
Episode Title: Kay Volmar: How She Renovated a 1912 Florida Cottage Into Her Forever Home

Episode Description:

When it comes to finding your forever home, location matters. After stumbling upon her dream location during a family vacation to Florida, content creator Kay Volmar knew she'd live there one day. After returning to New York, Kay began searching for a home online and purchased a 1912 cottage sight unseen. What came next was a long-term renovation filled with highs and lows. In this episode of The Better Buy, Kay shares the biggest lessons she learned along the way including the power of patience and positivity.

Episode Type: Full

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Episode Transcript:

Music begins.

Mélanie Berliet (Voice Over):

Welcome to The Better Buy, a new podcast from Better Homes & Gardens. I'm your host, Mélanie Berliet. Each week, we talk to experts about the highs and lows of home ownership, and share stories, advice, and practical tips you can actually put to work in your own space.

In this episode, I'm speaking with Kay Volmar, who left New York for a small town in Florida that she fell in love with on a whim. There, she discovered the perfect 1912 home to restore to its former glory through her sophisticated, simple style while sharing her journey with her massive social following.

Music fades out while Kay's voice fades in.

Melanie Berliet:

Thank you so much for joining me, Kay. We're thrilled to have you here.

Kay Volmar:

I'm happy to be here. Thank you so much for inviting me.

Melanie Berliet:

Of course. Can you tell us the story of your most recent home purchase? You were vacationing in Florida, I believe, when you stumbled upon a gem of a town that you just couldn't resist. Is that right?

Kay Volmar:

Absolutely. That is the story. You got it. So basically, my husband and I, we were vacationing in Disney World. And you know when you're in a hotel and those commercials come up, and they're kinda, like, advertising local places that you should visit. And so the town came up and it was so reminiscent of the Northeast, where we were from. And I honestly was not familiar with that version of Florida. I was kinda used to, you know, those pre-planned communities where everything was kind of similar. And so when I saw the commercial come up and saw that the town was kind of, like I said, a little bit more reminiscent of where we were from I said, "We gotta go see this. We absolutely have to go see this. This is what we're doing today." So, jumped in the car, drove out here. And as soon as we entered the town, just got a complete vibe and said, "This is definitely unique. This is a place to be. This is so different. And, you know, could imagine ourselves living here.

Melanie Berliet:

Fascinating. And did you intend for that town to be where you would live primarily?

Kay Volmar:

There really was no, real intention of moving to Florida at the time. It was always, like, a pie in the sky idea. But never anything concrete. As with most people from the northeast, every year between, I would say New Year's and until the weather breaks, "I gotta get outta here."

Melanie Berliet:

(laughs)

Kay Volmar:

"I gotta get outta New York." We can't wait until one day, we can leave. But there was never any definitive plan until, like, after retirement. You know? And so you go through it...

Melanie Berliet:

Yeah.

Kay Volmar:

...every single year. And that was kinda what it was. It was like I said, pie in the sky and there wasn't anything really definitive about actually leaving. Then when we came here and visited the town, and saw how historic it was, the location in terms of it being lakeside. The artistic nature of the town, the variety of homes, the architecture. It just felt good. It felt right. And then I kinda got the idea in my mind that a move needs to be made, and better now than never.

Melanie Berliet:

Right. I 100% feel you on that itch to leave every single winter as a longtime New Englander, by the way.

Kay Volmar:

Right. Right.

Melanie Berliet:

What's so interesting to me is that you fell in love with this town first, and then you decided to house hunt virtually from New York in Florida. Can you tell me about the process of virtual house hunting?

Kay Volmar:

So the process of virtual house hunting was easy because I was motivated by the location. Coming here

and visiting the town that one day, I couldn't get it out of my head. And so once that happened, it was really easy to go online and just kinda, like, search, and dream, and obsess and, and think about life being completely different someplace else. I guess it started as kind of a fantasy, and just imagining what life would be elsewhere. Being a native New Yorker, although I loved many aspects about the Northeast and, you know, growing up in Queens and being able to go into the city, I was never a fan of the weather. I always felt like the winters were kinda brutal, and so in the back of my mind I always felt like I wanted to move to Florida someday anyway. And so, I just kind of obsessively and compulsively looked at listings. And then this one came across my screen. I asked my mom and my stepdad to come and take a look at it. They live about a hour and a half away. They came and looked at it. They took some photos, sent them over, and at that point we had 10 days to do our due diligence, to come down and make sure the home was worthy of purchasing. We put down the deposit, bought it sight unseen, entered into the contract and agreement, and then had 10 days to come down, inspect it and make sure that it was all good, and to move on with the purchase. And so that's basically how it went. So, there was no, like, really extensive online search. I didn't see a bunch of homes. Kind of just saw this one. This was the only one that I had them come and see. I just had a good feeling about it, and basically that's it.

