



Acrylic

Holiday

Guide

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We've all had it happen to us: a customer brings their painted piece to check out, and is disappointed to discover they can't take it with them right away. While this may give some of us a private chuckle, (kilns aren't microwaves, after all!) the fact is that many painters are looking for instant gratification. Add in the chaos of a busy holiday season, some customers are simply turned away by standard turnaround times.

But what if you could offer the same memorable, quality experience--all while sending them with their pieces on the same day? Think about it: that happy customer just walked out of the door with a gift for grandma...and you never have to touch the piece again. The magic of painting with acrylics is just that--while your happy customer walks out the door, you're increasing your bottom line. We'll cover the specific financial benefits of acrylics later on, but we've outlined a few other key advantages below.

You never have to turn anyone away.

During busy travel seasons and holidays, having items to offer last minute guests is key. Rather than turning away the out of town visitor or Christmas Eve guest, you can instead offer them a product to take home that same day. Believe it or not, the holidays are potentially the best time to expand your services outside of the kiln.

Acrylics offer unique decorating options.

Hot pink glittery Christmas ornaments, anyone? Acrylics and nonfired paints offer appeal to those looking for vibrant colors, glitter, or texture. Simply put, there's a lot you can offer non-fired customers that simply isn't possible with kiln fired projects. An added bonus with acrylic painting is "what you see is what you get." With blending, coverage, and shine, there's no guess work to worry about - acrylics will look exactly like how you leave them. The key to gaining repeat business is variety, and acrylics provide a fresh spin to your offerings.

Kids love acrylics.

If you're unsure about diving headfirst into acrylics, your holiday camps, parties, and children's programs are a great place to start. Simply bring in a few simple shapes and a variety of colors (Kids love our Sparklers!) and experiment. The best part is, you can stretch the project out over several sessions if need be. For example, you can have children sketch their design with a pencil on the base, paint their background, and then revisit to add fine details. Here's a tip: don't give the kids any black paint until the very last day--and even then, only a drop!

Acrylics are a great starting point for mixed media projects.

For anyone hesitant to offer non-fired projects in their studio, consider providing a mixed media experience. Display samples with fired elements like glass flowers or glazed tag-alongs. The possibilities are truly endless, and your customers will love taking their projects to the next level.

Acrylics are incredibly economical.

Not only do we offer great pricing on all craft supplies, but there are additional savings you may not have considered. Think of the labor, glaze, kiln firing, and additional time saved by skipping the kiln. Acrylics are one of the very few offerings that cost you little more than the supplies needed to complete the project! All the extra time and money you would have spent on glazing, loading, and packing the fired piece? Money in your pocket.

They're really simple.

If you can pick up a paintbrush, you can create a truly beautiful project with acrylic paints. From training your staff to explaining the process to your customer, acrylics are incredibly low maintenance. Our personal favorite feature? If you make a mistake, simply blow dry the problem area, cover with white paint, and start over!

Your customers may even prefer it.

While we sometimes worry that painters won't like the shift, the fact is many don't understand the process enough (Remember the microwave question?) to know the difference. And at the end of the day, they get to take their piece with them. What's not to love?

Within these pages, you'll find over 35 acrylic projects to use as a jumping point for your non fired art program. The purpose of this guide is to deliver money-making ideas that can be easily reproduced by your staff and customers of all ages. Recreate them as samples for your store, or print a copy of this guide as an inspirational resource.

Remember, in no way are we suggesting acrylic paints as a replacement to your fired business. However, utilizing non fired art as a way to increase your bottom line during the busiest time of the year makes great sense. We understand that every studio is different. However, we encourage you to give acrylics a try! As you introduce and maintain a non-fired program in your studio, we hope that this guide serves as a valuable resource.



Preparation



It's the holiday season. Your shop is bustling with painters and your back room is overflowing with a Christmas extravaganza. You are up to your eyeballs in painted ornaments. In a few short days, the firing cutoff date will come and you'll have the chance to get caught up. Sound familiar?

Fast forward to December 23. A family comes in with their visiting relatives to fulfill their yearly tradition of painting ornaments. As they "ooh" and "aah" over the beautiful ornaments in your display, you feel queasy because you know there's no way to fire their pieces in time for their Christmas Eve tradition. The family leaves empty handed and disappointed.

Try this instead: The family walks in to paint. You greet them and show them the beautifully painted samples you have. Even better - they're sparkly, bright, and covered in glitter! The family paints beautiful ornaments and takes them home that night. Crisis averted! Christmas is saved!

By now you know what we're going to suggest: have your studio ready to handle painters up until the moment you close for the holidays with Acrylics! No matter where they come from or when they visit you, you'll be able to make every painter happy. Don't wait until Christmas Eve to get started! A few simple steps can help you prepare for acrylic painting.

1. Order product

The good news is, you can paint the same bisque with acrylics or glazes. No need to worry about special supplies, you already have much of what you need! This guide was designed to keep your costs low. Each of the projects in the following pages can be created with one 10 acrylic or 14 specialty colors. We've kept it simple to save you money - but you'll be amazed by just how versatile these core colors can be.

2. Organize your shelves

There are several options when it comes to organizing your studio to handle both fired and non fired painters.

- A. Devote a section to acrylic samples, with all the supplies and products you need available to start painting right away.
- B. Create small placards to place on acrylic suitable pieces and samples. Something like "Paint me & take me home today! Ask us how." to draw attention to non fired options. When a customer asks, you'll be able to cover instructions just as you would with glazed pieces.

3. Prepare your store

Like we mentioned before, acrylics are simple. But, they are different from glazes and should be treated that way.

- A. Unlike water soluble glazes, acrylics can stain clothes. Have smocks available for painters and be sure to let them know! If a mess occurs, quickly run the area under warm soapy water.
- B. For easy cleanup, place kraft paper or newsprint on the table before painters begin. This reduces mess and keeps your tables clean!
- C. We suggest a separate set of brushes for your non fired painters. The Big Kids Brush Set from Royal is a great option, since the colored handles make it easy to keep them separate from your glaze brushes. As an added bonus, little painters will love the vibrant handles.
- D. We suggest keeping your acrylic paints out of customer reach. When a customer is ready to paint, pour the paint for them (a tiny drop goes a long way!) This will help to eliminate any mistakes and waste.
- E. Try keeping brushes, palettes, and other supplies in a small basket or shower caddy. When a customer is ready to paint on a busy afternoon, you can simply drop the basket off at their table!



4. Train your staff

Make sure your staff is briefed on the differences between acrylics and glaze. When a customer has a question, arm them with the information they need to make the sale! It is all about the picture you paint (no pun intended) and the excitement you create around these projects.

5. Let your customers know!

As with any new offering, it's important to let your customers know that skipping the kiln is an option. Make sure to get the word out through social media, email marketing, and well placed signs in your studio! As the holidays draw near, make sure to send a reminder email for any last minute shoppers.

As you flip through the pages of this guide you will see the possibilities. Take a few minutes to read the project guides and see how these can work in your studio this holiday season. Who knows, you might find that acrylics are a great fit year round!



Project Guides

Starry Wonder

Materials

- 1873 12" Star Plaque
- OS431 White
- OS449 Bright Red
- OS472 Walnut
- OS488 Christmas Tree Green
- OS556 Lemon Grass
- R2150-10 Aqualon Square Shader #1
- SG882 Glittering Gold Sparkler
- UM950 Brite Gold
- UM952 Antique Gold
- UM954 Copper

Use this technique to create dimensional flower petals, leaves, and more, all year round!



4. Mix 2 parts White to 1 part Walnut. From the center outwards, use this color and a liner brush to paint branch lines on each section.

Supplies

- Assorted Royal Aqualon Brushes
- Detail Brush
- Pencil
- Textured Sponge
- Water

Instructions

1. Lightly wipe ware with a damp sponge to prepare surface for painting.
2. Paint the star plaque with Walnut.

3. Use a textured sponge to sponge Copper along the outer edge and along each section line.

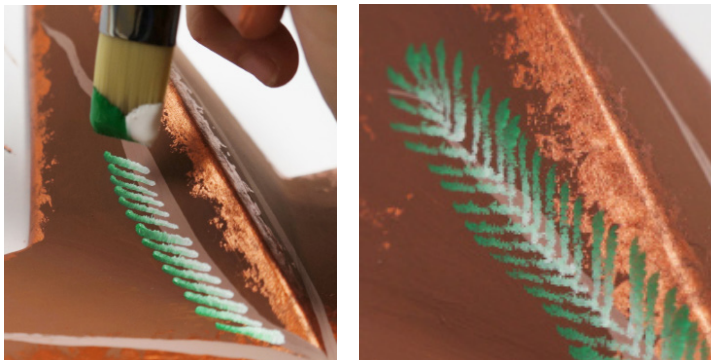


5. To create easy pine needles, begin by double-loading a Square Shader brush with ½ White and ½ Christmas Tree Green. Make sure the colors touch in the middle. Blend on your palette.





6. Position the chisel of the brush with the White side touching the branch. Starting at the base of the branch, press the brush down to leave a chisel imprint. Continue up, around, and down the other side of the branch.



7. Add additional strokes to fill and add roundness to each branch. Repeat this process on every branch.

8. On some branch ends, use the same technique, replacing Christmas Tree Green with Lemon Grass.

9. Paint Bright Red berries in scattered places along each branch.

10. Mix equal amounts White and Brite Gold. Use 2 coats of color mix to paint the bow shape. Refer to the provided template. Paint the center of the bow first, follow with each ribbon loop, and finish with each ribbon end.

