

comfort zone



Marisa, Lea (Drapery Specialist), and Aggie – the décor doctors at Elegant Changes. They will personally ensure that everything is done right, on time and on budget.



EXPRESSIONS OF ELEGANCE

BY CHRISTY LAVERTY // PHOTOGRAPHY BY JASON HARTOG

THE PLACE: Elegant Changes is a showroom full of luxury. There are rich fabrics, sparkling mirrors, crystal, plush pillows and a whole lot of glitz and glam. It's a space that showcases the extraordinary talents of Aggie Falcone and Marisa McLennan. These two gifted ladies are the team behind Elegant Changes, a one-stop shop for decorating. They take every job from conception to completion. They do it all, from shopping with customers to picking out furniture or selecting a custom piece. They design and manufacture custom pieces like draperies and slipcovers and have staff on hand to help with projects.

THE STYLE: Falcone and McLennan have been in business since 1988 and bring years of experience and expertise to every job. Elegant Changes is both a showroom and a workshop. Over the years they have seen trends come and go but what doesn't change is their passion for decorating. It is all about the client and the love of style. No job is too small. "It's more about interacting with the client and less about the scope of the job," says Falcone.

WHAT'S HOT: Neutrals have taken centre stage for a long time

but Falcone says the trend is now moving toward splashes of colour. "I think colour-palette wise we are moving away from taupes to grey-blues," she says. Having just returned from Europe, she divulges that there is a real colour shift happening there. "Purple is a big colour," says McLennan, "all shades of purple are in vogue." Falcone says the minute you move to blue-greys, purple is a natural off-shoot and an easy transition to make.

FAVOURITES: Elegant Changes takes on the entire decorating process. What sets this team apart from the rest is their on-site fabric creations and focus on craftsmanship and commitment to quality. They don't contract out any part of the job, something they're very proud of. Falcone and McLennan have an unmatched artistic vision when it comes to fabrics – everything from draperies to slipcovers and custom bedding. "And since we do things right here, we have better quality control and we can do things quicker," says Falcone.

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