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HOME ACCENTS TODAY

MAY 2023

THE BEST AND THE BRIGHTEST

Meet our 2023 Retail Stars

See which new products shined in High Point

Celebrating the best in independent retail



2023 Retail Stars

2Modern, Mill Valley, Calif.
Anthem Interiors, San Francisco
Banana Manor, New Orleans
Bide & Burgeon, Spokane, Wash.
Bountiful Home, Easton, Md.
Calypso 968, West Des Moines, Iowa
Clive Daniel, Naples, Fla.
Christopher Collection, Birmingham, Ala.
David Lyall Home & Design, Lancaster, Penn.
Decorum, Norfolk, Va.
Delight In Designs, Grand Rapids, Mich.
Furnitureland South, Jamestown, N.C.
HER, Indianapolis, Ind.
HomeGrown, Haverford, Penn.
IBB Design Group, Frisco, Texas
Interior Illusions, West Hollywood, Calif.
J & B Home Decor & Gifts, Elkhart, Ind.
Kenneth Ludwig Chicago, Chicago
Kindel & Co., Saugatuck, Mich.
Leon & Lulu, Clawson, Mich.
Mustard Seed Home, Blowing Rock, N.C.
Oasis Home, Asbury Park, N.J.
Obellsk, Springfield, Mo.
Palacios, San Juan, P.R.
PS Home Boys, Palm Springs, Calif.

Welcome to *Home Accents Today's* Class of 2023 Retail Stars. This year we celebrate 25 of the best and brightest independent home décor retailers across the country that excel in the areas of visual merchandising, social media and online initiatives, community interaction and outreach, in-store events and business building—all of which distinguish them from

the competition. The nomination process included retailer submissions as well as those from vendors, all of which were vetted by *Home Accents Today's* editorial staff. On the following pages, many of this year's Stars shared their most successful retail ideas, the mantra they live by, and the accomplishments that make them most proud.



While 2022 had moments of economic uncertainty, consumers were ready to reprioritize and reconnect with their living spaces and sought authentic retail experiences only you could provide. The return of in-store browsing and sales have re-established the powerful connection between buyer and seller, creating new opportunities to provide remarkable service and authentic customer experiences. We've all navigated various challenges since 2020, but the presence and support of retailers like you have brought consumers back to the storefront.

Visual merchandising, social media and community involvement are all cornerstones of retailer success, but your determination and remarkable service are what make you stand out to your customers, surrounding community and *Home Accents Today*. Congratulations to all who have made this list – you are a remarkable reflection of the best and brightest in our industry. We're proud to celebrate your well-deserved success.

— Bob Maricich, CEO, International Market Centers

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retail stars

IBB DESIGN FINE FURNISHINGS

Frisco, Texas

Shay Geyer, co-owner
and designer



Shay Geyer

Retail Star Quality:

This full-service fine furnishings store and design center offers both high-quality home furnishings and interior design services. The merchandise mix spans a diverse mix of branded luxury home décor and accessory items that are hand-selected from markets around the world by the company's in-house team of professional interior designers.

Mantra: The mark of a really good designer isn't pinpointed to one specific aesthetic but instead their ability to design for each individual client. It's all about the look and the quality, and how that room is going to function for them. The key to harmony at home is to live amongst what you love.

Social media strategy: One of IBB Design's primary marketing channels is social media, where we share our designers' projects and spotlight our in-store vignettes to show our clients how living in style can be easy. We use Instagram (@ibbdesign) to give our customers insight into our home design projects and see behind-the-scenes photos as well as let them know about the latest furnishings arriving daily to our store.

Business highlight: The highlight of my career is working with my mother, Beth Rafferty, IBB Design Fine Furnishings' founder and highly regarded interior designer. My mom has always inspired and motivated me, which evolved into a passion for interiors and interior products. Each day is an opportunity for me to learn and grow from experiences that enrich my life as a designer.



The merchandise mix at IBB spans a diverse mix of branded luxury home décor and accessories.