Starry Wonder Continued

11. Once dry, overlay bow with 1 coat of Glittering Gold Sparkler.



12. With a detail brush and Brite Gold, outline the bow.

13. To shade the bow, lay a thicker coat of Brite Gold along the edges.

14. Use a liner brush to lightly outline the bow again with Antique Gold. Add shading around the center of the bow and accent lines on each bow section using the same color. Let dry.





Materials

1873 12" Star Plaque
OS431 White
OS435 Dark Yellow
OS449 Bright Red
OS556 Lemon Grass
SG880 Crystal Sparkler

Supplies

Assorted Royal Aqualon Brushes
Detail Brush
Water

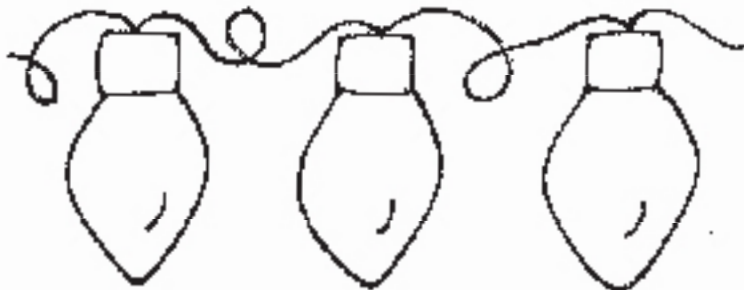
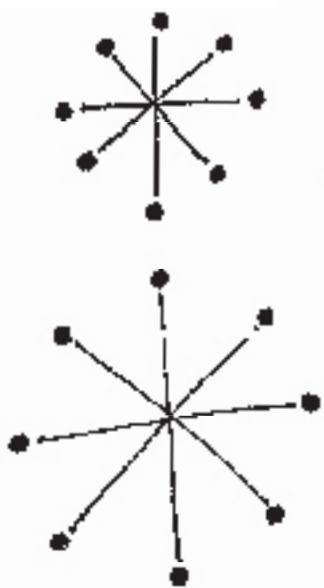
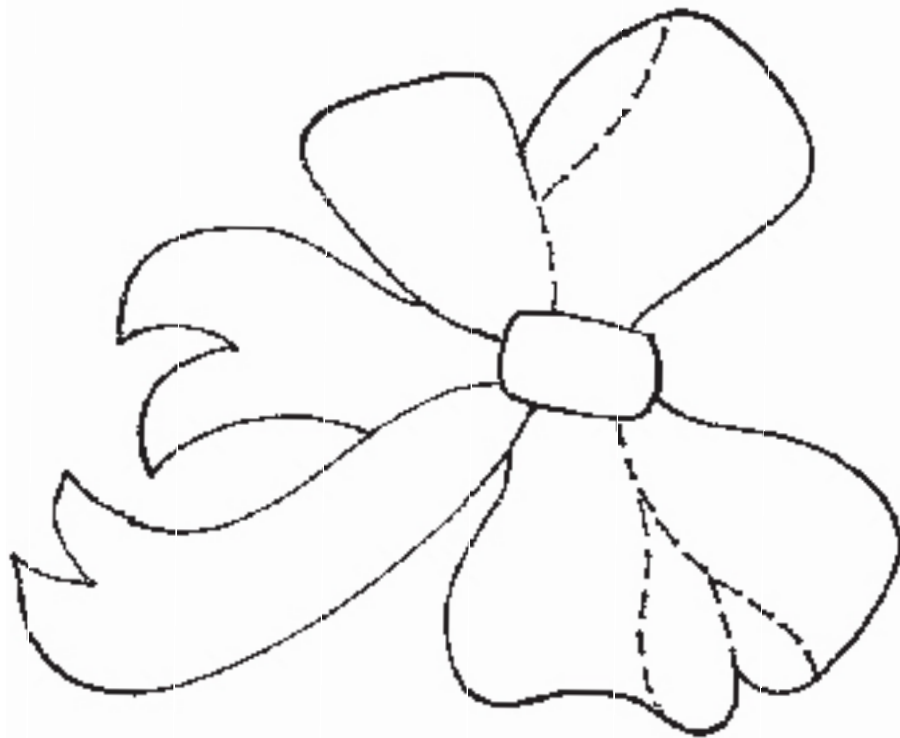


Materials

1873 12" Star Plaque
OS431 White
OS435 Dark Yellow
OS503 Barnyard Red
OS449 Bright Red
OS468 Deep Turquoise
OS476 Black
OS556 Lemon Grass
OS569 Concord
R2150-10 Aqualon Square Shader #1
UM956 Silver

Supplies

Assorted Royal Aqualon Brushes
Detail Brush
Pencil
Water



Dear Santa

Materials

1874 8" Star Plaque
AS964 No Fire Snow
OS431 White
OS435 Dark Yellow
OS480 Garnet Red
OS449 Bright Red
OS472 Walnut
OS476 Black
UM952 Antique Gold
UM954 Copper
UM956 Silver

Supplies

Assorted Royal Aqualon Brushes
Detail Brush
Pencil
Water

Instructions

1. Use a pencil and the provided template to lightly sketch the Santa Claus image on the plaque.



2. Mix equal amounts White and Antique Gold. Use color mix to paint each arm.

3. Mix equal amounts Bright Red and Copper. Use color mix to paint the hat and each leg.



4. Paint the mustache and beard with 2 coats of White.

6. Mix a dime-sized amount of White with single drops of Walnut and Dark Yellow. Use color mix to paint the face. Fill in the mouth with a detail brush and Garnet Red.



7. Use Antique Gold to paint the belt buckle and each "hand".

8. Use Black to paint the belt and each "foot".





9. Mix a dime-sized amount of White with a single drop of Walnut. Use color mix to paint circles on the nose and each cheek, and along the mouth line.

10. Mix a dime-sized amount of White with a single drop of Garnet Red. Add color mix to each cheek circle. Add a small amount of more White to color mix, then blend into nose.



11. Lightly accent the cheeks and nose with a detail brush and Garnet Red.

12. Use Black to paint each eye.

13. Use White to paint each eyebrow. With the same color, accent the eyes, cheeks, and nose.



Dear Santa Continued

14. Outline the mustache and beard with a detail brush and Silver. Add texture with thin, swift brush strokes in the same color.



15. In quick, back-and-forth brushstrokes, accent the belt and hat using a liner brush and Silver to accent the belt. Add similar accent strokes in scattered areas on body.

16. Add and mix 2-3 drops of Walnut with a dollop of No Fire Snow. Generously spread Snow color mix on each cuff, across the hat, and on hat tip. Overlay each area with a layer of unmixed No Fire Snow. Let dry.



Not sure if you need a full jar of Non-Fired Snow? Tint it with color year round to add texture to any project.



Materials

1874 8" Star Plaque
OS431 White
OS480 Garnet Red
OS449 Bright Red
OS468 Deep Turquoise
OS472 Walnut
OS476 Black
UM950 Brite Gold
UM952 Antique Gold

