

Fashion Outlook

What's in a mane?

New styles mean spring's in the hair

By Joan Lebow

"Don't tell me," sighed the friend with a freshly permed touse she spent months growing out to shoulder length. "The new look is back to short and straight."

It seems my downhearted friend had drawn the wrong conclusions from recent widely publicized photos of Glenn Close. The blond actress has shorn her foot-long fatally attractive

ringlets and is wearing sleek, short waves.

Close's coil does embody some of the new trends in hair styling, but not because her hair is long, short, curly or straight. What's new about her "do" is that it's more contoured and polished.

Choosing a hair style that's in proportion to the latest clothing fashions is not a matter of picking a uniform length or texture.

Hair for spring, say the experts, is more strategically placed and purposefully styled. Shapes are smaller and neater. Styling aids are increasingly important for keeping hair shaped and directed.

"There are subtle touches that make hair different this year," says Helen Oppenheim, an international journalist and lecturer who specializes in hair-fashion trends. "It's a matter of how the hair is placed with

products such as gel or mousse. Hair is twisted and sculpted into shapes."

If the softly sculpted hair styles of today seem reminiscent of the 1950s and '60s, that's no coincidence, according to Oppenheim, who is also a producer of "HOT," a hair-trend video magazine.

"There's a whole generation of young women who have never seen hair so controlled," she says. Some of the styles look like set hair that hasn't been combed out.

Hair that is more controlled needn't be stiff or harsh-looking. "Hair will be softer, not as spiked. It

will be closer to the head and have fewer hard edges," says Kim LePine, creative director for La Coupe salons in New York and Montreal. "There will be a lot of little details to the hair," she adds.

Often the details are delicate. One of LePine's innovations for La Coupe, for example, is a style that mixes a few cascading ringlets with straight hair. It's a look meant to complement the innocent florals, curvy skirts and other romantic elements in spring ready-to-wear.

A similar sense of detail and pur-

posefulness is seen in the short, dramatic styles created by Sebastian International in Woodland Hills, Calif., and offered nationwide in affiliated salons. The Sebastian artistic team "molds" and "carves" short hair with gels and other styling aids to frame the face. Bangs are curved and wisped into uneven sprigs.

Curly and straight hair are both treated to the same kind of guidance and strategic design. Sebastian's styles are meant to be "whimsical" and "flirty," buzzwords that also appear in virtually every description of spring fashion and beauty trends.

But there is also a glamorous feeling to top hair stylists' latest offerings. "Hair styles are reminiscent of the Hollywood classics era with a 1988 flair," reports a spokeswoman for Horst & Friends International in

Minneapolis. Horst stylists have created face-framing waves and curls that sometimes look very set. Straight, shiny hair is slicked into neat chignons; even voluminous, curly hair is shaped into a halo-like circle around the face.

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Home
Post Scripts



By Glenda Hughes, Sales Rep.

873-0300

Suddenly a whole new era of understanding has taken place under our home roof. With the recent event of my hubby joining me in the REal Estate Profession, he can now identify with my past years of frustration, joys and fulfillment. Our kids now share conversations of the two of us in the same business - and it is an all consuming dialogue! Clients' expectations take up a lot of our time for it is sometimes very difficult to judge what is important to them on a scale of 1 - 10. Certainly, we know that a list of criteria is almost always inconsistent with what a client finally purchases, but it is still a mystery as to where to draw the line in what we perceive to be suitable houses for them.

Many, many times, people who ask for in town homes, end up purchasing country homes and visa versa. This is the nature of the business - trying to second guess our clients. As my son would say - "Who do you think I am - Kreskin?" Sometimes, we feel like that and this is where the fun begins. Is the main floor family room really important or will a basement rec room do the job? Is a fireplace a "10" on the list, or could it only be a "5"? If trees are important on a town lot would country be more suitable? Does one have to have four bedrooms or is three OK? The combinations are endless and we sure have to dig out what is important for each and every client.

What a challenge it is and how rewarding it is to find the perfect home! Probably, one of the worst things we must face is price. Probably nine out of 10 clients want more features in their homes than their budgets can afford. Usually about \$20,000 worth! Here we must make some unpopular decisions - for we can throw a client into a turmoil by showing them homes out of their quoted price bracket. If we show it to them, and they fall in love with the home - what do we do now? If we don't show them the property, they can become increasingly frustrated with what we are currently showing them and decide to forget the whole thing.

When I write \$20,000 down on a piece of paper, it sounds like an incredible amount of money, but in reality, it is not all that much when worked into a mortgage. A simple rule of thumb for carrying mortgages, is \$10.00 per \$1000.00. Actually, with the mortgage rates being as low as they are at present, this is a little on the generous side, but it is a good guide. So, \$20,000 more is obviously \$200 per month. This is the cost of 2 evenings out on the town for a couple! Not a very big sacrifice when it comes to buying your dream home, is it! You will spend more time in your home than out on the town - so look at that end price with different glasses on and try to remain calm when you do finally find what you have been searching for.

May the luck of the Irish be with you this month while you are home searching and being a four leaf clover in your pocket. "Kreskin" we are not.

Homes Sold Creatively

THIS WEEK'S MORTGAGE RATES

AS OF FEBRUARY 25, 1988

	VARIABLE	1 MO. OPEN	3 MO. OPEN	6 MO. OPEN	9 MO. OPEN	12 MO. OPEN	2	3	4	5	7	10
Bank of Nova Scotia	9%	9%	9%	10%	9%	10%	11	11%	11%	11%	-	-
Bank of Montreal	9%	9%	9%	10%	9%	10%	11	11%	11%	11%	-	-
Canada Trust	-	9%	-	-	9%	10%	10%	11	11%	-	11%	-
C.I.B.C.	9%	9%	-	10%	9%	10%	11	11%	11%	-	-	-
Halton Comm. Cr. Union	-	-	-	-	-	-	-	-	-	-	-	-
T.D. Bank	9%	-	9%	10%	9%	10%	11	11%	11%	-	-	-
Royal Bank	9%	9%	-	10%	9%	10%	11	11%	11%	-	-	-