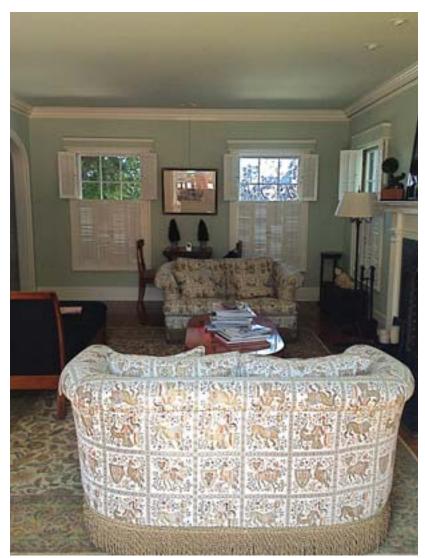
A couple of "before and after" photos illustrate my point. I was asked by my clients to create something "glamourous and inviting" in their living room. They entertain quite often, but this room felt sad and uninspiring – hardly a room for festive and lively gatherings. Even more upsetting, the existing furnishings and trimmings had cost them a fortune – again, without guidance they had spent a ransom on pieces that neither worked, nor accomplished their goal. There was no gracious layout, no flattering lighting, nothing personal or interesting that indicated who they were at their best.

When I first saw the room, I envisioned it becoming a light-filled space with generous seating, dramatic windows, sumptuous details and a show-stopping moment or two – my clients are fun and interesting people, but the room betrayed their personality.

... continued on page D10



Drab walls, outdated shutters and poor layout hide this room's enormous potential. Photos courtesy Brandon Neff Design

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