

Summer to fall

Season for layers

Style consultants Kristin Poulsen and Page Malloy of Etcetera show how you can wear your classic late-summer wardrobe in cooler weather

Outdoor wedding



Charcoal stretch crimped sheath. Mineral, \$250

Cover up with a metallic, fancy cardigan



Charcoal cardigan jacket with art deco-inspired embroidery. Asteroid, \$350

Drape a double-knit black scarf on your shoulders

Black reversible scarf. Bewitched, \$225

Quick tip

Wear tights and ankle boots with your summer dresses and you'll have the perfect look for fall

All items available at etcetera.com

Lunch date



Lightweight jersey knit tank. Echo, \$55

Brighten up the look with a red pea coat



Cranberry wool pea coat. Redcoat, \$295



Faux wrap skirt. Nomad, \$250

Work meeting



Stretch cotton blouse with ruffle trim. Pizzaz, \$175

Bias-cut draped turtleneck. Flint, \$195



Replace the tank with a silk jersey tunic



Faux wrap skirt. Nomad, \$250

Quick tip

Layer with restraint. Any more than three will make your outfit look bulky and messy.

Out on the town



Stretch silk charmeuse snakeskin print blouse. Arbor, \$335



Stretch knit jersey wide-leg trouser. Gesso, \$225

Cozy up with a double-breasted wool jacket



Double-breasted boiled wool cropped jacket. Arbor, \$335

IT'S LIKE SHOPPING WITH FRIENDS

Kristin Poulsen and Page Malloy have been friends for so long that a style consultation with them is like shopping with your best friends. The two Pasadena residents are the top sales consultants in the area for Etcetera, a direct sales clothing line that only makes its collections available through trunk shows.

A session with Poulsen and Malloy involves one-on-one attention in Poulsen's living room, which is converted into a showroom for a week every season. They show clients the latest looks and help them pick styles that work for them. Since their clients come back every season, Poulsen and Malloy get to know individual preferences and buying history. Their goal is to help clients build their wardrobes with couture-level pieces that last for years.

"Our clients range in age from 30 to 80, but they pick the same quality clothes," says Poulsen. How the women pair the outfits and accessorize give the final look that personal twist.

Their clientele is mostly from Pasadena. "They're super stylish, but not necessarily trendy. It's classic with an edge," says Poulsen.

— PIA ORENSE

PASADENA'S

ROSE

SEPT-OCT
2011

