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**Newsletter Issue: 17-12**

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**Your ONE-STOP Solution for Distinctive Home Interiors**

**Does this happen to you too?**



**Molli & Maddyn's Memo**

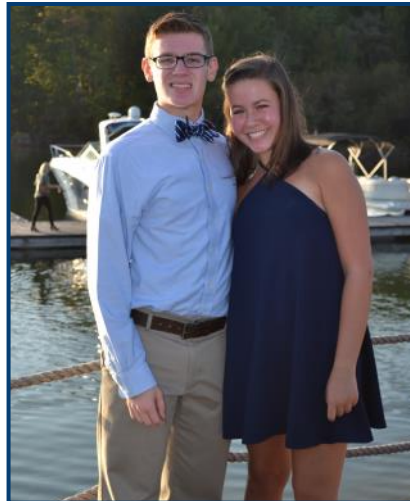
My "little" sister Maddyn is not so "little" anymore. She's quite a load, like I was at her age.

She is growing so fast.

She is so much fun to be around. I really like being a big sister to Maddyn.

She doesn't really talk yet, but I suspect when she does, we won't be able to keep her quiet.

**Molli & Maddyn  
Nana's granddaughters**



#2 Grandson **Zachary** with his homecoming date.

Just about every time our daughter sends me pictures of our three grandsons in North Carolina I feel older.

But I do appreciate receiving the pictures.

They are growing up so fast, especially when we get to see them only once or at best twice per year, since we are so far away.

I'm very much looking forward to seeing them over the coming Christmas holiday.

I'm envious of our clients who get to see their grandchildren or great grandchildren often.

**How do you stay 'connected' to your children and grandchildren?**

I would be very interested to learn how you keep up with your distant children and especially grandchildren.

I'm not into Facebook, Twitter, Snap Chat (whatever that is) or other 'Social Media', but I'd be curious if you use these or other Social Media to keep in touch with your children or grandchildren.



Feel free to email me at the email address below.

[Betty@InteriorExpressionsAZ.com](mailto:Betty@InteriorExpressionsAZ.com)

**Until Next Month,**

*Betty Jones*

**Client response from our 'Ladies Day Out'**

*Sam and I wanted to tell you that we so appreciate your kindness and consideration towards your employees. What a great story in your newsletter about the fun day you treated them to in Scottsdale. We agree this is very important.*

*Nice to know we are working with such a good person as you!*

**Sam & Donna E.—Tucson**

# SaddleBrooke Preserve Home - Part 2

## Different Challenge

You may remember from a recent previous issue of our newsletter about IE helping Marie & Mike create their ultimate retirement home in the Preserve at SaddleBrooke.

