

Want to hear a heartwarming ABQ success story? Want to remodel your bath or kitchen? Need new cabinets? Want to lavishly entertain on a stone patio or granite counter top? How about a beautiful custom tiled shower or custom tiled medallion in your entryway, kitchen, backsplash ... Want to get the best quality for the best price?



**Heading to The Flooring Department?  
Thinking Big Box? STOP!  
Go to: “THE FLOORING DEPARTMENT”  
234 Menaul NE. (505) 000-0000.**

Owners, dynamic duo husband and wife team (Leo and Latonya Padilla, New Mexican Natives) opened their amazing floor store in 2014 - - but not the beginning of their story.

Leo, “The brawn” of the team was a teenager, a mere 19 years old when he started in the flooring business. Many years ago he took a temporary summer job selling tile for corporate America. Leo, like most young employees, was plugging along working long hours, not really making a living wage. He had just met Latoya and both wanted more. They had no idea that a life altering incident was about to happen and change their lives forever.

One day in corporate America, a very serious man approached Leo. The guy began to ask questions at lightning speed. How do you figure the exact number of tiles when doing a floor? What is the average waste in a 400 sq. ft. floor? What is the most economical way to finish a floor?

Leo knew pretty quickly this guy was not going to buy anything but was looking for free advice. After a grueling and time consuming conversation, Leo tried to excuse himself. Leo was concerned about other waiting customers. However, the man was very persistent and finally revealed that he was the owner of a 30 store, several state tile supply and installation business.

This owner had heard many times about Leo. He had heard about a young man working in his field, stealing clients daily, revolutionizing the industry in his own way. The man had to see and speak with this ingénue. He had a mission. He had to see him in action and was not going to stop till Leo was on his staff.

Leo and Latonya were reluctant to accept the commission only offer. But, the man was diligent and persistent about recruiting Leo and eventually convinced them.

Leo went to work for the man and immediately increased his income. In 8 months he rose to the highest position in Albuquerque. It was a good fit. He learned about sales and flooring. He worked for the man for many years. Latoya and Leo married and had two beautiful children. Life was good. Perfect picture. Right?

Wrong! Just like that, boom, the man sold to corporate America. Leo and Latonya had big decisions to make.

Leo went to work for another large local floor distributor, but he never felt right. Consequently his dad and he opened a flooring business. Leo continued to perfect his craft and learn about installation from his father.

Finally, after much research and praying, Leo and Latonya decided it was time to give it a try on their own. They felt they were equipped to provide better product, service, price, expertise and passion to Albuquerque customers. In 2014, they opened their beloved "THE FLOORING DEPARTMENT" showroom on Menaul.

And boy, are we lucky they did!

Due to Leo and Latonya's expertise it is hard to find a true competitor in their field.

They do it all from demolition to installation. They will replace doors, baseboards, custom cabinets and whatever is needed to complete the job.

They offer FREE design services to everyone, in your home and in the showroom. It is a collaboration and the design possibilities are unlimited. The FREE design services begin in your home for the aesthetics. Next, the digital designs continue in the showroom. These designs are finalized on their state of the art 54" "virtual" display screen.

They work with quality manufacturers and the top of the line products.

Leo is adamant about giving quotes and showing he can beat all competitors, including Big Box. THE FLOORING DEPARTMENT recently underpriced (L's) by 35% on the highest quality products.

Leo and Latonya have built a stellar reputation in Metro Albuquerque and New Mexico.

If you want the best quality, the most bang for your buck, from a solid locally owned business, IT IS TIME to head to

## THE FLOORING DEPARTMENT

