



dreams

when lulu Pom comes



TEXT BY
KIM RATCLIFF
PRODUCED BY
LAURA ZIFFER
AND LINDA MCFALONE
PHOTOGRAPHY BY
MATTHEW HILLMAN

*this looks like
a job for*

THE
lulus

CLOCKWISE FROM TOP LEFT: Beaded pearl shades drip from crystal sconces; Mums burst from a 1908 silver trophy cup; here I sit on a bubblicious pink velvet bench with Laura Ziffer and Linda McFalone, dynamic design duo and co-owners of Lulu Pom, Los Gatos' super-chic home furnishings boutique. **OPPOSITE:** A dreamy polka-dot screen with feathery, tuftbacks divides our bedroom into a sleeping nook and a separate sitting area. Vintage luggage stacked as a side table and the gilded mirror propped up on antique books are signature Lulu Pom looks. Bamboo blinds give a hint of the tropical touches used to every room.



the
dreamiest
makeover
a-knockin', your home will be rockin'!

"now we have

Perfect waves, umbrella drinks, and a thatched bungalow in Fiji—that's how my husband, Jimmy, celebrated our 10th anniversary. The only problem? I wasn't with him on this boys-only surf safari.

To make it up to me, he gave me the ultimate gift: a bedroom makeover by lulu Pm, a Bay Area home furnishings boutique co-owned by interior design dream team Laura Ziffer and Linda McFalone.

I'd long lusted over the lulus' salvage-chic retro style, with its distinctive use of heirloom silver, crystal chandeliers, and luxe silk accessories. In fact, whenever I stepped into their store, I fantasized about sipping martinis with Frank Sinatra and Ava Gardner. So the chance to work with these women was a dream come true.

Though they've cornered the market on vintage Hollywood glamour, the lulus mix found objects and rehabbed furnishings with comfy new pieces, so the result is functional and fresh. Jimmy and I thought their aesthetic would be a good match for us. Although our Victorian bungalow was bursting with charming architectural detail, our style wasn't as sophisticated as the house, and we truly longed for an inspiring, one-of-a-kind haven.

tastefully tropical

I tend to overindulge in bright colors, so the lulus promised to come down my neon palette. "A little goes a long way," says Laura. **TOP LEFT:** It took awhile for the lulus to sell us on a stone cherub for our dining room buffet, but now we love it, especially his reflection in the raccoon mirror. **BOTTOM LEFT:** This desk serves as a dessert table for parties. **BELOW:** Our "Vicky" bungalow clocks in at a cozy 1,700 square feet.





a grown-up house!"

*it all started
with a shade*

Laura and Linda concocted this luscious lampshade from a tattered hat and a spool of vintage teal pompoms I'd admired in their shop. "This is about using the cool graphic quality of the hat label as a design element," Linda notes.



sleek and sassy sitting room



chie accessories

CLOCKWISE FROM BELOW: Jimmy and I with sons Saxon, 5, and Tanner, 7; flower balls on julep cups give purple pop to the white mantel; a "people jar" collage incorporates vintage tin-types with found objects; this fern wreath is a great rustic touch in an otherwise slick space; "A girl can never have enough silver trays," Laura says. Here, we use one for tea service. They're also great for displaying makeup and perfume.

After we set a budget for the bedroom redo, the lulus banished us from the house for a few days while they worked their magic. When I walked in and saw our bedroom for the first time, I felt like a movie star! Linda popped a bottle of bubbly and slipped a rhinestone tiara on my head as Christina Aguilera's "What a Girl Wants" blasted. Every nook and cranny was dialed out with the most gorgeous details, and they even retrofitted our fireplace with a vintage mantel, OPPOSITE. They hung an antique French window above it, and had an "R" for Ratcliff and an address representing our 10 years of marriage painted under the original design. The *pièce de resistance*: a bench painted gold, covered in sumptuous pink velvet, and nicknamed "bubblicious" by Jimmy. We loved the bedroom so much I invited the girls back to do the rest of the house.



