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DESCRIBE THE PROJECT YOU FEATURED.

This charming beach house once had a very awkward layout, which did not work for furniture nor support our client's lifestyle. When they sought our help, our clients assumed they would have to expand, but we were able to reconfigure the existing layout and dramatically improve the flow and function within the existing footprint of the home. We kept the perimeter of the house intact but completely gutted the inside and crafted a new interior layout. Now there is a natural flow that is comfortable and gracious and embraces the exterior living spaces. The client was also ready to discard most of their old furniture and start fresh. These are very stylish grandparents! They wanted a young, hip, casual feel for the decorating, and it was great fun to take that journey with them. We were also invited to re-style the exterior of the home, including the landscaping. So we had a very comprehensive design role.

TELL US ABOUT YOUR FIRM AND WHAT SERVICES YOU OFFER.

The project featured here nicely illustrates the breadth of our skills and services. We love to decorate, balancing function with artistry and adding one layer after the other until each space is "just so." However, we also understand buildings, and we are wizards at space planning. Also, I am proud to say my permanent team has been with me between six to eight years, and we work seamlessly together. (I swear, we all share a brain!) Our clients benefit, since we all support each other to deliver excellent service.

WHAT MAKES YOUR FIRM UNIQUE IN THIS INDUSTRY?

On the business side, our compensation structure is similar to most commercial firms. In residential work, many interior designers/decorators charge a "mark-up" on product, but we feel this can create a conflict of interest and dilute the trust that is key to a balanced client-designer relationship. So we take a different approach. Our work is fee-based, because this creates transparency during product selection.