Supplies

Assorted Royal Aqualon Brushes
Detail Brush
Pencil
Water

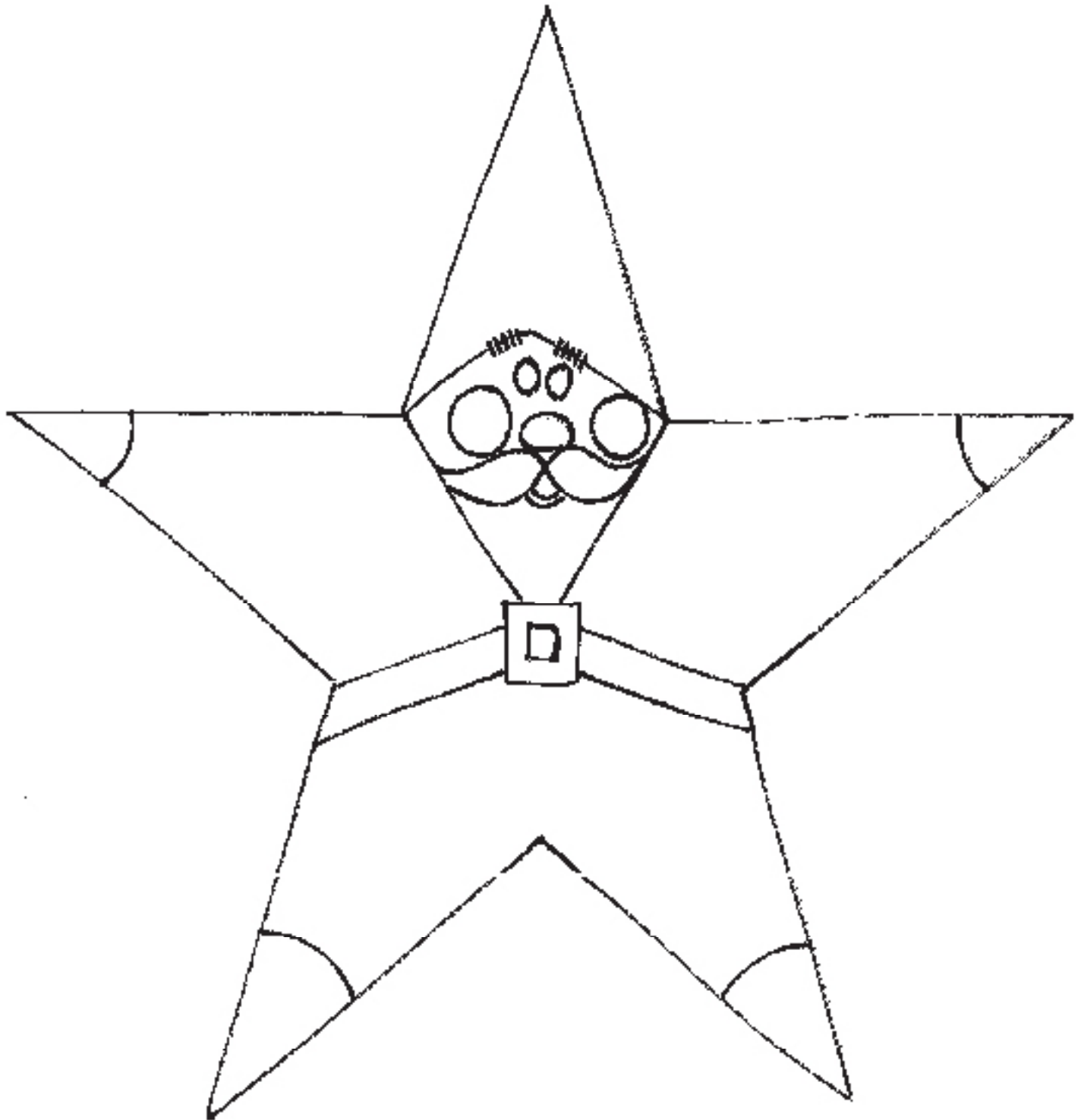


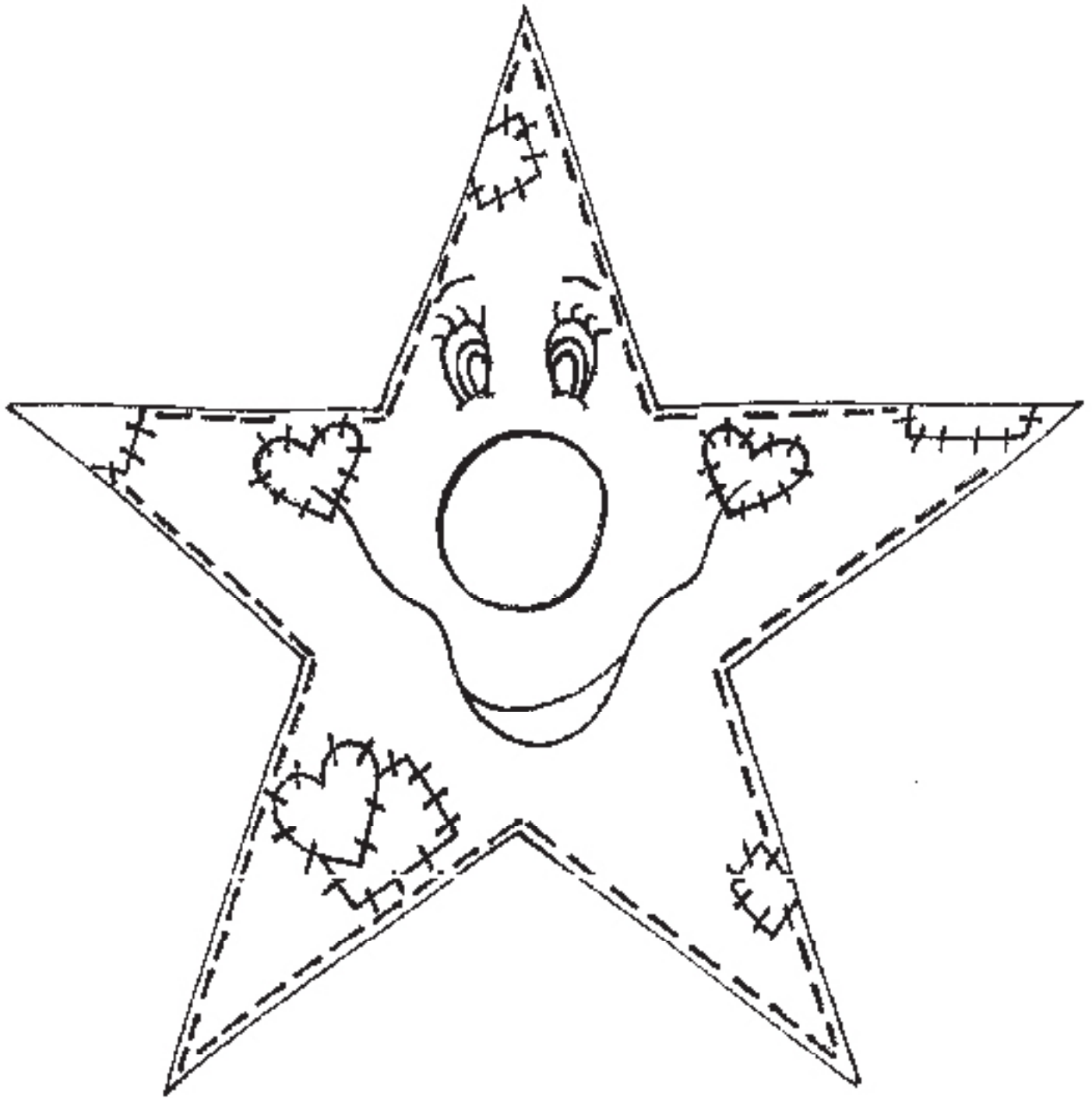
Materials

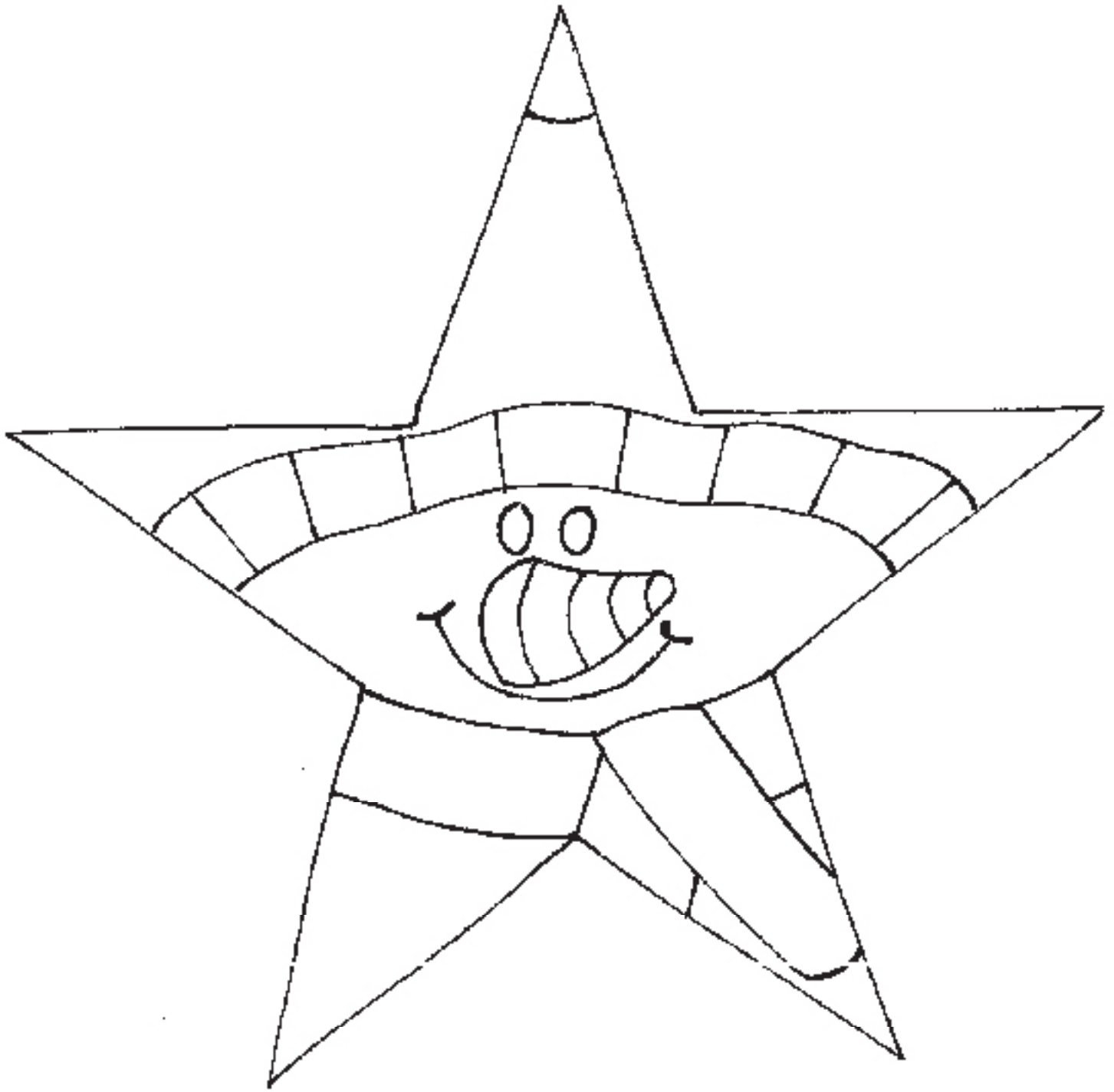
1874 8" Star Plaque
OS431 White
OS435 Dark Yellow
OS439 Hot Orange
OS449 Bright Red
OS468 Deep Turquoise
OS476 Black

Supplies

Assorted Royal Aqualon Brushes
Detail Brush
Pencil
Water







Evergreen in My Heart

Materials

- 2034 Lighted Christmas Tree
- AS964 No Fire Snow
- OS472 Walnut
- OS488 Christmas Tree Green
- UM951 Solid Gold
- UM953 Bronze
- UM959 Green
- R2150-10 Aqualon Square Shader #1

These vintage favorites inspire nostalgia. Display them early to get people thinking about the holidays!



