

PERSONAL STYLISTS

Need help finding the right jewelry, handbags, sunglasses and shoes? Perhaps you should first find the ultimate accessory: a shopper to call your own. **BY ROBIN GIVHAN**

Some women talk about it openly. Others would never admit it. But the secret is out. Many of the chicest ladies in New York, Los Angeles and points in between are getting fashion assistance. It may come in the form of access to an Hermès Birkin bag in last year's most-sought-after color, blue denim, when a request at the boutique would result in, "I'm sorry, but we no longer accept orders for Birkin bags." Or it may consist of early access to next season's Armani, Dolce & Gabbana and Prada collections, highlights of which are wheeled into your hotel or living room for a private fitting. Each piece is in your size and paired with the right Jimmy Choo or Manolo Blahnik heels and a Judith Leiber, Fendi, Vuitton or Chanel bag to match.

For decades, women have relied on decorators to help them create environments that reflect their individual style. But in recent years, a different kind of expert—from a Hollywood stylist to an in-store personal shopper—has become a powerful tool for time-strapped women who believe a wise investment in their appearance ultimately pays big dividends. Prominent women from New York to Seattle to Dallas, including Candice Bergen, Nina Griscom, Cheryl Tiegs and Julia Koch, are now using experts to help them pull together their wardrobes, as they do when designing their homes, planning exotic vacations, organizing important parties or building their stock portfolios. Even the First Lady has looked to designers for fashion guidance.

Perhaps you still have the idea that only women who have to make regular strolls down a red carpet need a style ex-

pert—you know, the Goldie Hawns and Rene Russos of the world, actresses who find it natural to work with professional stylists. But not anymore. Today women with careers and children and social lives still want to look their best—occasionally even spectacular—and so, with little time or energy to spare, they turn to personal shoppers and image consultants who pride themselves on discretion, attentive service and an intimate understanding of how these women want to present themselves to the world.

These experts do what Jane Ross does for clients such as Russo, Hawn, Bergen, Maria Shriver, Kate Capshaw and Queen Noor. For fifteen years, Ross, who is based in Los Angeles, has helped stars with their public image and has outfitted them for those times when, she says, "my clients have to go out and be their 'name.'"

One of her most recent challenges was helping Capshaw dress for the knighting of her husband, director Steven Spielberg. What does one wear for an investiture? "Well, Valentino and Harry Winston, of course!" Ross says.

Because many of her clients are beautiful, accomplished and well known—just the kinds of customers most designers crave—Ross can get virtually any dress, any piece of jewelry, any shoe. But she gravitates to pieces that are "graceful." And she prides herself on working with women who have a clear sense of themselves, rather than a desire to look like a twenty-one-year-old ingénue. "The thing I try to have people take away is the beauty in their imperfections," she says. "Clients like to look smashing, but they all have real figures."

ILLUSTRATION BY JEAN-PHILIPPE DELHOMME

FASHION TIPS FOR FALL

Some of the sharpest seers in fashion and style share their wisdom on everything from the best looks for fall to how to avoid expensive shopping mistakes.

One of TIMOTHY POPE's mottoes is "Edit fashion. Collect style." A few tips on how to do so:

"Don't be a color coward. Buy the best bag you can afford, preferably a skin, but not in black, which says nothing about your style. Buy an Hermès bag in bright blue, red or olive green, my favorite because it goes with everything."

"Dress appropriately for your age. It's the best way to maintain a youthful image. The fastest way to age oneself is to dress much younger than one is."

"The key to elegance is perfect grooming and tailoring. It has nothing to do with fashion. A woman can wear Chanel couture from the '60s with new accessories and look timeless and modern."

"Let's not have black as a religion. Most evenings you'll walk into a benefit and disappear into a sea of black. The chic of a black dress is even more chic in chocolate brown or navy blue. What you wear shouldn't make you disappear, but give you a background."

