



### COMPLIMENTS

Listen, you're doing something right!

Unexpected compliments from strangers are the endorsement that what you're wearing is attractive and appealing. And that is a gift to others. People feel good when they see something they like.

The hardest part is feeling comfortable with compliments, Accept them, and enjoy them.

### FOCAL POINT

The color of your eyes and the size of your feet - for the most part - don't change. Invest in colors that make your eyes look great and your skin tone healthy. Buy deep in the color that does that the best - and let that be your signature. Choose shoes that make your leg look great, your back smile and choose a color that doesn't distract from your overall appearance.



HRH Elizabeth II

Richmond, Virginia - 2007

### ANN WALLACE

When I was young I used to have melt downs in the department stores. I couldn't find clothes for my petite, busty frame. They were all designed for tall, slim and A cups.

When I took my first job on Wall Street, my Aunt Alice took me shopping, because my mother was tired of the drama. We had success - and for the first time in my life, I was comfortable in my skin.

When my marriage failed, I went to recover at Ann Taylor, and discovered I had a talent of helping ordinary women dress extraordinary. When the First Lady of Virginia needed help to choose clothes to receive the Queen of England - she asked to help her, and it was an honor.

ANN GRACE WALLACE  
RICHMOND, VA  
(804) 467-5693  
[ANN@ANNGRACE.NET](mailto:ANN@ANNGRACE.NET)

ANN GRACE & CO.  
APPEARANCE COACHING



BE BEAUTIFUL. INSPIRE.

When a beautiful woman walks into the room,

Men stand taller,

Women try harder

And children are proud.

Your beauty is a gift. Share it.





# WHEN YOU LOOK YOUR BEST, YOU'LL DO YOUR BEST.

## SMILE.

Beauty starts with the soul, sparkling in the eyes and revealed in smile.

## IMAGE I.Q.

### CONTRAST

Contrast coaches you on the color combinations you should wear. Are you low, medium or high.

## ORGANIZED CLOSET

Since we can't live naked, clothing is a must. Organizing the clothes we have increases their utility and saves us money.

HAIR/SKIN

EYES/HAIR/SKIN

LOW

MEDIUM

HIGH

**LOW (SAME); MEDIUM (SIMILAR)  
HIGH (OPPOSITE)**

Here are my top thoughts on organizing your closet:

- 1) Get everything off the floor. Keep it off the floor.
- 2) Sort everything by color - with blacks at one end and whites at the other. Don't sort by style - Skirts, pants, tops, dresses - grouped by color.
- 3) Switch out hangers to these attractive Home Shopping Network phenom - \$20/ for 20 - ask for them for your birthday. They're neat, compact and keep everything on the hangar.
- 4) Identify the colors you wear most, they're the ones you buy the most. If you wear something a lot, plan to buy it's replacement. Buy 2 if you wear it a lot - one to wear one for spare.
- 5) Hang as much as you can. And use these hanging shelves to hang your tops - sort again, by color. Lightest to darkest.
- 6) Hang your shoes if possible - on the door, or in a linen shoe rack. If you'll see it you'll wear it.
- 7) If something is a treasured piece, move it to the attic.
- 8) If you don't wear it, let it go, gladly.

## NECKLINE

Unless you have a very long neck, open up your neckline - it creates a space around your face and let's people in. Fill it in with a necklace - of the right length and proportion for your body shape. See: [www.shiningknightjewelry](http://www.shiningknightjewelry) for styling tips.

## PANT SHAPE

Pants should serve one purpose - help you look tall and slim. Make a date with yourself and spend the time to find a pant that does that. Be loyal to the brand, buy what looks good. Don't skimp on pants.

Silhouette - Boot Cut, Straight, Cropped

Waist - High, Medium, Low

*Contrast: Low*

*Neckline: Open*

*Facespace: Creates a focal area for her eyes*

*Talbots - Spring 2011*

**WARDROBES ARE BUILT,  
NOT BOUGHT**

*Buy clothes that work for 9 months*

*Divide the price by 9, that's the price per month you will wear something - for one year. If you'll wear it more than one month, divide it by 18.*

*Shoes, black pants, and bras have the lowest cost per wear.*