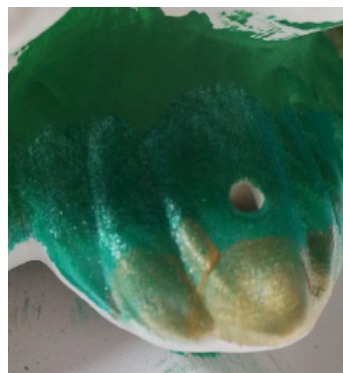
Supplies

- Assorted Royal Aqualon Brushes
- Detail Brush
- Water

4. Using a Square Shader brush, paint the branch tip with Solid Gold. Immediately after, brush on 1 coat of Solid Gold down the whole branch to blend the three colors.

Instructions

1. Lightly wipe ware with a damp sponge to prepare surface for painting.
2. Paint the top area of one branch with Christmas Tree Green.
3. Immediately with a separate brush, paint the middle of the branch with Green.



5. Repeat steps #4-6 to paint the topside of each branch, including the top point, until all branches are painted. Let dry.

6. Mix equal amounts of Christmas Tree Green and Green. Use color mix to paint the underside of each branch.

7. Add No Fire Snow to the tips of scattered branches. "Fluff" the No Fire Snow with your brush to create dimension and texture. Set aside to dry.





Evergreen in My Heart Cont.

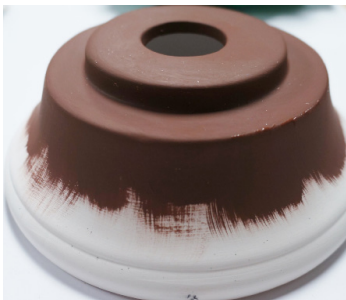
10. Assemble the light kit, attach the mini lights to your tree, and enjoy!

Display these fun trees in your store with lollipops or candy canes in place of bulbs. They'll attract painters of all ages!



8. Use downward brushstrokes with Walnut to paint the top half of the base.

9. Paint the bottom half of the base with upward brushstrokes of Bronze. Let dry.





Materials

2034 Lighted Christmas Tree
D14642 Aleene's Glitter snow (no fire)
OS431 White
OS435 Dark Yellow
OS480 Garnet Red
OS449 Bright Red
OS468 Deep Turquoise
OS488 Christmas Tree Green

Supplies

Assorted Royal Aqualon Brushes
Detail Brush
Water

Majestic Beauty

Materials

2037 Small Retro Ornament
 9599 Hydra Art Sponge
 OS431 White
 OS468 Deep Turquoise
 OS488 Christmas Tree Green
 OS556 Lemon Grass
 OS569 Concord
 UM950 Brite Gold
 UM954 Copper

Supplies

Assorted Royal Aqualon Brushes
 Detail Brush
 Pencil
 Water

Instructions

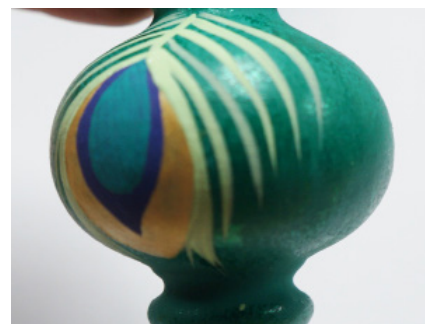
1. Lightly wipe ware with a damp sponge to prepare for painting.
2. Mix equal amounts of Christmas Tree Green with Deep Turquoise. Use color mix to paint the entire ornament.
3. Use a Hydra Art Sponge to sponge the ornament with Green.
4. Mix equal amounts of Deep Turquoise and White. Use color mix and a Script Liner brush to paint upward brushstrokes around the bottom point.



5. On the ball of the ornament, use 2-3 coats of Brite Gold to paint a rounded leaf shape. Let dry.

6. To create the peacock eye feather, paint a smaller leaf shape with Concord over the Brite Gold. Once dry, overlay with an even smaller Deep Turquoise teardrop shape.

7. Use a Script Liner brush and Lemon Grass to paint the quill stem, and from the stem, each wispy barb.





Majestic Beauty Cont.

Peacock feathers are a popular design year round! Replicate this technique on a tile, picture frame, or coaster to keep painters coming back.

8. Go over the stem and barbs again with Deep Turquoise, then Copper. Use Copper, also, to outline and accent the eye feather. Let dry.



Spread the Love

Materials

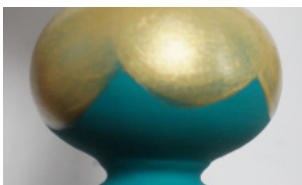
- 2037 Small Retro Ornament
- 9599 Hydra Art Sponge
- OS431 White
- OS468 Deep Turquoise
- OS488 Christmas Tree Green
- OS556 Lemon Grass
- OS569 Concord
- SG595-0 Soft Grip Gold Taklon Script Liner
- UM950 Brite Gold
- UM954 Copper

Supplies

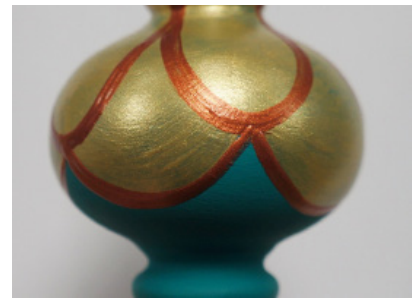
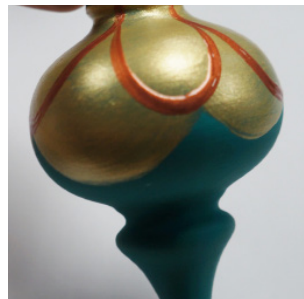
- Assorted Royal Aqualon Brushes
- Detail Brush
- Pencil
- Water

Instructions

1. Lightly wipe ware with a damp sponge to prepare for painting.
2. Paint the ornament with Deep Turquoise.
3. Around the ball of the ornament, sketch a scalloped line. Fill in the area above the line with 2-3 coats of Brite Gold. Let dry.



4. Using a Script Liner or detail brush, paint Copper scale outlines in the Brite Gold area.



5. Within each scale shape, paint a smaller Concord petal shape.

6. Overlay each Concord petal shape with a Deep Turquoise teardrop shape. Use the same color to touch-up the top edge of the ornament ball.



7. Outline and accent each eye feather scale using a detail brush and Copper. Let dry.



Materials

- 2037 Small Retro Ornament
- OS449 Bright Red
- OS556 Lemon Grass
- OS488 Christmas Green
- SSI122 White Metallic Pearl

Supplies

- Assorted Royal Aqualon Brushes
- Detail Brush
- Water



Materials

- 2037 Small Retro Ornament
- OS431 White
- OS480 Garnet Red
- OS468 Deep Turquoise
- UM956 Silver

Supplies

- Assorted Royal Aqualon Brushes
- Detail Brush
- Water



All That Glitters

Materials

2038 Curvy Retro Ornament
 OS435 Dark Yellow
 OS480 Garnet Red
 OS468 Deep Turquoise
 OS556 Lemon Grass
 OS569 Concord
 SG880 Crystal Sparkler
 SG881 Glittering Silver Sparkler
 SG882 Glittering Gold Sparkler
 SG880 Crystal Sparkler
 UM956 Silver

Supplies

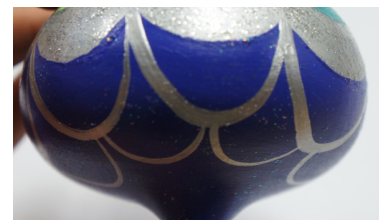
Assorted Brushes
 Detail Brush
 Pencil
 Water

Instructions

1. Lightly wipe ware with a damp sponge to prepare surface for painting.
2. Refer to the template to sketch the ruffled scale design around the ornament.



3. Alternate using Dark Yellow, Garnet Red, Deep Turquoise, and Lemon Grass to fill in each large scale.
4. With Silver, fill in the bottom ruffles and outline each large scale.
5. Paint each Dark Yellow scale with Glittering Gold Sparkler, each Garnet Red, Deep Turquoise, and Lemon Grass scale with Crystal Sparkler.
6. Paint each Silver ruffle and outline with Glittering Silver Sparkler.
7. Paint the top and bottom unpainted areas with Concord. Once dry, overlay with Crystal Sparkler.
8. Use a detail brush and Silver to paint a thin ruffle line around the top of the ornament.
9. Use a Script Liner brush and Silver to paint scale outlines below the Silver ruffle. Let dry.