"With jewelry and furs you have to purchase what's appropriate for your skin, eye and hair color. Chinchilla typically does not go with blond hair and blue eyes; wild mink, ermine or golden sable does. There has to be a marriage between luxurious things and what suits you. Jewelry should be bought with colored stones, but a redhead with sallow skin doesn't look good in emeralds. She should wear blues or reds, such as sapphires and rubies."

Perfect buy for fall and forever: "Chado Ralph Rucci ankle-length, double-faced, duchesse-satin trench coat in iridescent black and brown. It's for day and evening: It has as much chic as any coat I've seen in ten years." By special order from Neiman Marcus.

How to avoid a fashion faux pas: "If you're standing in front of the mirror and a little voice says that your outfit might be a bit too young or too adventurous, listen to the voice."

VISUAL THERAPY's dos and don'ts and fall must-haves:

DO edit your wardrobe before you go shopping. If anything is pilled, pulled or otherwise not fresh, get rid of it.

DO buy essentials at the beginning of the season and indulgent purchases at the end of the season, when they go on sale.

DON'T wait for the signature bag, shoe or belt, or it will be gone. If it does go on sale, the trend is over.

DO make your own inspiration book, as the designers do. Cut out your favorite things from magazines at the beginning of the season, and call the stores to see when they are coming in.

DON'T forget to update your hair and makeup each season.

Must-haves 1. A sharp suit for day by Helmut Lang or Gucci. **2.** A tuxedo, or *smoking*, for evening by Armani or Yves

Saint Laurent. **3.** A romantic blouse by Tuleh. **4.** An equestrian look by Michael Kors for casual wear. **5.** A Moulin Rouge look for black tie by Galliano or Maria Pinto at Bergdorf Goodman. **6.** A 1920s evening look by Maggie Norris Haute Couture at Bergdorf Goodman. **7.** A chocolate or light-blue velvet blazer by Marc Jacobs. **8.** A bag by Dior or Hermès that makes a statement to wear with all that black. **9.** A short, high-heeled boot by Gucci or Jimmy Choo to wear with everything. **10.** A great belt by Céline. **11.** A corduroyed sheared-mink peacoat by J. Mendel. **12.** A pointy pump by Prada or Manolo Blahnik. **13.** Shoulder-duster earrings in 22k gold, at fine jeweler Julie Baker at Bergdorf Goodman. Jaded, on NYC's Madison Avenue, has wonderful costume versions. **14.** A cashmere wrap for day (*not* a pashmina) by Agnona or Loro Piana.

MARIE CYPRIEN, who now works at the Scoop store in Miami, on fall essentials:

"A pair of Jimmy Choo knee-high boots. Short skirts are going to be in style, and they look better with high boots than high heels. But wear colored—not dark—stockings."

"A fitted knee-length coat. In any color, but I like black, camel and gray best. It will look great over pants, dresses and skirts."

"Blonds should wear camel on the bottom and black on the top. Pair a tight black turtleneck with a camel fitted pencil skirt and high boots. The late Carolyn Bessette Kennedy, who was a customer, always wore black with camel, with her blond hair in a ponytail. It's a perfect, elegant fall look."

"My favorite bags are by Anya Hindmarch and Tod's. I love Anya's square bag in chocolate brown, burgundy and black, with a short strap. I live for Tod's new big bag. Buy it in leather in camel or black, and carry it year-round. Once you have a great bag, a pair of shoes and a coat, you're done, because this is what people see first."

"I love this season's pants by Theory and Michael Kors, because they are perfectly cut. Wear them long; you should cover half of your heel to lengthen the leg. They look great with sling-backs, a sleeveless turtleneck or one of Michael Kors's big chunky sweaters."

CONSTANCE BRESLIN, a private shopper, on fashion basics:

"Use a personal shopper. If you don't hire your own, go to the department stores and use their shoppers. You shouldn't be intimidated or afraid they will push you to buy what you don't like. They tend to be very sensitive and helpful."

"Start with your hair, makeup and figure. If you're not happy with how you look without clothes, it doesn't matter what you buy or spend. If you figure out your best 'look,' then you can build a wardrobe."

