



# The Women Behind The Design

By Rachelle Lind

For nearly 35 years, the Jenkins Interior Design Group has been transforming houses into homes filled with comfort, beauty, and impeccable design. In a world filled with hectic schedules, important decisions, and unexpected twists and turns, what could be more cathartic than pulling into your driveway, opening your front door, and stepping into your own personal sanctuary...your home.

The Jenkins Group was founded in 1982 by owner Mary Lozano Jenkins. Her enthusiasm for interior design and her passion for helping people fall in love with their homes spurred her decision to open her own interior design business. With 14 years of previous experience with a national design firm and managing over 365 designers nationwide, Jenkins was ready to focus her talents on her own home-based firm where she could serve a wide range of clientele and spend less time away from her family. In fact, Mary's two daughters, Jessica and Jennifer began helping out their mother as early as high school, and today, both work full-time as designers as a part of the Jenkins Group.

"When I decided to open my own business, it was based purely on my passion for decorating," explained Mary. "I love transforming people's homes and offices, transforming them into these spaces that allow the individual to become a more productive and happy person."

In order to be successful in the interior design business, it's paramount that the designer and client are able to communicate effectively and understand and agree on an end goal. Mary, Jessica and Jennifer pride themselves on the relationships they are able to form with all of their clients. They are always willing to go above and beyond, incorporating their talent and eye for design with the client's wants and needs.

"We treat our clientele like family, and they quickly become our friends," explained Jessica. "Our main goal is always, always, always to make them happy."

In fact, one of Mary's clients is actually Jessica's godmother, further proving the point that the relationship established through the experience of design can last for a lifetime.

"We have a strong foundation that was built upon our client referrals and repeat customers," added Mary. "We truly value those relationships and understand that our clients are putting a lot of trust in us and our talents. It's a very rewarding experience for both us and the client, every time."

There are many reasons why someone may seek out the services of an interior designer. Perhaps you have a brand new home and you need to purchase everything from living room furniture to window treatments. You may not know even where to begin. Or maybe you've lived in your home for 30 years with no plans to move, but you're desperate for a change. Where do you start? The Jenkins Group is a full-service design company that can provide decorating and remodeling services (cabinetry, flooring, countertops, tile, backsplash, etc); de-cluttering and organization; accessories (artwork, lamps, mirrors, florals, rugs, pillows, throws, etc); the selection of lighting, paint, furniture, bedding, window treatments; and much, much more. There is no job too big or too small; too simple or too complex. Any design job is a job for the Jenkins Group.

In the beginning of the design process, clients provide the



like to accomplish. Mary, Jessica, and Jennifer make sure that they fully understand why the client wants to make a change, the time range in which they would like to see the job complete, and their budget. They then help the client take into consideration a multitude of variables including current house décor, pets, ages of children, etc. to open up the world of design and ensure that they are making the best possible selections to achieve their end goal. Then, when all parties feel comfortable and are in agreement, the Jenkins Group is ready to take the reins.

With a working relationship with over 7,000 trusted vendors, the Jenkins Group can make the perfect selections in order to meet the vision of the client.

"Our vendors have been with us for many years, so we can always trust the products and services that they are providing, and in turn, our clients can enjoy peace of mind that they are receiving only what we consider the best," explained Mary. "We deal with the ins and outs and minor details so that the client does not have to. It's one of many of the huge advantages of our services."

Another advantage is that of the mother-daughter dynamic. Mary is proud to have established within her business. The three women work extremely well together, providing clients with the added benefit of the experience and expertise of three designers in the form of one. Their unique talents, interests, and specialties are combined to achieve a result that best suits the patron.

"We are lucky to have each other and constantly use each other for support and guidance," explained Jessica. "When one of us is out of town or indisposed, we know that we can rely on the other to make certain what needs to be done always gets done. It's easy to pass the baton to someone else when you know that it will be handled just as competently as if you were still in charge."

In addition to traditional interior design and remodels, the Jenkins Groups also offers unique services including "Hire for a Day" and "Magical Makeovers." "Hire for a Day" allows you to hire a designer for a day to participate in idea sessions, paint and design consultations, even to go shopping together for the day. This experience can help open your eyes to your home or office's potential, allowing for new ideas to surface.

"Magical Makeovers" are one of the Jenkins Groups most popular and fastest growing services. The concept of a "Magical Makeover" involves redesigning an entire space using the accessories and furniture already in your home. The transformation can be truly amazing – all you need is the talented eye and fresh perspective of a Jenkins designer. A "Magical Makeover" can also entail the addition of new pieces into an existing space to give it an added special touch.

Linda Hausenfluke, a client of Mary's, speaks extremely highly of the designer and her involvement throughout the entire design process.

"My favorite part about working with Mary is that she truly listens to me," stated Linda. "My style is different from a lot of other clients she works with, but she understands my vision and knows exactly what I want. Mary is also very involved throughout the entire design process. She uses great vendors who do excellent work, and she's always here, checking on the progress constantly."

Michelle Sepulveda, a client of Jessica's, echoes the sentiments of Linda, noting that Mary's daughter, Jessica, is much like her mom, with a true eye for design.

"Jessica did a lot of work for us, she basically designed our entire living room with everything from rugs to accessories, table settings, artwork, furniture and more," Michelle stated. "Anything you show or describe to her, she's quick to know your style and help you understand what you're thinking even before you can figure it out yourself. She's very easy to work with, very friendly. And she definitely has a gift."

Jennifer, like her mother and sister, has nothing but excellent reviews from pleased customers. Jeanne Conger had nothing but kind words when asked about her experience with Jenn, claiming "Jenn exceeded all expectations. She brings many ideas to the table, not only capturing the wanted vision, but also taking the time to listen to what you are trying to achieve and then expand on it."

The Jenkins women are all extremely talented and have more combined experience than any potential client could hope for, but even more importantly, they are kindhearted, trustworthy and hardworking individuals. The Jenkins Interior Design Group is successful because of their ability to work together as a team with unique talents with one common goal – to create a beautiful space full of meaning and life for each and every client.

**The Jenkins Interior Design Group**  
210.490-0161  
thejenkinsinteriordesigngroup.com