

Marin Independent Journal

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Nels Johnson, assistant city editor 382-7288

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BUSINESS

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Professionals know where to put the couch

By Mika Edwards

IJ reporter

Name: Distinctive Nest

Address: 454 Las Gallinas Ave., #254, San Rafael.

Phone: 883-3017 or www.distinctivenest.com

Chief Executive: Sara Hunt Malone

Staff: Susan Lahr

Business: The mother and daughter team of Lahr and Malone started Distinctive Nest in June 2000. The company's focus is interior arrangement of homes using the clients' existing furnishings. Malone and Lahr also offer services such as interior arrangements for families, couples



or singles moving to a new home, home organization, business receptions and set-up services for home entertaining.

Customers: Various people, including businesses sprucing up reception areas and executives arranging their offices.

Revenue: Interior arrangements and relocation services are billed per room. The cost range per room can run between \$250

to \$600. Home organization and entertaining/party preparation is \$75 per hour.

What's new: Malone and Lahr had a booth at Wednesday's San Rafael Chamber of Commerce Business Showcase at the Marin County Civic Center. Malone recently joined the Interior Arrangement and Design Association.

What people are saying: Anne Russell of Novato has used the services of Distinctive Nest to rearrange several rooms in her house.

"I used them on a couple of different projects. When I used them in my prior house, I had them do three different rooms. What I

found most difficult I ended up liking the most," Russell said. "They told me I had to leave my house for the whole day and they worked and when I came back it was finished. I didn't like that, giving up that control, since I have lived in this house and moved my furniture 20 different times. But I loved it, when I opened the door to this room, completely redesigned and repositioned, it looked beautiful."

Russell then hired Distinctive Nest when she moved to another house.

"I hired them this January for the relocation services, that was amazing. ... On moving day they were at the new house and they told the



IJ photo/Marian Little Utley

REARRANGING: Mother-daughter business partners Susan Lahr (left) and Sara Hunt Malone are the owners of Distinctive Nest, an interior arrangement company.

movers where to put everything."

Vital statistics: "I came across a feature article in 'Better Homes and Gardens' about professional interior arrangers and decided

this is truly what I was meant to do," Malone said. "Marin was the perfect place for this type of business."

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