Melanie Berliet:

You trust your mom way more than I do, I'll just say that. (laughs)

Kay Volmar:

(laughs) Well, there was another part of it. And she's great, but I also had to come down and make sure that it was okay too. So...

Melanie Berliet:

Did that make you at all nervous, buying a home sight unseen?

Kay Volmar:

Well, again, the motivating factor was location. There was some concern, obviously, but at that time, with *Fixer-Upper* and things like that being really big, there was a lot of confidence instilled in many of us that, you know, you can make something out of anything. You know? I had a lot of confidence based on the transformations that I was seeing online, the transformations that I was seeing on television. We know good and well that it's not true in real life and that these things don't happen in an hour.

Melanie Berliet:

(laughs)

Kay Volmar:

But, (laughs) but at least you know that it could happen, eventually.

Melanie Berliet:

You also gave long distance home reno a try for over a year, I believe. Can you tell us everything about that process and what you learned throughout? And maybe what led you to realize that maybe that wasn't gonna work out?

Kay Volmar:

First, let me say that I do think that long distance home renovation is possible. It just wasn't possible in this case.

Melanie Berliet:

I love that you maintain positivity on that front. (laughs)

Kay Volmar:

Well, it's true. It's true. Every situation is unique. So I would never want to speak against it because it could happen differently in someone else's case. I mean, some of it has to do with budget. If you're working with a whole lot more money and you can hire a construction firm with a solid project manager and your budget is kind of endless, and it's someone who you trust, that's a little different, you know? You expect a certain level of workmanship. When you're doing things on a budget it's not necessarily easy to do. Um, Initially, the home was going to be used as a vacation home, and then eventually become a primary residence. And so we hired this company to work on the renovations and they would send us photos, you know, of the updates. And those photos were kinda, like, strategically shot so that it looked like work was being done when it wasn't necessarily being done correctly.

Melanie Berliet:

Deception through photography? (laughs)

Kay Volmar:

Absolutely. It was like- it was smoke and mirrors. They would take photos that were angled a certain way.

Melanie Berliet:

Right.

Kay Volmar:

But there was a larger part of the story that I really never got to see. So what I've never really talked about before is the fact that there was a lotta damage that was caused. They didn't have a dumpster and so basically everything that was in the house was dumped on the side of the house. The air handler for the old air conditioning system was completely ruined because they dismantled it. They didn't cover any of the hardwood floors, so all of our hardwood floors had to be refinished. There was a lot of plumbing issues. So two of the floors in the bathrooms collapsed. I mean, it was thousands and thousands of dollars worth of damage.

Melanie Berliet:

Wow. And they weren't sending you photos of the collapsed floors?

Kay Volmar:

No. In this particular case, it would've been easier to, or at least for me, to be there on site. Also, I'm a very visual person and very, very hands-on. And so sometimes, I need to be able to make a decision on the fly while I'm standing in the room. And so, uh, I'll give you an example. Like, the bathroom, I have a large walk-in shower. Originally, it was a garden tub there that has been converted into a- a large walk-in shower. And, I sketched everything out, of course. Even with all of the plans that I sent them, everything was, was sketched out to a T. But sometimes, you kinda need to be there to say, "You know what? Uh, I don't really think that works in this space." Why don't we shift this? Why don't we change this? And since home renovation is very, organic and it's a living thing, sometimes it's hard to do it from a distance. It's easier to be there because a ton of decisions needs to be made on the fly. So after that, after the floor collapses, all of the damage to the hardwood floors, the AC unit being tore up, so much damage on the side of the property from them not having a dumpster, Oh, and also some materials had been stolen...

Melanie Berliet:

Oh no.

Kay Volmar:

I kinda went into a bit of a depression. I was really sad about the whole thing and I knew at that point that a decision had to be made. You know, what happens next? Do you continue (laughs) working with, with a company remotely? Do you move on and find another company? Do you pursue some kind of legal action? Or do you basically just say, "You know what? Now's the time to do something different." To just, like, you know, go all out, leave this life in the North and take this tremendous leap of faith, and manage this project, and live. Why not? Especially if it's something that has been a desire for a while.