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Stylists typically work with celebrities in their homes and help them put together looks for photo shoots and public appearances. They borrow clothes and jewelry. They mix in pieces from the star's own closet. But increasingly, they help noncelebrity clients too. One woman who probably never would have called on a stylist if she weren't a friend already is Cecilia Peck, the daughter of actor Gregory. A screenwriter, actress, award-winning filmmaker and the mother of one, Peck considers Erin Flanagan Lazard one of her oldest and dearest friends. And even though Lazard, a stylist/designer, has worked with Peck's father and other such high-profile clients as Jim Carrey, Geena Davis, Lauren Holly and Meryl Streep, Peck only turned to her for wardrobe advice about ten years ago, when she was nominated for a Golden Globe award for best supporting actress in the film *The Portrait*.

"I'd never worked with a stylist before. I was never really aware of the world of stylists, who would help you pick out things to wear to events where people take notice of what you're wearing," says Peck, who now relies on Lazard. (Lazard helped style her for a recent visit to the White House and for the Cannes Film Festival when Peck presented her documentary, *A Conversation With Gregory Peck*, there last year.) "The best thing about Erin is her sense of fun and the way she sees clothing as costume."

Lazard describes Peck's style as "aristocratic bohemian." And so she spends time combing vintage shops—and the treasure-filled closet of Peck's mother—for that one perfect gem in a pile of castoffs that will suit Peck's personality: a vintage Yves Saint Laurent couture coat, for instance, that Peck can wear with a pair of Alberta Ferretti pants.

"I always used to wear just black. I'd get a long, slinky black sheath, high heels and a great bag. But Erin has introduced me to color. She understands how to make an impression at an event, but my style is very classic, so she never pushes too far," Peck says. "Her best skill is knowing what feels right."

For professional women who don't happen to know a stylist already, the most common kind of fashion assistance comes from personal shoppers associated with a specific retailer. Holly Peterson discovered how helpful a professional shopper could be at Scoop, the specialty boutique with a branch on Manhattan's Upper East Side. Peterson is thirty-six, the mother of two and an editor-at-large at *Talk* magazine in New York. Fashion had never been a priority for her, but being stylish and well put together was. Like most women, she has a hectic schedule that leaves keeping abreast of fashion's ebb and flow at the bottom of her list of things to do. She reads—okay, she flips through—fashion magazines. "But I don't divine what I'm actually supposed to buy," she says. "There's no clear sign to me of what's in and what's out."

Lacking any sort of fashion battle plan, she consistently wore her reliable uniform: Ralph Lauren pleated trousers, one of her many classic cashmere sweaters and Gucci loafers. Acceptable. Dignified.

Then, two years ago, she met Marie Cyprien, a personal shopper at Scoop, who gives her clients tough-love lessons in fashion. Says Cyprien: "I told her, 'You have to let me help you. I'm going to shop around the store. You're going to try things on. And you'll see a big difference.'"

Cyprien put Peterson in leather pants, snug flat-front trousers and sexy little blouses. She perched her atop three-inch Jimmy Choos. Peterson murmured protests: the pants were too tight. She wasn't thin enough to carry off the look. But that passed. Fast. And the clothes felt good, and she felt great about herself in them. Cyprien, who had fig-

"My style is very classic, so she never pushes too far," says screenwriter Cecilia Peck of her stylist, Erin Flanagan Lazard. "Her best skill is knowing what feels right."

ured out fashion long ago, had just given Peterson the equivalent of a personalized crib sheet. Suddenly, everyone from Peterson's boss, Tina Brown, to the other moms on the playground noticed Peterson's new chic.

That more and more women are relying on shoppers to help them build their wardrobes, instead of just getting onetime advice, has spurred retailers to cultivate these relationships. In Chevy Chase, Maryland, Nancy Pearlstein, the owner of Relish, keeps a file noting the purchases of good customers, and she regularly gives them an early warning when something comes into the store that they might particularly like. And one of her sales associates will sometimes make a home visit to edit a client's wardrobe.