Materials

- 2038 Curvy Retro Ornament
- OS431 White
- OS435 Dark Yellow
- OS449 Bright Red
- OS468 Deep Turquoise

Supplies

- Assorted Brushes
- Detail Brush
- Water

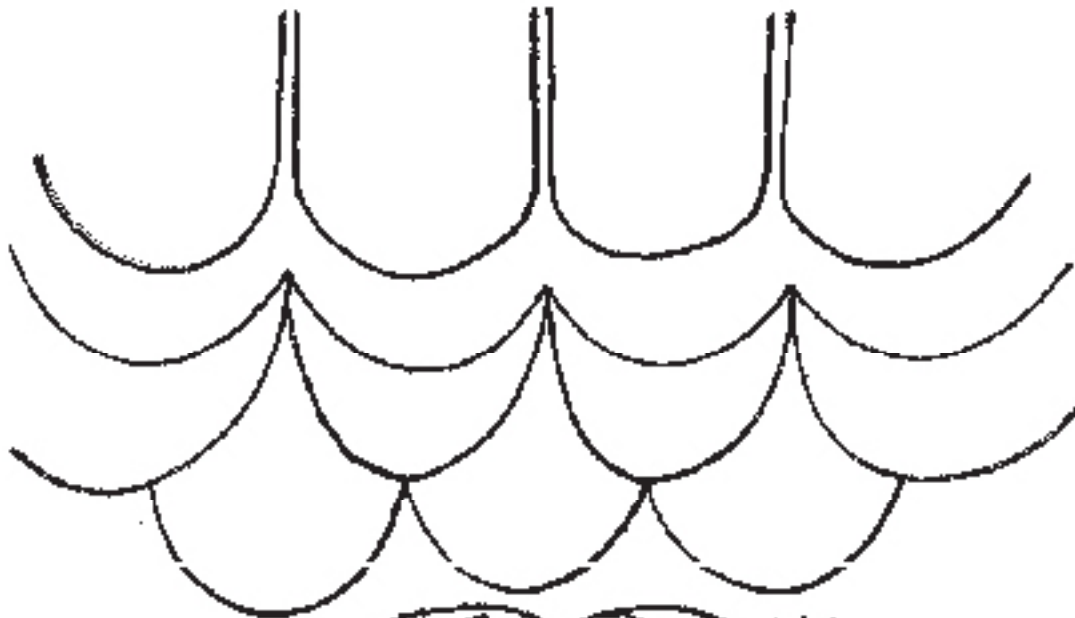
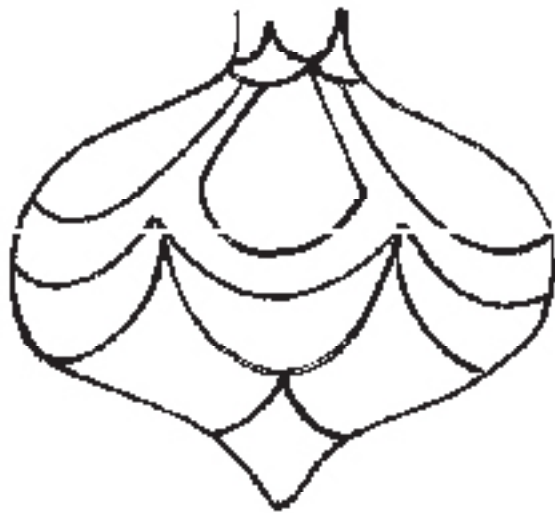


Materials

- 2038 Curvy Retro Ornament
- 9591 Paint Dotter (small)
- OS431 White
- OS435 Dark Yellow
- OS480 Garnet Red
- OS476 Black

Supplies

- Assorted Brushes
- Detail Brush
- Water



Pickle Me Green

Traditionally, a pickle ornament is placed on the Christmas tree. On Christmas morning, the first person to find the pickle gets an extra gift from Santa!



Materials

2041 Pickle Ornament
OS488 Christmas Tree Green
SG881 Glittering Silver Sparkler
UM950 Brite Gold
SS1122 White Metallic Pearl

Supplies

Assorted Brushes
Detail Brush
Water

Instructions

1. Lightly wipe ware with a damp sponge to prepare surface for painting.
2. Paint Christmas Tree Green on entire pickle, let dry.
3. Paint White Metallic Pearl on entire pickle.
4. With upward brushstrokes from the bottom, overlay pickle with 1 coat of Brite Gold. Let dry.
5. Using a Script Liner brush and 2-3 thick coats of Glittering Silver Sparkler, paint swirls along the ornament.

5. Using a Script Liner brush and 2-3 thick coats of Glittering Silver Sparkler, paint swirls along the ornament.





Materials

2041 Pickle Ornament
OS431 White
OS449 Bright Red
OS476 Black
OS488 Christmas Tree Green
SG880 Crystal Sparkler

Supplies

Assorted Brushes
Detail Brush
Water

Many families use the pickle ornament in their yearly traditions. Host a social media contest for the most creative hiding place!



Owl I Want is You

Materials

- 2063 Big Button Ornament
- 9591 Paint Dotter
- DI4642 Aleene's Glitter snow (no fire)
- OS431 White
- OS435 Dark Yellow
- OS449 Bright Red
- OS472 Walnut
- OS476 Black
- UM952 Antique Gold

Supplies

- Assorted Brushes
- Detail Brush
- Water

Instructions

1. Lightly wipe ware with a damp sponge to prepare surface for painting.
2. Use a sponge dotter to sponge Walnut over the entire ornament. Once dry, repeat in scattered areas using Antique Gold.



3. Paint two large Black circles for the eyes.

4. Mix a small amount of White with a single drop of Walnut. With a Liner Script brush, paint thin lines circling each eye. After one layer, overlay with a second layer of thicker lines.



5. Circle each eye with an inner ring of thin Antique Gold lines.





Owl I Want
is You Cont.

6. Re-paint each large Black circle in the center of each eye. Immediately, blend in White near the outer edge of each eye. Once dry, add accents using a detail brush and White.



7. Paint the beak with Dark Yellow, then accent with a detail brush and Antique Gold. Once dry, add additional White accent lines.

8. To paint the hat, paint 2 coats of Bright Red on the tip of the ornament, then a slanted oval around the tip and above the right eye. Let dry.

9. With a paintbrush, apply Glittering No Fire Snow around the brim and the 'ball' of the hat. "Fluff" the Glitter Snow with your brush to create dimension and texture. Allow to dry completely.

Take this project to the next level with mixed media accents! Add burlap wings or a pom pom to its hat.



Materials

- 2063 Big Button Ornament
- OS431 White
- OS435 Dark Yellow
- OS556 Lemon Grass
- OS569 Concord
- SSI122 White Metallic Pearl

Supplies

- Assorted Brushes
- Detail Brush
- Water

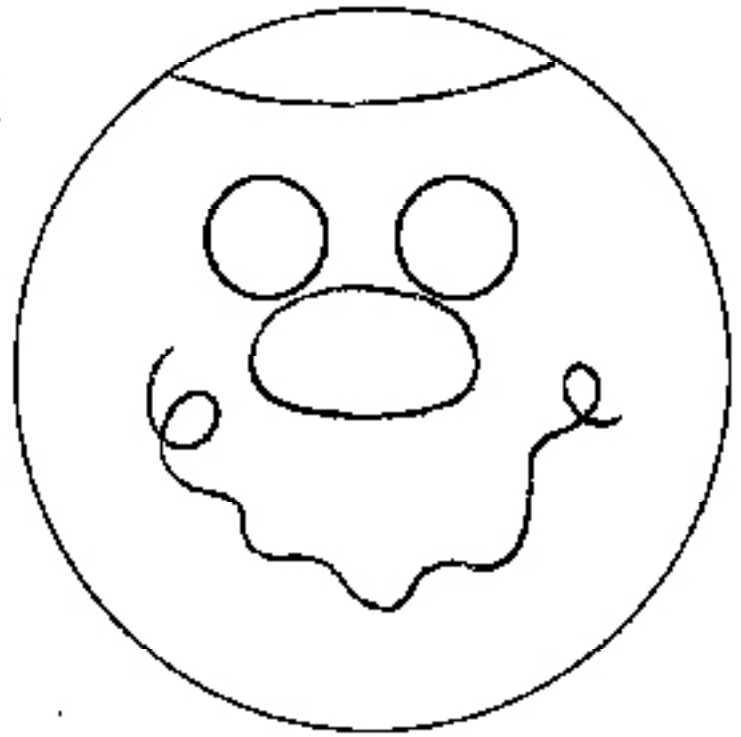
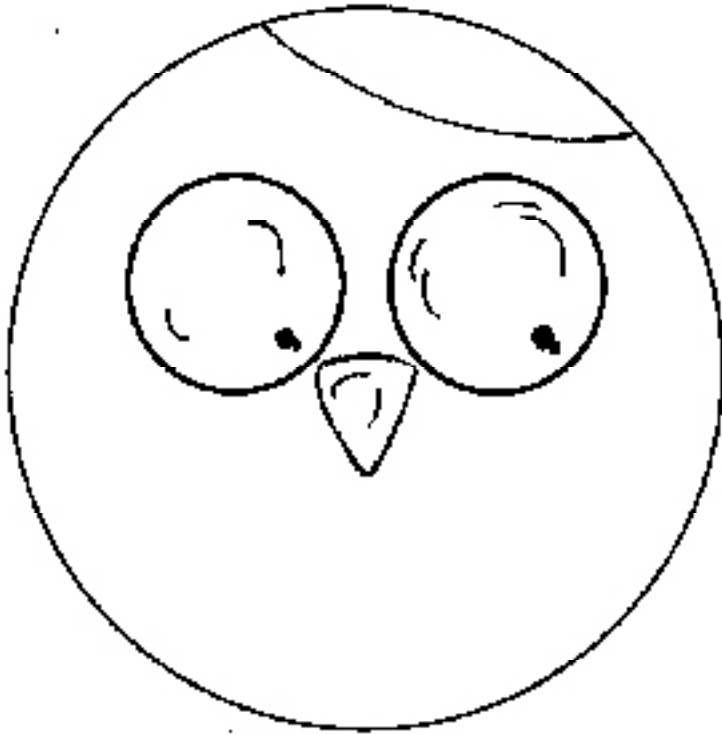


Materials

- 2063 Big Button Ornament
- 9591 Paint Dotter
- D14642 Aleene's Glitter snow (no fire)
- OS431 White
- OS480 Garnet Red
- OS468 Deep Turquoise
- OS476 Black

Supplies

- Assorted Brushes
- Detail Brush
- Water



Holly Jolly!

