

the *IMAGE* MAKERS

Outside of flagship department stores, Washington is full of stylists making over the District one skirt and suit at a time. Here, a snapshot of a few favorites.



TONI GLICKMAN
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Toni Glickman grew up styling and shopping for friends and family. At the tender age of 14, "I specifically remember putting outfits together for my friends in my boarding school dorm and reading fashion magazines instead of studying," she says. Since then, she has gone on to work with a wide range of clients from royal figures, celebrities and diplomats to stay-at-home moms handling virtually any kind of fashion emergency. As a consultant for Burberry's complimentary Private Clients service, Glickman continues to work with Washington heavyweights looking for unique pieces from the legendary fashion house.



MELISSA BROWN
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After earning her styling chops as a top personal stylist for Nordstrom's Designer Apparel, Melissa Brown went on to open Lockstitch Style in 2011 where she caters to a wide range of clients from journalists to athletes and CEOs. Brown views fashion as art and works with each client to enhance his or her own personal style. "My favorite part of being a personal stylist is that moment when my clients look in the mirror and finally recognize that this stylish confident person looking back at them was always there," she says.



ALISON BESHAI
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This Northern Virginia native started styling professionally four years ago and has since been named to several local "best" lists. Two years ago, she opened her eponymous styling shop where she helps men and women update their seasonal wardrobes or find that perfect piece for special events, whether it be at department stores, local boutiques or showrooms around the world. "There aren't specific designers I work with for all of my clients," she notes. "I base the places I shop and the designers I work with on the client's personal style, lifestyle, budget, etc."



LAUREN ROTHMAN
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As a familiar expert on television, radio and in print, Lauren Rothman is well known in style circles. Though her clients run the gamut, most tend to be attorneys and politicians who look to her keen eye to dress them for the office. "First impressions are important for everyone and I work one-on-one with men and women to help them identify the right clothes and accessories for their lifestyle," she says. Oftentimes, this has Rothman mining department stores or working directly with designers to find that right piece.

BEST PRACTICES

MAKE THE MOST OF YOUR TIME WITH THESE TIPS

LAUREN ROTHMAN

Block out time on your calendar and put your phone on vibrate. It may sound fun to bring friends or family but too many opinions can make the "personal" part of the experience challenging.

MELISSA BROWN

Separate your wardrobe into piles: love, might need alterations, doesn't fit anymore, and "I'm not strong enough to part with it so I hired a stylist to help me ditch it!"

ALISON BESHAI

Don't lose yourself. Your stylist should be refining your style. Your stylist should be refining your style not completing changing it. Make sure you still feel like yourself in the end.

TONI GLICKMAN

Find out what sort of clients the shopper caters to. There's nothing worse than being styled like Ozzy Osbourne when you want to look like Queen Elizabeth.