Indeed, real women can now get the star treatment, and it doesn't happen only in large stores. At Tender, in Birmingham, a wealthy Michigan enclave, special customers have access to what they call "the stash." It's the exclusive stock of breathtaking discoveries, the rare treasures. And only the smallest coterie of customers—about twenty-five in all—has access. They're the ones who call co-owner Cheryl Daskas their personal shopper. "It's a whole room of clothes that never go out on the floor," says Karen Daskas, who owns Tender along with her sister.

In the past, the stash has included butter-soft shearlings in the most uncluttered silhouettes. There have been extraordinary examples of Pucci and the naughtiest indulgences from Alessandro Dell'Acqua. Cheryl and Karen have owned Tender for eight years. It's the kind of cozy local boutique where clients and retailers, who often travel in the same social circles, call one another by their first names. In other words, Cheryl and Karen know and understand their ▶228

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clients. Karen travels to Europe to shop the collections. Cheryl stays behind and tends to the customers, especially her devotees.

"They're her stable of ladies," says Karen. "At the start of the season, they give her time to pull things together, and when they come in, she has a whole rolling rack of looks completely accessorized for them. Cheryl knows their styles, their sizes and where they have to stop; she knows that edge they can't go over." Cheryl also edits their closets; she recommends hairstylists, makeup artists, manicurists and facialists and even keeps her ladies up-to-date on the newest Pilates studio.

"One of her customers didn't want to give up a once-beautiful cashmere coat," Karen recalls. "The shoulders were wrong; it had moth holes in it. This is someone who runs a multi-million-dollar company! She has homes all over the world, a beautiful figure and is well traveled. But she can't dress herself." The sisters gently coaxed her to retire the well-loved coat.

And how's this for service? The husbands come in with their Christmas lists of fine jewelry and furs—items that Tender doesn't sell. Cheryl calls other retailers and makes selections that she knows her fans will love.

Karen goes to Europe with a shopping list: one of the ladies needs a knockout long black dress for an October wedding; another wants a new shearling for fall. They will be rewarded with straight-off-the-runway looks chosen just for them.

"Some of these women travel all over and see different fashion trends, but don't know how to translate them when they get [back to Michigan]," says Karen. Cheryl translates. And she makes their busy lives easier and more stylish.

There's no fee for these in-store shopping services—it's smart retailing, after all—but mostly you'll be limited to the merchandise the boutiques stock or can special-order. Still, these shoppers will sometimes go out of their

way to put the finishing touches on an ensemble. "We started selling shoes three years ago because no store in Detroit had shoes to go with our clothes," says Karen. "We used to call Barneys and Bergdorf and charge shoes to our credit card and have them flown in."

It was actually at Bergdorf Goodman last fall that Brook Lacour discovered the joy of a store's personal shopper. For the past twenty-five years, Lacour has lived on St. Barts, where she runs Sibarth Real Estate, an agency that sells and rents villas. "This is a tiny French island of nine square miles. We have boutiques, but they're for French women who can wear the tiniest clothes with sexiness and ease," she says. "But even if I didn't live on St. Barts, I would hate to shop."

She'd arrived in New York for a celebratory cocktail party. "I had brought something with me, but it was totally island, not New York." With literally only an hour to spare, she hit the city's boutiques. Bergdorf was her last, desperate stop before returning empty-handed to her hotel. And there she had her fashion epiphany. To hear Lacour tell the story, it sounds almost like a fairy tale as she describes the helpful personal shopper who became her fashion angel. Her shopper had been to St. Barts; she spoke French; she understood Lacour's sensibility.

Lacour emerged with an ensemble she describes as "very French, very Chanel": an elegant beige top with a simple black skirt—long, lean and with a sexy slit. The shoes were black, with a sharp toe and a high heel.

There also are personal shoppers who work independently and, for a fee, make house or office calls. Their resources include a variety of stores, private showrooms and couturiers. You pay for their services—either by an hourly rate or with a percentage of your merchandise's total cost. Judy Greenberg, a New York real estate agent originally from Virginia, turned to an independent personal shopper

about three years ago for a reason: she was preparing for her son's wedding. "I had looked in all of the stores... and I couldn't find anything that I thought was really special for the occasion," she says. "I didn't want anyone else to show up in the same outfit."