Gather 'round the tree

Materials

2965 Chevron Ball Ornament
 RAA-146 Viridian
 SS1122 White Metallic Pearl
 RAA-136 Scarlet Lake
 MM-102 Copper Metallic
 RAA-5017 Primary Yellow
 SG882 Glittering Gold Sparkler

Supplies

Assorted Brushes
 Detail Brush
 Water

Instructions

1. Lightly wipe ware with a damp sponge to prepare surface for painting.
2. Mix a quarter-sized amount of White Metallic Pearl with a single Viridian drop. Use color mix to paint the ornament.
3. Paint 1 coat of Scarlet Lake over the thick chevron stripes.



4. Mix a nickel-sized amount of White Metallic Pearl with one drop of Scarlet Lake and two drops of Primary Yellow. Use color mix to paint each round dot. Let dry.



5. Paint every other round dot with Viridian
6. Paint each thin stripe with Copper Metallic.
7. Brush on 1 coat of Glittering Gold Sparkler over the thick, red stripes. Let dry.



Materials

2965 Chevron Ball Ornament
RAA-146 Viridian
SS1122 White Metallic Pearl
RAA-136 Scarlet Lake
RAA-5017 Primary Yellow
SG882 Glittering Gold Sparkler

Supplies

Assorted Brushes
Detail Brush
Water



Materials

2965 Chevron Ball Ornament
RAA-146 Viridian
SS1122 White Metallic Pearl
RAA-136 Scarlet Lake
RAA-5017 Primary Yellow
SG880 Crystal Sparkler

Supplies

Assorted Brushes
Detail Brush
Water

Warm Holiday Greetings

Materials

CC-2221 Heart Cactus Ornament
RAA-146 Viridian
SS-112 White Metallic Pearl
RAA-122 Primary Magenta
RAA-5017 Primary Yellow

Supplies

Medium flat brush
Detail Brush
Water

Instructions

1. Lightly wipe ware with a damp sponge to prepare surface for painting.
2. Mix a quarter sized amount of Primary Yellow with a single small drop of Viridian. Use mixture to paint cactus. Let dry.
3. Paint over entire cactus with White Metallic Pearl. Let dry.
4. Use a detail brush and Viridian to paint all the vertical



and curves stripes going up the cactus body and arms. Let dry.

5. Paint heart with Primary Magenta.





Materials

- CC-2221 Heart Cactus Ornament
- RAA-146 Viridian
- SS-112 White Metallic Pearl
- RAA-122 Primary Magenta
- RAA-5017 Primary Yellow
- RAA-5121 Titanium White

Supplies

- Assorted Brushes
- Detail Brush
- Pencil
- Water



Materials

- CC-2221 Heart Cactus Ornament
- RAA-146 Viridian
- SS-112 White Metallic Pearl
- RAA-136 Scarlet Lake
- RAA-5017 Primary Yellow

Supplies

- Assorted Brushes
- Detail Brush
- Water

These make a great simple custom project or impulse buy at your register. Have a few painted and ready to add quick customization.

Snow Much Fun



Materials

2092 Flat Snowflake Ornament
 OS468 Deep Turquoise
 OS469 Concord
 R2150-6 Aqualon Square Shader #6
 SG880 Crystal Sparkler
 UM956 Silver

Supplies

Assorted Royal Aqualon Brushes
 Detail Brush
 Paper Towel
 Shaving Cream
 Squeegee
 Straw or Toothpick
 Water

We love this technique! Easily create the look of waves, tie dye, or a starry night.

4. Use any thin rod object - like a straw, toothpick, or paintbrush handle - to gently swirl the paints into each other. Be careful not to muddle the color.

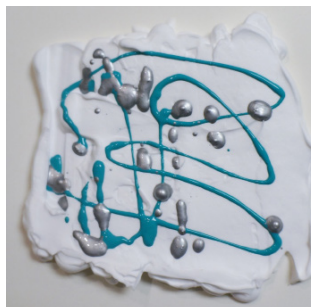


Instructions

1. Lightly wipe ware with a damp sponge to prepare surface for painting.
2. Dispense shaving cream onto a flat, easy-to-clean surface. Dispense enough to fill an area slightly larger than the ornament. Smooth with a flat object, like a squeegee.

TIP: For a funkier look, keep the shaving cream textured.

3. Dispense a small amount of Deep Turquoise and Silver directly onto the shaving cream. Feel free to experiment with more colors!



5. Firmly press the ornament into the shaving cream mixture. Twist the piece or re-apply to add greater texture. Once done, gently lift the ornament.





Snow Much Fun Continued

6. Using a small amount of water, gently rinse off the shaving cream to reveal your design. Set aside to dry.



7. Once dry, paint the snowflake with 2 coats of Crystal Sparkler.

8. Mix equal parts Deep Turquoise and Concord. With this color mix, paint the edges around the ornament and inside each cut-out shape.

9. Use a detail brush and the same color mix to slightly blend color onto the surface from each edge. Let dry.

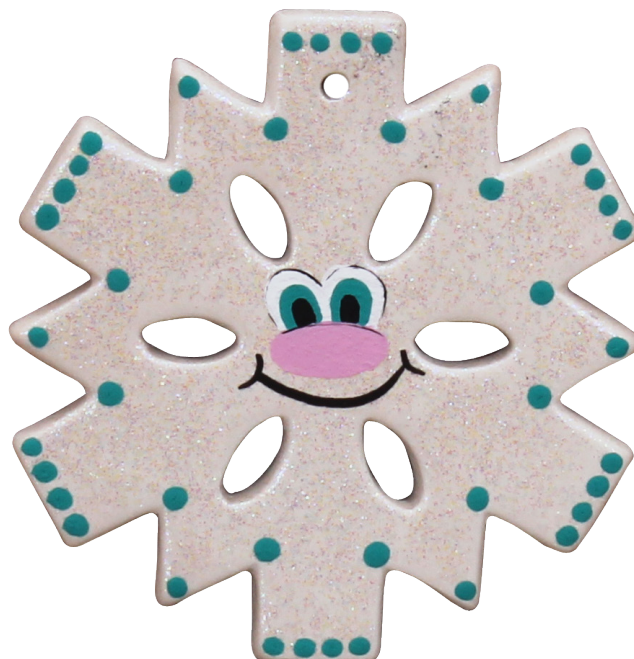


Materials

2092 Flat Snowflake Ornament
OS431 White
OS468 Deep Turquoise
UM956 Silver

Supplies

Assorted Royal Aqualon Brushes
Detail Brush
Water



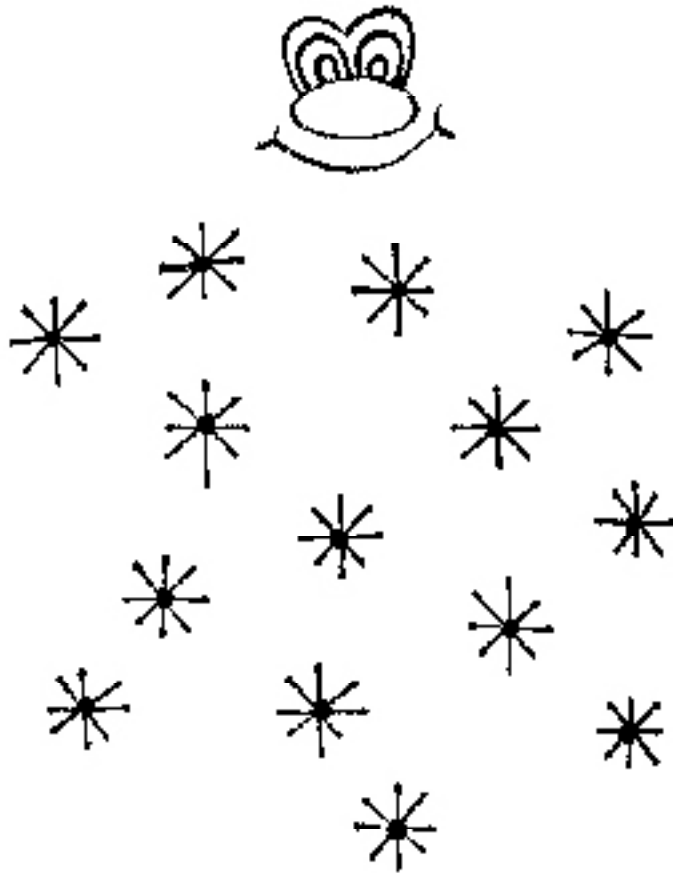
Materials

2092 Flat Snowflake Ornament
OS431 White
OS447 Magenta
OS468 Deep Turquoise
OS476 Black
SG880 Crystal Sparkler

Supplies

Assorted Royal Aqualon Brushes
Detail Brush
Water

Project Guides
Template



Merry and Bright



Materials

- 2093 Flat Ball Ornament
- 8010 ½" Art Tape
- 9599 Hydra Art Sponge
- AS974 Glittering No Fire Snow
- OS468 Deep Turquoise
- R2150-10 Aqualon Square Shader #1
- TCWI64s Mini Flurries - 6" x 6" Template
- UM950 Brite Gold

Supplies

- Assorted Royal Aqualon Brushes
- Detail Brush
- Hair Dryer (optional)
- Hot Glue
- Pencil
- Paper Towel
- Plastic Bowl
- Plastic Cups
- Water

Darker paint colors tend to overpower lighter ones, especially the metallic paint colors. If desired, add more Brite Gold wash to the ornament as you continue to rotate.