Melanie Berliet:

So all of the drama actually ended up being your impetus for making the big move.

Kay Volmar:

Absolutely. I mean, there was a period of about six months after visiting the property and seeing all the damage that I kinda went into a depression because it was basically a farce and thousands of dollars in damage had been done.

Melanie Berliet:

And once you did get down to Florida, I read that your very first move was to paint your door a color that you loved so much that you would smile every single time you walked through it. Can you talk to me about that and how it sort of inspired you to figure out what came next?

Kay Volmar:

Okay, so I had a lot of ideas in my mind of what needed to be done. But the house in New York had not been sold yet. So number one, I was limited financially. And, number two, I wasn't completely sure what was going to happen on the inside at that point. And then, number three, I had not been able to find reliable contractors to work with. So I decided to approach it like that age old adage, "How do you eat an elephant? One bite at a time." And so the first step was to work on the front porch. After switching out the door to some, one that was a little bit bigger and doing a couple of other modifications on the porch, decided to paint the door a very happy color. And what that color did was give me hope. It kind of reminded me, every time I pulled up, of what the house would eventually become. The rest of the house, inside, was a complete disaster. The house outside of the porch was a complete disaster, so I took a lot of tight shots that were only of the porch. (laughs) And I knew I wanted it to be a happy place, a vibrant place, and a very light and airy place. And that's what the color represented. It represented happiness and hope.

Melanie Berliet:

I love that you say you took those tight shots of just the porch, the pretty part.

Kay Volmar:

Right.

Melanie Berliet:

Because, in a way, you were mirroring what those deceitful contractors did, which is kind of hilarious. (laughs)

Kay Volmar:

Exactly.

Melanie Berliet:

(laughs)

Kay Volmar:

No, that's exactly it.

Melanie Berliet:

The power of angles, right?

Kay Volmar:

The power of angles and you know, I guess we can parallel that with our lives in general. We share the pretty parts. And...

Melanie Berliet:

Right.

Kay Volmar:

...at the time, you know, I was in a very transitional period in my life. And so I kinda felt like I was the porch, and I was like, "You know what? There is a lot here to work with." And so, in a deeper sense, this house has been very spiritual for me and, and has paralleled other things in my life that I've kind of transformed as well. That was the beginning. The beginning was a nice, pretty porch.

Melanie Berliet:

I love the house as a metaphor for who you are. You've also said that the renovation took five years, and that you don't regret the length of time at all. I'd love to hear more about the importance of patience, as you embark upon a renovation.

Kay Volmar:

Uh, Melanie the renovation's still going. So...

Melanie Berliet:

(laughs)

Kay Volmar:

(laughs)

Melanie Berliet:

It never ends, right?

Kay Volmar:

It does not end. So, the meat of the renovation took a good six years. I mean, there are still things that are going on now. Like, we got a porch last year. Painted the siding at the end of last year. What's next is landscaping, and irrigation, and there is just so much more that needs to be done. There are decisions that you need to make organically when you're in a space. And at least personally, I don't feel like that could be done in the beginning on the fly.

Music fades in.

Mélanie Berliet (Voice Over):

We'll be back with more from Kay Volmar after the break.

Music fades out.

[Mid-Roll Break]

Music fades in.

Mélanie Berliet (Voice Over):

Welcome back to The Better Buy, a podcast from Better Homes & Gardens.

Music fades out.

Melanie Berliet:

Since you're in a home that dates back to 1912, can you tell me a little bit about what you do to preserve the glory of an older home?

Kay Volmar:

Absolutely, I can. So, I really spent a lot of time thinking about how to fit in, into the neighborhood from a historical standpoint. Every home on the street is unique. A lot of the homes in the area are historic. And so, you know, I really wanted to honor that history by my renovation reflecting that era. My home was built on a few times over the years. So there's a bit of a Frankenstein thing going on here. So I wanted to make sure that the parts that were built, you know, in the '80s more mirrored the parts that were built in the early 1900s. And so, tried to make it feel like one large home instead of several smaller homes.

Melanie Berliet:

If you had to guess, how many ghosts would you say live in there?

Kay Volmar:

Hopefully zero.

Melanie Berliet:

(laughs)

Kay Volmar:

(laughs)

Melanie Berliet:

What would you say is your favorite room in the house at this stage?