Her sister introduced her to Constance Breslin, who takes her clients directly to designer showrooms to have dresses custom-made. The New York-based Breslin, a former executive at Bloomingdale's, has been a personal shopper for about eight years.

"First, I set the parameters by getting to know the customer," Breslin explains. "What is your lifestyle? What was the best dress you ever owned? What was the worst dress you ever owned? What's your best color?" She also asked for Greenberg's budget.

Independent shoppers like Breslin can get things that don't appear in stores. And Breslin not only opens the doors to showrooms, she also oversees fittings and does all the worrying so that you can fret about something else.

Going directly to the designer has other advantages. You have the benefit of choosing from the entire collection, making a few adjustments to flatter your figure, maybe snagging a special color that wasn't offered to the public or even getting a certain python skirt that never made it into the designer's line. Thus, independent shoppers can afford you bragging rights. They can scour an entire city, even multiple continents, just to find you that very special something. They also have the muscle and the prestige of their entire client list behind them. As a result, they're among the first to get the call on, say, the new Fendi or Prada bag or the Manolo Blahniks or Jimmy Choos with lengthy waiting lists.

Says one publicity-shy, thirty-eight-year-old New Yorker about her shopper: "She gets hard-to-find items because she has lots of clients who can all afford nice things. She does enough shopping at Gucci and Prada

that people put aside things for her. She's got enough critical mass."

In this service-oriented culture, another kind of fashion assistance—a more rarefied aide—has also become popular. Meet the image consultants. They come to you and work almost exclusively from referrals. They can cost anywhere from \$200 an hour to several thousand dollars for a season's worth of advice. They pride themselves on being able to deconstruct your lifestyle and then build a wardrobe in which every item is in constant rotation. Their goal? To put an end to your fashion mistakes so that you never again find yourself owning a chartreuse leather miniskirt, a purple fringed poncho or awning-striped gauchos. They will bravely plunge directly into your closet, tossing out your worst embarrassments and identifying what's missing. *Le smoking*, perhaps?

And if you have more demanding needs, a few elite image consultants will immerse themselves in every aspect of your life. They might oversee the very design and construction of a new dressing room, for instance. They will help you to organize, synchronize and reach the equivalent of style nirvana.

Joe Lupo and his partner, Jesse Garza, run New York's Visual Therapy, a sort of rapid-deployment style unit. You might have seen Garza on the *Oprah* show. Giving much more than a onetime fashion update, they build wardrobes. They escort clients to the European runway shows. With a roster of out-of-town customers, they often have women who come in for the weekend and settle into the St. Regis or the Four Seasons hotels.

These style medics will already have scoured the stores, zeroing in on the suit or the overcoat that you may have mentioned you wanted and also pulling other pieces that might work with what you already own. While you're off somewhere having lunch, the clothes arrive in your hotel room, along with a tailor. Upon your return,

you select what you want; rejects are sent back to the stores, and favorites are shipped directly to your home. Need a hairstylist or a makeup consultation? Visual Therapy can arrange that too.

While some clients have shopping hurdles to overcome—they're particularly tall, perhaps—few of them are trying to figure out who they are. They all have great style, Lupo says. Some people just want to crystallize it or save time. Ultimately, "it's about feeling really good about who you are and where you are," Lupo says.

Just try asking New York-based Timothy Pope to explain precisely what he does for his twenty-two private customers. A better question is, What doesn't he do? He attends to anything and everything that "permeates one's lifestyle." He occasionally recommends interior designers, suggests architects, identifies the best stationery, locates the most sophisticated caterer—all to reflect your personal style.

After years spent working in various design houses, from Chanel to Geoffrey Beene, Pope launched his own eponymous business about seven years ago. He doesn't organize special events, except on rare occasions. He works on retainer, and he builds an "inventory" of style. His rule is that a woman should never find herself dashing out to shotgun-shop—hunting for a dress for a special party. She should "shop her inventory."