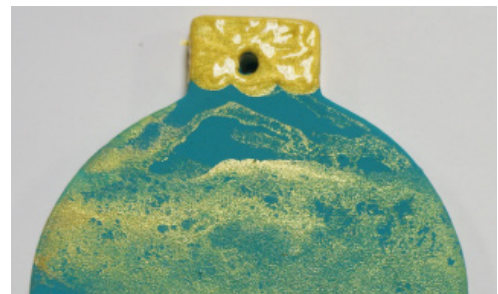
Instructions

1. Lightly wipe each ornament with a damp sponge to prepare for painting.
2. Pour approximately a quarter-sized amount of Deep Turquoise in one plastic cup, and Brite Gold in another cup. Add one teaspoon of water to each cup, then mix.
3. Pour the Deep Turquoise wash directly onto the ornament. Immediately after, pour the Brite Gold wash onto the ornament.

4. Lift up ornament by its tip, then slowly rotate the piece to swirl the paint, creating a marbled look. As you rotate, allow excess paint to drip off the surface into the plastic bowl.



5. Once the ornament surface has been fully covered to your liking, place ornament onto a paper towel to dry completely.
6. Once dry, paint three scallop ruffles with Brite Gold below the ornament hole. Fill in the area above the ruffle line with 2 generous coats of Brite Gold. Let dry.



7. Overlay the Brite Gold tip with 1 coat of Antique Gold. Use the same color and a detail brush to paint 2 rows of small beaded dots below ruffle line. Allow to dry completely.



Merry and Bright Cont.

8. Once completely dry, place the Mini Flurries template over the ornament surface with one large snowflake is centered on the ball. Lightly secure template in place using ½" (or larger) Art Tape.

9. Dip the Square Shader #1 brush into the Glittering No Fire Snow. Hold template in place as you dab a thick layer of Glitter Snow over the design. Once done, gently lift off template.



10. If needed, touch up the snowflake with the Glitter Snow and a detail brush. Let dry.

Versatile shapes rock! Use these ornaments to paint easter eggs, team logos, school awards and more all year.

Let It Shine



Materials

- 2093 Flat Ball Ornament
- 8010 1/2" Art Tape
- 9599 Hydra Art Sponge
- OS447 Magenta
- R2150-10 Aqualon Square Shader #1
- UM950 Brite Gold

Supplies

- Assorted Royal Aqualon Brushes
- Detail Brush
- Hair Dryer (optional)
- Hot Glue
- Pencil
- Paper Towel
- Plastic Bowl
- Plastic Cups
- Water

Easily get rid of those pesky hot glue strings with a hair dryer!

Instructions

1. Use a pencil to sketch simple swirls on the ornament.
2. Slowly trace over each swirl with the hot glue gun. Add scattered dots to the design. Let dry.



3. Dip the Hydra Art Sponge into Magenta, then sponge the ornament until fully covered. Let dry.

4. Using the same technique described for the snow ornament marbleize Magenta and Brite Gold on the ornament. Let dry.



5. Paint the ornament tip in the same way as the snow ornament. Let dry.



Materials

- 2093 Flat Ball Ornament
- OS431 White
- OS435 Dark Yellow
- OS449 Bright Red
- OS468 Deep Turquoise
- OS472 Walnut
- OS488 Christmas Tree Green
- OS556 Lemon Grass
- OS569 Concord

Supplies

- Assorted Royal Aqualon Brushes
- Detail Brush
- Pencil
- Water

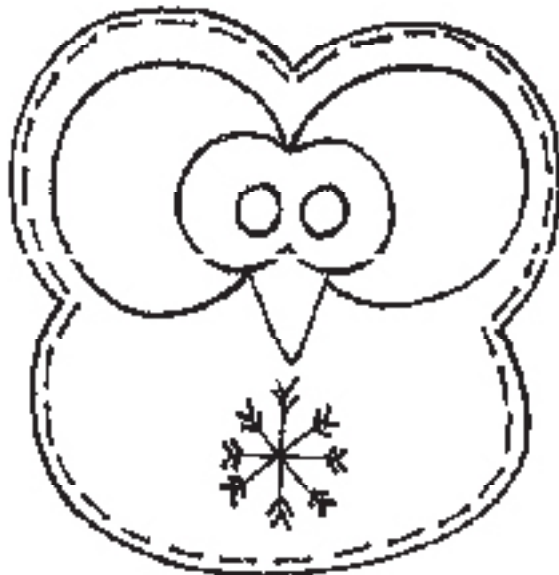


Materials

- 2093 Flat Ball Ornament
- OS431 White
- OS435 Dark Yellow
- OS449 Bright Red
- OS472 Walnut
- OS476 Black

Supplies

- Assorted Royal Aqualon Brushes
- Detail Brush
- Pencil
- Water



Homespun Happiness

Materials

2134 Cross
 AS401 Quick-Crackle
 OS431 White
 OS435 Dark Yellow
 OS447 Magenta
 OS468 Deep Turquoise
 OS472 Walnut
 OS569 Concord
 UM951 Solid Gold
 UM953 Bronze
 UM957 Red

Supplies

Assorted Royal Aqualon Brushes
 Detail Brush
 Pencil
 Water

Instructions

1. Lightly wipe ware with a damp sponge to prepare surface for painting.
2. Mix a quarter-sized amount of White with a single drop of Walnut. Use color mix to paint the entire cross. Let dry.
3. Brush onto the cross 1 coat of Quick-Crackle. Allow to dry completely. Note that, even when dry, Quick-Crackle remains slightly sticky to the touch.
4. Mix a quarter-sized amount of White with 4 drops of Walnut and 1 drop of Dark Yellow. Once Quick-Crackle is dry, use 1 coat of color mix to paint the cross. Let dry.



5. Use a pencil to sketch a smaller ornamental cross shape in center of cross.

6. With a detail brush and Walnut, paint thin chevron stripe clusters across the cross, around smaller cross outline.



7. Fill in smaller cross shape with 1 coat of Quick-Crackle. Let dry.

8. Mix a dime-sized amount of Concord with 2 drops each of Magenta and Deep Turquoise. Use color mix to fill in smaller cross. Let dry.



Homespun Happiness Cont.

9. Paint a heart in the cross center with 2-3 coats of Red.



10. Outline the smaller cross with a detail brush and Bronze. Use the same color to outline and accent the heart.

11. At each point on the smaller cross, paint a Solid Gold dot.

12. In the center of the heart, use a pencil to sketch "Joy." With a detail brush and 2 coats of White, trace over each letter. Let dry.

Quick Crackle easily creates texture. Try using it to create the look of sand or wood.