W"We were going for glamour-girl meets surfer boy in this sweet sleeping nook," Laura explains. "For you, a gorgeous chartreuse silk throw, velvet tufted pillows, and bench. For him, a modern upholstered headboard to make it less chickadelic." Since my gurus informed me there's no such thing as too many tufted pieces, I scored the pair of silk chairs, BELOW, at a flea market at 6:30 a.m. The fabric was

discolored in a few spots and I was itching to recover them, but I've learned from the lulus that things don't have to be perfect. Imperfections add character.

"That's it. You're done," quips Laura in her trademark Sahara dry style when the makeover was finished. Wait, can't we do the attic? The basement? The pool house? Anything. I'm hooked on lulu Pom.



"the lulus gave us tuft love!"



propagating benefits

A da Vinci with spray paint, Linda's husband, Steve, transforms old brown furniture into fabulous pieces that glamorize any room. **ARTS & CRAFTS**—A small dress form collage mixed with old silver pieces. In lieu of a dresser, the folks tucked a creamy white antique buffet in the alcove and topped it with a classic baby blue princess phone—so Doris Day! The burlap window treatments with black pom-pom fringe can be slipped off hooks for maximum sunshine. **NEED MORE?** An Elle's Belle's vintage vinyl tote—roomy enough for all your beach stuff—made by my friend Ellen, who adorns each bag with a retro-chic brooch or sunglasses. **FOR BIKINI** Playdates call our swimming pool "The Ratcliff Surf School."





10000: An office is tucked into a corner of the family room. Adjacent to the desk is my fave detail, a funky carousel plaque Linda snagged at a flea market.

10001: A silk parasol and a sweater-weave basket add height to a media cabinet faux-painted by artist Shannon Kaye. 1000000: "We didn't want to give you some Tommy Bahamas-Pirates of the Caribbean theme," Laura says. To soften a harsh glare, the lulus covered the French doors and windows with bamboo woven with twine.



it's Gilliga



blissful bowling alley

The lulus' next mission? Transforming our family room (nicknamed "the bowling alley" for its narrow layout) into a comfy space where the boys could hunker down for *SpongeBob Squarepants* marathons.

"We kept your situation in mind: greasy-handed kids dive-bombing off the arms of the sofa," Laura says with a laugh. "That's real life, and we can't take that away from you." The solution: an indestructible pine coffee table and a sofa slip-

covered in brown with (tiny) pink daisies. Not too feminine and, best of all, stain-hiding. "It's elegant, and you can swap out the pillows at any time," says Laura, whose hubby, Alan, made the bookshelves above the oak **CORBELS, TOP LEFT** from salvaged corbels. Though empty at the moment, the gold frames are perfect for displaying the boys' macaroni-and-glue masterpieces. Weathered green shutters and lime glass globe pendants add to the understated tropical elegance.



n's Island-a-go-go



tangerine dreams

The house's original orange-trimmed stained glass windows inspired the quilted silk accent pillows and accessories in the living room. **ABOVE:** A makeshift bar, perfect for pineapple martinis—the house favorite—sits atop a painted dresser purchased for \$200 at an antique store. **LEFT:** A display cabinet nestled into a former doorway makes a great showcase for silver. **OPPOSITE:** Jimmy plays everything from Burt Bacharach to Coldplay on the baby grand, a gift from his dad when his parents downsized to a smaller home. “The black piano inspired the room’s sophisticated flavor,” notes Laura. “It was all about stepping it up with accents like the Aubusson rug, onyx-topped side table, and framed black-and-white photographs.”





Jimmy's leapin' leopards piano lounge

tips for
style success
from

THE
lulus

- Go from gaudy to gorgeous by **limiting "pop" pieces**. Three brightly colored accessories per room is a good rule of thumb.
- Arm yourself with a battalion of **old silver, vintage books, and cake stands**. They add **levels and layers** and sprashes of color. You can't style a room without them.
- **Continuity is key**. Avoid style schizophrenia by maintaining a flow throughout your home. Even though you just left a room, your brain still remembers where you were. So be somewhat consistent about establishing a theme and following through. ❧



FOR MORE INFORMATION SEE GETTING THE GOODS