Half his clients also shop haute couture every season. Pope advises that one gets better value by buying a beautiful suit that can be worn day or night rather than by buying evening wear. He can make the purchase of a \$10,000 suit seem utterly logical.

One of his clients, Linda Bialecki, who runs her own New York-based executive search firm, began working with Pope even before he started his business. She already knew what worked well on her five-foot-ten figure. What Pope has offered, she says, is something akin to the ability to step outside yourself and be objective. "It's about having your

own set of eyes at about a five-foot distance from you. I've always been known for dressing well, but it's about discipline and focus and avoiding mistakes."

Before Pope became her consultant, he convinced her to buy a black Geoffrey Beene dress. She never wore dresses to work. She hated black. But he was able to see her in a way that she could not see herself. Eight years later, she's only just retired the dress.

Pope describes his relationship with his clients as both a friendship and a partnership. They come to him seeking not only his expertise but also value. His clients don't go to him to save money, but to save time—and that's priceless.

Pope offers what Bialecki calls magic. And whether you've missed the handout on the latest trends, figured out all of the mysteries of fashion by yourself or are desperately juggling executive responsibilities with charity work, a good style expert can help you to see yourself more clearly.

Indeed, after listening to so many faithful clients, even the most beautifully dressed woman might start to ask herself: Couldn't I look better? And couldn't I do it more efficiently?

Probably. But more than that, who couldn't do with a dash of magic in her life?

HOW TO FIND AN EXPERT

If you're looking for a personal shopper, one of the easiest ways to get started is to head to your favorite boutique or specialty store. Major retailers such as Saks Fifth Avenue, Neiman Marcus and Bergdorf Goodman have personal shopping services that are absolutely free. Loyalty begets loyalty, and so the more devoted you are to a single store, the more often that retailer will go all out for you, inviting you to trunk shows, luncheons and special events and sending you advance notice of new merchandise. At smaller boutiques, seek advice from a single sales representative. Explain that you're trying to build a wardrobe, and establish a

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relationship that way. Again, that sort of personalized service is free.

Shoppers associated with a particular retailer are best for those who want help only with selecting clothes and who have a particular affinity for a certain store. If you want more variety, consult an independent personal shopper. If you're looking for someone to edit your closet, travel with you to a fashion show and comb the globe for the perfect strand of South Sea pearls, you need an image consultant.

For an independent personal shopper or an image consultant, expect to pay either an hourly rate starting at about \$150 or a flat fee based on the total cost of your purchases. Typically, the flat fee is 20 percent of your total. Make sure you understand the payment formula up front. If you expect your purchases to be minimal, the consultant will most likely charge you by the hour.

The most exclusive image consultants work only through referrals and typically require a retainer of several thousand dollars. But they will be your personal guide to living a perfectly organized life. Unless you already know someone who's part of this inner circle, your best bets are an inquiring mind and diplomacy. Quietly ask around for suggestions from friends and acquaintances who always seem wonderfully turned out. Mention your desire for counsel while attending a trunk show, for instance.

Following are the contact numbers for stores and consultants (those who are accepting new clients) mentioned in this story: **Bergdorf Goodman's** personal shopping department, 212-872-8757. It also has a Solutions department (212-872-8772), which offers a broader array of fashion services. **Constance Breslin, CLB Associates**, 212-988-2829. All **Neiman Marcus** stores offer personal shopping services, 800-937-9146. **Timothy Lloyd Pope Consultants**, 212-535-2647. **Relish**, 301-654-9899. **Saks Fifth Avenue** has a Fifth Avenue Club in every store. For locations, call 800-871-

7257. **Scoop**, 212-535-5577. **Tender**, 248-258-0212. **Visual Therapy**, 212-315-2233; www.visual-therapy.com. ❖

Fashion Tips for Fall

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"Accessories are back, so use them. I'm an Hermès scarf addict. Scarves add panache to a well-cut jacket. A classic dress looks great with a multicolored strand necklace. It doesn't have to be expensive, but the layers of accessories add style."