Materials

2134 Cross
OS431 White
OS447 Magenta
OS476 Black

Supplies

Assorted Royal Aqualon Brushes
Detail Brush
Water

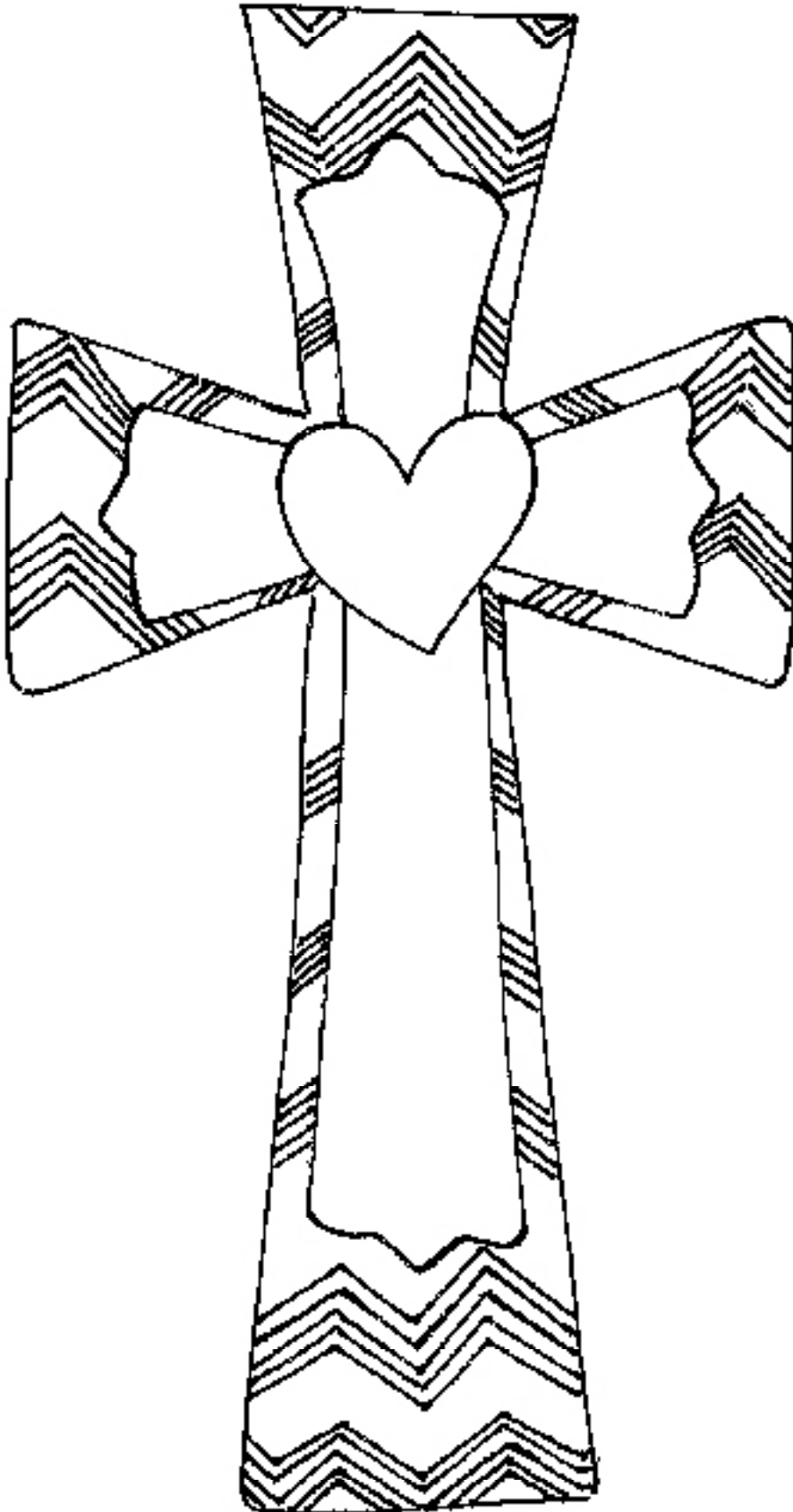


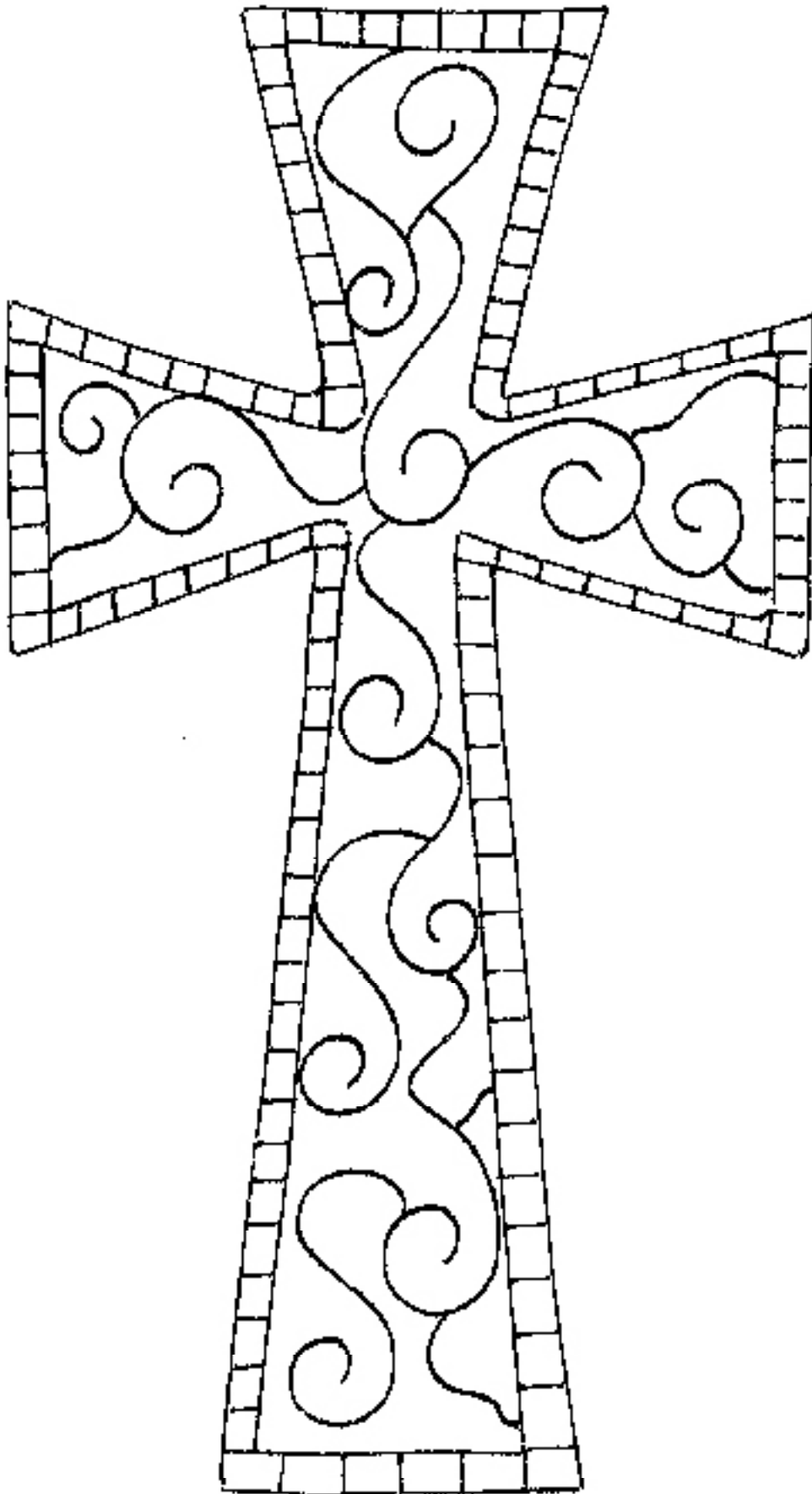
Materials

2134 Cross
OS431 White
OS449 Bright Red
OS468 Deep Turquoise
OS556 Lemon Grass

Supplies

Assorted Royal Aqualon Brushes
Detail Brush
Water





Rustic Blessings

Materials

2135 Celtic Cross
 OS447 Magenta
 OS472 Walnut
 OS569 Concord
 UM951 Solid Gold

Supplies

Assorted Royal Aqualon Brushes
 Detail Brush
 Paper Towel
 Plastic Cup
 Water

Instructions

1. Lightly wipe ware with a damp sponge to prepare surface for painting.

2. Paint the cross with 1-2 coats of Solid Gold. Let dry.

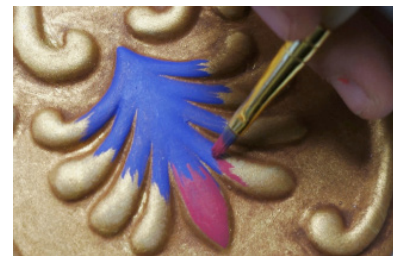
3. Create a paint wash mix consisting of 3 parts water to 1 part Walnut. Brush over the entire surface of the cross.

4. Immediately following the paint wash, lightly wipe off the wash color from the embossed design areas with a paper towel.



5. To paint the large flared design on the top, use a detail brush and Concord to paint the base.

6. Paint each separate flare end with a detail brush and Magenta. As you near the Concord base, stagger your brushstrokes to “blend” the two colors.



7. Paint each flower shape on the bottom and side cross ends with Concord. Paint the droplet shape below bottom flower with Magenta.

8. Accent each Concord flower shape with swift upward Magenta brushstrokes. Let dry.

9. Paint the center circle with Magenta.



Materials

2135 Celtic Cross
OS449 Bright Red
OS468 Deep Turquoise
OS488 Christmas Tree Green
OS569 Concord
UM950 Brite Gold

Supplies

Assorted Royal Aqualon Brushes
Detail Brush
Water



Pricing and Profitability

So, you've browsed the projects and like what you see. As you know, there's a lot more behind the decision to bring in a new offering than pretty projects. Now it's time to answer the real questions: "Will this be profitable for me?" and "How exactly can I make this work in my studio?"

As we mentioned, each time you skip the kiln, you'll save time and money. Take the popular Lighted Christmas Tree, for example. Below, we've outlined the journey from picking the piece to sending it out the door for both Fired and Non Fired routes.



Acrylics

1. Tree chosen off the shelf
2. Customer paints with acrylics
3. Piece is wrapped & leaves with customer

Happy customer, happy studio



Glazes

1. Tree chosen off the shelf
2. Customer paints with glazes
3. Write description for tracking
4. Transferred to kiln room
5. Dipped
6. Holes cleaned
7. Glaze drying time
8. Tree loaded in kiln for firing
9. Tree unloaded
10. Tree sanded & matched for pickup
11. Customer notified
12. Tree moved to pick up area
13. Tree wrapped for customer

Happy customer, happy studio!

Chances are, you know the process well. But when you see it listed out, you notice that your staff touched that piece approximately 8 times before it is sent home with the customer. That's 8 times as many (or ten more steps) than the number of times you handle a piece painted with acrylics!



Now let's talk numbers!

After reading this, your wheels might be spinning wondering how to charge for these projects. Here's the best news of all: because the end result is just as beautiful, you can charge the same amount! Even better, if you provide high end, quality samples, your customers will expect nothing different. When people walk in your door, they're looking for a beautiful piece and a great experience creating it. As long as you maintain the same level of quality and service, your customer will be happy to pay the same amount.

Acrylics

2034CB Lighted Xmas Tree \$14.96
 OS472 Walnut \$1.29
 OS482 Christmas tree green \$1.29
 UM959 Green \$1.49
 UM961 Bronze \$1.49
 AS964 No Fire Snow \$1.32 (used)
 Labor ~1.5 hrs @ \$8=\$12.50
Total Cost: \$34.34

Suggested Retail: \$75
Total Cost: \$34.34
Profit: \$40.66

Glazes

2034 Lighted Xmas Tree \$19.95
 IN1019-4 Holiday Green \$2.64
 CN074-8 Really Red \$1.43 (used)
 SY546-4 Fired Snow \$0.75 (used)
 Labor ~3 hrs @\$8 per hour=\$24
 Approximate Electric Cost \$4

Total Cost: \$48.53

Suggested Retail: \$75
Total Cost: \$48.53
Profit: \$26.47

You will make on average an additional \$14 to your bottom line for every Christmas Tree with lights painted with acrylics this holiday season! If you sell 20 Christmas Trees painted with acrylics this season, you'll increase your profit by \$300. And that's just the potential benefit from one piece. This simple switch can really add up quickly!

If you have a couple pieces painted each day with acrylics, the benefits will continue to multiply. By lowering costs, lightening the workload, and freeing up kiln space, you've just boosted your bottom line during the busiest time of the year. Come those slower Spring months, you'll be glad you did!

Now, you can answer the age-old question with, "Sure, you can take your project home today. Let me show you how!"