

Career Opportunities

Succeeding In Style

(NAPSA)—For an increasing number of smart Americans, the way to success is very fashionable.

That's because they've discovered the advantages of becoming at-home fashion consultants.

To help, one legendary fashion house has developed a clothing collection specifically for home sales, and is now recruiting fashion sales consultants to get the items into the hands of fashion-conscious consumers.

Buying a wardrobe with all the comforts of home has become the new way to shop says Jose Solis, design director of Bill Blass New York.

The consultants tend to be women who create their own clientele through connections they have cultivated within their community or professional lives, Solis explains.

Consultants have access to a collection of new designs for about a week, four times a year: spring, summer, fall and for holiday time. They can decide to sell via private appointments, evening parties, teas, luncheons or whatever works best for them and their customers.

Continuing the company's heritage of designs that are timeless, yet fashionable for the home sales collection, designer Jose Solis takes classic elements and makes them sophisticated and modern, yet feminine. "It's classic with a twist," he says. "All the styles and colors work together in a new and interesting way."

Solis creates designer level products with all Italian-made fabrics such as luxurious cottons, silks, cashmere, organza and suede. The collection includes day-wear and eveningwear, all available in sizes 2 through 16. Prices range from \$75 to around \$850. There are jackets, pants, skirts,



DRESSING FOR SUCCESS: Becoming a fashion consultant can be a beautiful way to build a career.

shirts, sweaters, knit tops, dresses, gowns and coats. Each is made with the Blass motto in mind: "A woman should never be compromised by what she wears."

The sales consultants receive instruction in a selling methodology which emphasizes customer service, relationship building and styling. This knowledge is expected to give them the tools they need to ensure customer satisfaction and maintain a solid client base. Consultants earn a 25 percent commission on everything they sell. This is a full-time job with very flexible hours, so a lucrative business can be built around a busy lifestyle, by persons who understand fashion and have a discerning eye for quality.

To learn more, prospective consultants can write to Emily Brown, Bill Blass New York, 512 Seventh Avenue, 27th Floor, New York, NY 10018, e-mail ebrown@billblassny.com or call 212-869-9569, extension 223.