"Forget casual Fridays. That trend has led to a breakdown in how people dress for work in general. To get ahead, you need to look your best. You don't have to spend a lot of money. Banana Republic and Gap are great for classics like slim pants and sweater sets, which look fantastic with an Hermès-style bag."

"Find investment clothes. Spend a lot on one beautiful, classic outfit or bag that you'll have for years."

Stylist-to-the-stars JANE ROSS's six-step shopping program:

1. Great black clothes are everywhere. Buy what suits *your* figure. Go to Valentino, Gucci, Yves Saint Laurent, Michael Kors and Ralph Lauren, and buy two outfits for day. Buy quality. **2. Boots are a must.** From Yves Saint Laurent, Gucci or Calvin Klein. Make sure they go with the outfits from tip No. 1! **3. Buy one evening dress.** (Don't forget the shoes and bag.) The look should be simple and sexy—lace, chiffon, feminine and modern. **4. Go to the Gap, Banana Republic, Club Monaco, Kors** and buy inexpensive pants and great white T-shirts to go with your cashmere sweaters and chic coats, boots and evening bag from tips Nos. 1, 2 and 3. **5. Whatever you wear or buy, try to use it as a uniform.** Pretend you're packing for a trip and can take only the best black pants, the best boot. Live in your clothes...until next season! **6. Remember to be polished.** Have your legs waxed and your nails done, but let the wind blow through your hair. Nothing is more attractive than confidence and freedom. ❖

Fashion and Shopping Information

RUFFLES AND RIBBONS

Page 102: Judith Leiber champagne Del-fina bag at Judith Leiber boutiques, NYC, 212-327-4003, Las Vegas, 702-792-0661, South Coast Plaza, CA, 714-549-7117. Valentino Garavani mules at Valentino boutiques, NYC, Beverly Hills, Palm Beach, FL; or call 800-785-2347. Chanel ballet flats at select Chanel boutiques, 800-550-0005; select Neiman Marcus stores, 800-937-9146. Marc Jacobs Charleston clutch at Marc Jacobs, NYC, 212-343-1490, San Francisco, 415-362-6500; Bergdorf Goodman, NYC, 800-558-1855. Gucci Aramis pumps at Gucci, NYC, 800-234-8224. Valentino Garavani frame bag at Valentino boutiques, 800-785-2347. Jamin Puech Valentin bag at Jamin Puech, NYC, 212-334-9730; Bergdorf Goodman, NYC, 800-558-1855; Bloomingdale's, NYC, 212-705-2000.

GOING COUNTRY

Page 106: Coach Hamptons Carryall at Coach stores, 866-262-2440. Céline shearling muffler at Céline, NYC, 212-486-9700, Beverly Hills, 310-273-1243. Tod's moccasins at Bergdorf Goodman, NYC, 800-558-1855; Tod's boutiques nationwide, 800-457-TODS. Michael Kors rubber boot bag at Jeffrey New York, NYC, 212-206-1272; select Saks Fifth Avenue stores, 212-753-4000. Prada leather bag at Prada boutiques nationwide, 888-977-1900. Ralph Lauren Footwear equestrian boots at Bergdorf Goodman, NYC, 800-558-1855; Neiman Marcus, 800-937-9146. Lambertson Truex Boxcar tote at Emma Gold, L.A., 323-651-3662. Michael Kors corduroy handbag at Jeffrey New York, NYC, 212-206-1272.

GREAT LENGTHS

Page 110: Etro lamb's-wool quilted jacket at Bergdorf Goodman The Men's Store, NYC, 800-558-1855; Springers, East Hampton, NY, 631-324-8840; Marc Laurent, Toronto, 416-928-9124. Brunello Cucinelli zip-front cashmere sweater at Bergdorf Goodman The Men's Store, NYC, 800-558-1855; Mitchells, Westport, CT, 203-227-5165; or call 212-750-2990. Loro Piana napa-leather jacket and turtleneck at Wilkes Bashford, San ▶ 230