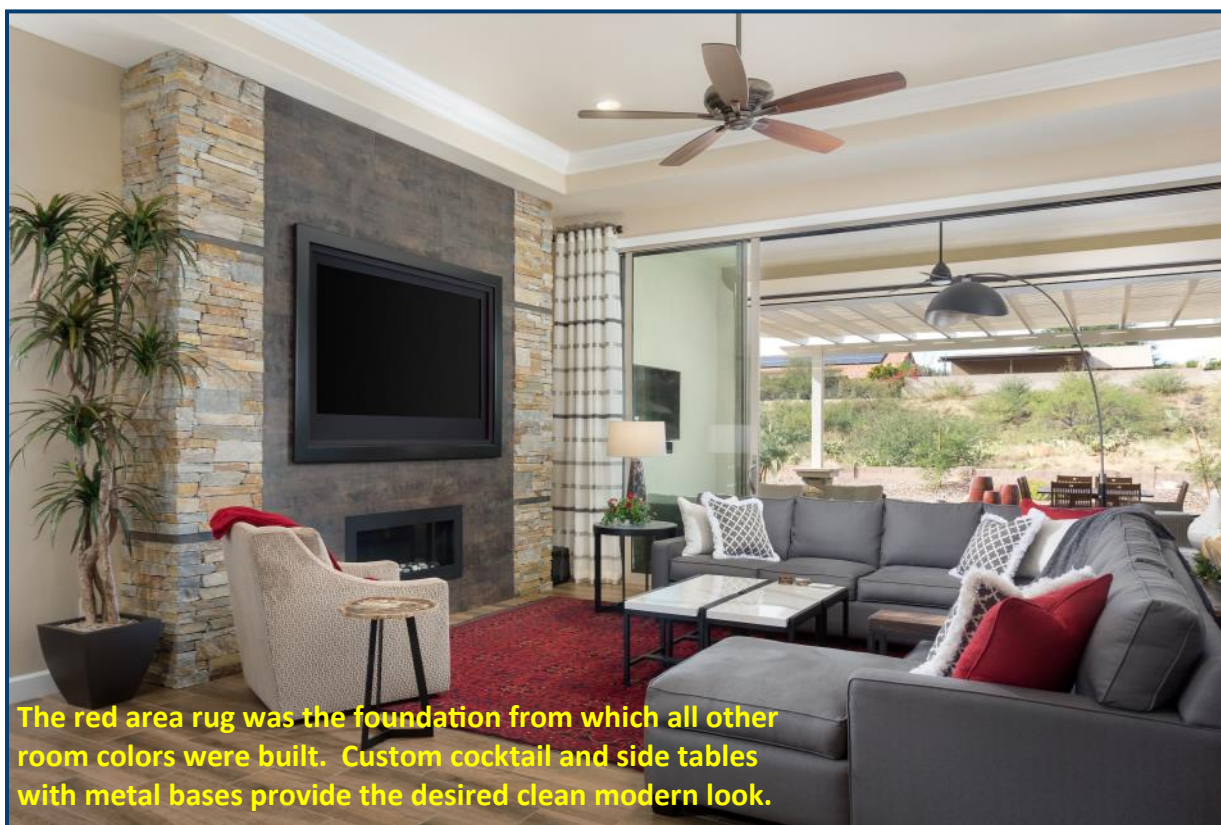
Working with a 'blank canvas' of a new home is a completely different challenge vs. remaking an existing home.

Since we started helping Maria and Mike during the design center selection process, we were able to dig deep with them on things like:

- What they wanted the home to look and feel like
- The functionality of the home
- Entertainment plans
- Must haves and have nots



Living Room before we worked our "magic". Locating electric and cable drops for TV's is an important decision which effects function.



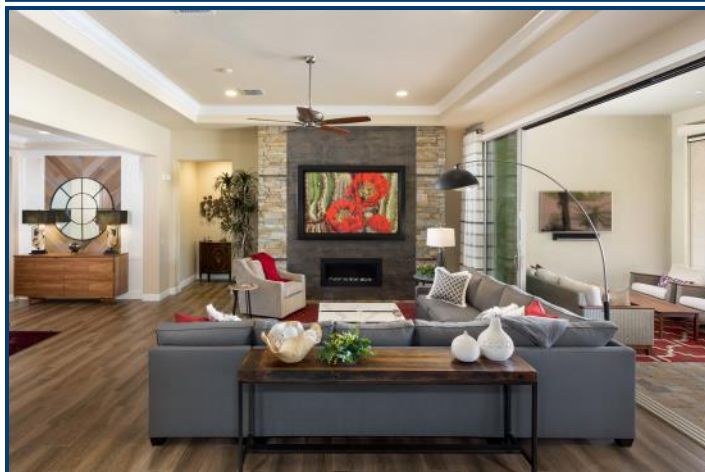
The red area rug was the foundation from which all other room colors were built. Custom cocktail and side tables with metal bases provide the desired clean modern look.

It was decided during the design center process it would be better to finish off the fireplace wall after closing.

Metallic 15"x30" tiles frame the TV and fireplace wall with individually stacked stones applied on the sides.

### Custom Sectional

With our Comfort-Fit® upholstery we were able to reduce the number of legs supporting the base for the cleaner look Maria wanted.



### Hide the TV please

The homeowners didn't want to be staring at a blank TV when not watching TV. Maria had an artist create a painting of a flowering cactus. We installed that canvas on a device that frames the TV and via remote control rolls up the painting when they want to watch TV.

