leaders and vendors that will help you get ready for the next season and beyond. We are excited to announce that SYNC Sports is moving online for 2020. Although the platform has changed the message is still the same: Get off the bench and get back into the game!

What you should expect from SYNC Sports Online.

EDUCATION - In today's climate, you will need to be equipped with the knowledge and tools to be ready for the business as soon as it returns. Our educators will be leading the way.

VENDORS - We have hand-selected some of the most innovative companies that will showcase how they are investing to help enhance your business.

ONLINE AND ON-DEMAND - Plan to watch the conference together (but separate) online in the exclusive SYNC Sports Online conference portal. As an added benefit all programs will be available on-demand for up to six months.

COMMUNITY - Although we will not be face to face, the SYNC community will always be there for you. Everyone who registers will be added to the SYNC Sports Private Facebook group.

QUALITY - Photographers from all across the world have come to expect a certain level of quality from an in-person SYNC event. This year we've had to pivot and present online but one thing will NOT change... the quality conference you deserve. We are here for you.

BONUS GIFTS - Everyone who registers before May 18th will receive OVER \$1,000 in bonus gifts from our vendors and sponsors.

[Learn more](#)

Develop 2020 MOPPA

Date: July 10-13, 2020

Location: Stoney Creek Hotel, Independence MO

[Register and for more information](#)

Texas School

Date: August 31-Sept 4, 2020

Location: Renaissance Dallas Addison TX

[Register and for more information](#)

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