when lulu Pom comes

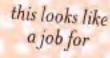
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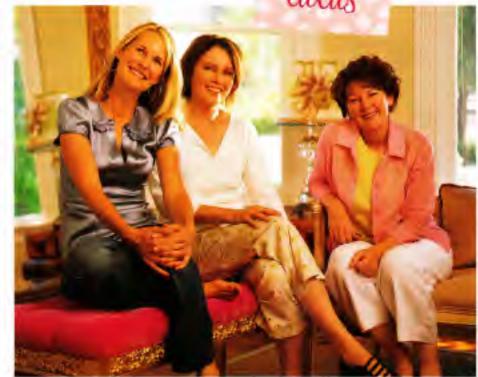
CLOCKWISE FROM TOP LEFT Beaded pearl shades drip. from trystal aconosis; Murns burst from a 1998 silver trophy cup; here / sit on a bubblicious pine. volvet bench with Lourd Ziffer and Linde McFalene, synamic design dus and co-owners of July Port, Los Gates' super-chic home harnightega boundque. opposite, A dmarry pulkadivi serim with feathery. tiebacks division our bednearn inicit a cleeping neak anti a separate sitting area. Mintage luggage stacked as a side table and the gilded mirror gropped up on intique books are lignature July Pom Jooks, Rendere oliver give a line of the tropical touches card in many room.



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



lulus



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 Pom, a Bay Area home furnishings boutique to 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 aipping martinis with Frank Stnatra 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, oneof-a-kind haven.

tastefully tropical

I tand to overindulate in bright colors so the lukus promised to tone clown my mon paletre. * A lightgoes a long way," says LOWING THP LAPTY IT TONS awhile for the lulus to sell. us on a stone cherub forour dining room buffer. burnow we love it, especally his reflection in the record mirror, portrail sum This desk serves as a dessert table for parties. assow, Our "Vicky," burngalow clocks in at a cozy. 1.700 square feat.



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. PA -





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 piece de resistance: a bench painted gold, covered in sumptuous pink velvet, and nicknamed "bubblicious" by Jimmy. We loved the bedroom so much 1 invited the girls back to do the rest of the house.





chic accessories

CLOCKWIST FROM BLOW: 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 tintypes with found objects; this fem 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.



"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.









benefits

A de Vinci with spray point, Linda's husband. Steve, transforms old brown furniture into feburous pieces that glamonize any room. Areave & small dress form collage mixed with old eliver pieces. In lieu of a dresser, the folos tucked a creamy white arrigue buffet in the accove and (opped it with a classic baby blue princess phone—so Doris Day! The burlap

window beatments with black pompon fringe can be sipped off hooks for noximum sumhne man more. An File's Belle's vin tope vinyl tote—roomy enough for all your ceach stuff—mode by my friend Ellen, who adorns each beg with a retro-chic brooch or sunglesses van more. Playdates call our swimming pool "the Rescrift Surf School."









saves. An office is tucked into a corner of the family room. Adjacent to the desk is my fave detail, a Tunky carousel plaque Linda: snagged at a flee market. terry A silk parasol and a sweater-weave basket add height to a media cabinet. Faux-painted by artist Shannon Kaye, partours "We didn't want to give you some Tommy Bahamas-Pirates of the Caribbean theme," Laura says. To soften a harsh glare, the Julus covered the French doors and windows with bamboo woven with twine.

it's Gilliga

blissful bowling alley

The Julus' next mission? Transforming our family room (nicknamed "the bowing alley" for its narrow layout) into a comily space where the boys could hunker down for Spongeboo Squareparts marathens.

"We kept your situation in mind: groasy-handed kids divebombing 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 colfee table and a sofa slipcovered in brown with Itiny) pink devices. 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 devic in-moment, for units from salvaged corbels. Though emoty at the moment, the gold frames are perfect for displaying the boys' macanoni-and glue masterpieces. Weathered green shulters and line glass globe pendients add to the understated tropical elegance.

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tangerine dreams

The house's original orange-trimmed stained glass windrives inspired the quilted silk accent pillows and accessories in the living room. ABOVELA makeshift bar, perfect for pineapple martinis—the house favorite—sits atop a painted dresser purchased for S200 at an antique store. Last. 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."





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tips for style success from THE

Julus

Go from gaudy to gargenue by limiting "pop" pieces. Three brightly colored au esuaries per room is a good rule of themps.

Arm yourself with a begration of old silver, vintage books, and cake staries. They add **Jevels and Jayers** and spheres of color. You can't style a yours without them



FOR MORE INFORMATION SEE GETTING THE COODS