### Special Sofa Table

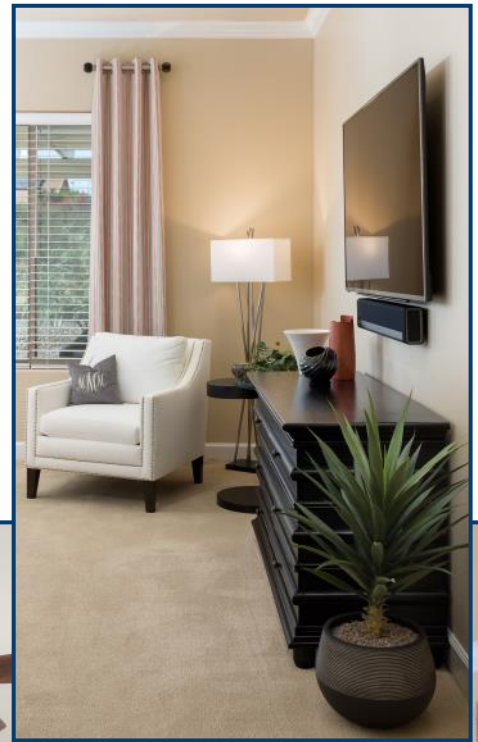
A custom sofa table made from reclaimed wood from an Alabama cotton mill; designed to sit lower than a typical sofa table so if someone places their arm on top of the sofa they would be less likely to knock something off the table.

## Hundreds of Decisions

Once we had a good sense of Maria and Mike's vision we could better help them make the hundreds of decisions required during the design center process.

Some key decisions during that process which would be extremely difficult, if not impossible, or very expensive to change after construction included...

- Kitchen layout changes (for electrical and plumbing)
- In-floor electrical outlet locations (furniture layout)
- Move walls from standard layout to improve function
- What would be better to do AFTER closing vs. through the builder (like fireplace wall finish)



## Master Bedroom Oasis

A clean uncluttered oasis was Maria's vision for the master bedroom.

We designed a full upholstered bed with matching nightstands and dresser, all custom made by our local artisans.

The custom bench compliments the orange euros on the bed. The Comfort-Fit® chair was upholstered to match the bed spread.

Stationary drapes help frame the view out the picture window. We helped Maria and Mike select plants for the entire home at our local wholesale plant provider.

***We couldn't have done it without them.***

***We are very happy with the design team of Betty and Shawn.***

***Their assistance started with helping us through the design center process and the hundreds of interdependent decisions we had to make in a very short time frame.***

***Their marvelous assistance continued with furniture, unique accessories, rugs, paint colors, window coverings and even outdoor furniture.***

**Maria & Mike Miller, SaddleBrooke Preserve**



**Interior Expressions**  
DESIGN SHOWROOM

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AS FEATURED IN ...



Arizona Daily Star

THE WALL STREET JOURNAL

### New Cabinet Line

Because of many issues with a cabinet line we have been handling for a few years, we undertook the exhaustive process of finding a replacement cabinet line.

Adding or replacing a cabinet line is a huge decision because of the high learning curve. You might think all cabinet lines are alike, but that is far from true.

- Different capabilities and limits
- Different door styles and finish options
- Different terminology
- Different ordering and delivery processes

### Decision Process

Based on our experiences the replacement cabinet line must provide

- A. Price point lower than our top line (Fieldstone)
- B. Make their own doors (critical to replacing oops)
- C. Already shipping to AZ (know our climate issues)

### Plant Tour

Touring the finalist's plant was critical in our decision process. Fortunately, the finalist has their largest of nine plants in Kingman, AZ.

So Sara our primary kitchen designer and I toured their Kingman plant in September. My husband acted as chauffer.

The high degree of automation in the process helped us better understand the consistency of product and delivery lead-times. They typically have nine truck loads of product going to their Phoenix warehouse on a daily basis.

The Winner Is **Waypoint**  
LIVING SPACES

The plant tour sealed our decision to select Waypoint Living Spaces as our replacement cabinet line.

Waypoint's parent company is the second largest cabinet manufacturer in the county.

Waypoint has a more limited offering and a bit different construction than Fieldstone, but a lower price point.

We talked with many current Waypoint dealers from around the country and heard nothing but good things.

Give us a call if you would like to learn more, or visit their website. <https://www.waypointlivingspaces.com/>



A small part of the door inventory. Each door has an RFID chip so it can be tracked throughout the manufacturing process.



Hand sanding components between finish coats.