Kay Volmar:

Hmm. I would say my favorite room in the house is probably the sunroom that I am sitting in now. And the reason why is because I'm a huge fan of natural light. There are a ton of windows in this room. It's right next to the pool. So I sit here, I work here, I get to have, like, a large water feature in the background, kinda like flowing. So this is definitely my favorite room.

Melanie Berliet:

Kay, can you tell me where you find inspiration?

Kay Volmar:

So I followed a number of bloggers, back in the day. And by back in the day I mean, like, you know, in 2012, 2011, when blogging or home decor blogging was in its infancy. And I was also, like, a big Pinterest fan. So I could spend hours, and hours and hours pinning on Pinterest, and I would say that Pinterest is still a huge motivation for me whenever I, you know, have an idea. Just the tiniest elements of an idea, the inkling of an idea, I go onto Pinterest and I'm able to develop an entire plan based on that. To me, I think it's a great source of inspiration. I also find a lot of inspiration on Houzz. Print publications. Um, and honestly speaking, I've been a huge fan of Better Homes & Gardens for many, many years.

Melanie Berliet:

Oh.

Kay Volmar:

I think that they are like the Bible of-

Melanie Berliet:

We love that.

Kay Volmar:

They are like the Bible of home decor.

Melanie Berliet:

We kind of are. And so once you get all of your inspiration and you're ready to tackle a project, I'm curious how you decide when to DIY and when to hire.

Kay Volmar:

Oh gosh. You know, I have become a lot more balanced about hiring of late. Because DIYing is wonderful in theory, but the older I get, the more conscious I am of how I expend my energy. And a lot of times, I just don't have the energy to DIY a project, at least not at full scale-

Melanie Berliet:

Can I just say that is such a good point? Because DIYing, it's not just about the financial cost. It's about the cost of your bandwidth. I love that point.

Kay Volmar:

Right, right. And, and you know how fast things move in today's age, especially as a content creator. I just don't have the bandwidth to do it. And so I will hire out a project a lot quicker than I used to. Before, it was kinda like, "Yeah, I can do anything." But that's just not true anymore. I'll do a smaller project, a craft project, a piece of furniture. Just like really small and confined things. But anything that's really large scale most of the time I will not DIY it. I will hire it out. I actually just finished working on a renovation at my mom's house that involved a lot of painting. Something like that I'll do, but, um, I'm not building cabinets or putting on my own roof.

Melanie Berliet:

Yeah, and there's no shame in, in hiring out a task to a professional.

Kay Volmar:

No. It's actually smart to do. I mean, the trades are a no-brainer. That's always something that's going to be hired out, electrical, plumbing, unless it's, like, super minor. But, um, any large scale project, definitely I lean more towards, hiring out. And being kinda just, like, the creative force behind it. I think it's just more efficient.

Melanie Berliet:

I think you're right. Can you share some of your favorite money-saving home tips?

Kay Volmar:

Thrifting furniture is definitely one. So, like I said, they're are DIY projects that I will do, and they have to be really simple though. There are designer pieces that I'm influenced by, that I love, and I think you save a lot of money when decorating when you can thrift a piece of furniture or thrift a piece of art and breathe new life into it. Given that it doesn't take, mm, too much time to do. That's probably the biggest one for me. I will say, conversely, another way to save money is by not spending or buying things because they are inexpensive. That's the other part of it. So, I find that, over the years, I may say, "Oh, okay, I saw this on," I don't know, let's just say Facebook Marketplace. No shade. I love Facebook Marketplace. And I'm like, "Okay, well, you know what,, it's only \$100." Let's say it's a couch or something like that. And it doesn't really fit, and I'm just trying to make it work because it's only \$100. And then, the next thing you know, I'm tired of it, I don't like it. It wasn't a good fit to begin with, but I wanted to save money where I should've just went ahead and purchased what I wanted in the first place.

Melanie Berliet:

Such a good point.

Kay Volmar:

So (laughs) in some cases it's great to thrift things and to kinda, like, make things work.

Melanie Berliet:

Yeah.

Kay Volmar:

And in other cases, when it comes to pieces that are, like, nearer, and dear, and close to your heart, that are really functional, again tying into that whole point of giving a space time, giving a home time before you commit to certain things, you know, sometimes you have to spend for a piece that makes sense. If not, you are wasting money along the way...

Melanie Berliet:

Right.

Kay Volmar:

... trying to make things fit just because of cost.

Melanie Berliet:

Yeah, just because it's a good deal doesn't make it a must-buy. You've got to trust your instincts on that front.

Kay Volmar:

Amen. (laughs)

Melanie Berliet:

Is there an item you can think of, when it comes to designing your home, that is usually worth splurging on?

Kay Volmar:

Yes. Yes. I believe that good art is worth splurging on. I think that there are certain statement pieces, preferably ones that are not trendy at all, things that are, are a classic, that need to be splurged on., I adore art. I'm obsessed with it. I live in a very artistic town and I believe in supporting local artists. And I feel like if you find a good piece that's special, that resonates with you, I say splurge on it and it will stand the test of time. Comfortable seating is number two because I'm a big time lounge. Like, we lounge a lot at this house. And so, you know, I have a really great fluffy couch that I love to take naps on. I don't feel like we should sacrifice when it comes to seating. Now, seating, like you know, an office chair or, like, dining room chairs, that's something else. But, like, couches, and mattresses are things that absolutely should be splurged on, in my opinion, 'cause these things kind of, like, affect your life.

Melanie Berliet:

Yes, you deserve to be comfortable

Kay Volmar:

And your health.

Melanie Berliet:

I would agree 100%. And so does my rear.

Kay Volmar:

(laughs)

Melanie Berliet:

(laughs) What are some of your favorite tips for designing small spaces in particular?

Kay Volmar:

So I'm a bit of a minimalist, even when it comes to larger spaces. So when it comes to smaller spaces, I think the focus should be, in my experience, on texture. Less pieces that are more textural will add to the warmth of a home, will add to the coziness of the space. So wherever you can add texture, do that. That can be brought in through plants, that could be brought in through textiles. That could even be brought in through art. Don't overcrowd the space, but add as much texture as you can. I'm a big fan of open and airy. So for my vibe, less things with more textural pieces.

Melanie Berliet:

Less things but more plants. I love your point that plants add texture.

Kay Volmar:

They absolutely do.

Melanie Berliet:

I do not think people associate plants with texture, necessarily, so...

Kay Volmar:

Plants are, are huge. They can definitely make a space. Like right now, I have, you know, this tremendously

long lipstick plant sitting on top of my refrigerator. I have plants all over the place. Texture, texture, texture and living things. To me, plants evoke life. You know? So even if you're feeling, like, physically or mentally dead, like, you know, exhausted and you look around, and you see these gorgeous living things around you, they breathe life into you and then... You know the whole cycle or circle, vice versa, and you breathe life into them.

Melanie Berliet:

Yes, you c- you really can't go wrong with a plant.

Kay Volmar:

You cannot.

Melanie Berliet:

So do you have any advice for people who want to make their space feel more welcoming?

Kay Volmar:

What makes a space feel more welcoming is how you feel about your space. And so if I feel completely comfortable about my space, I think I'll give off that energy to people who come into my home. There are homes that I may go into that some people may not consider professionally designed. But, my goodness, the warmth is there. The vibe of the family, the hospitality of the individuals who I'm coming to see, I think that is more important than what you do aesthetically. You can have the most beautifully decorated home, but if the host isn't welcoming or if they're, like, you know, extra anal about, you know, putting your foot on the couch or whatever it is, it would make it (laughs) less welcoming if y- you know what I mean? I just feel like, really, the vibe in the space...

Melanie Berliet:

Mm. Yeah.

Kay Volmar:

...and the happiness of the home is a big determiner of a space being welcoming.

Melanie Berliet:

Yeah. That's well said. Would you say that the 1912 home you're currently residing in is your forever home?

Kay Volmar:

I am not sure. I definitely feel like this is my forever location because I love...

Melanie Berliet:

Mm.

Kay Volmar:

... being down here and I love the town.

Melanie Berliet:

I love the notion of a forever location. I think you just invented that.

Kay Volmar:

It's, (laughs) again, I definitely think that it's important to buy, first and foremost, for location and for lifestyle. You can always change the house, but you can never change the location. So as long as you are where you

wanna be logistically, then you can move around in that area. And that's the cool part about buying for location, because you can kinda shop around in the area and say, "No, I actually like this street a little bit better." Or, "I prefer to be by the water." Or I like, you know, "This is a little nook in this area, or a little, you know, cul-de-sac that I appreciate a little bit more." So it's definitely my forever location.

Melanie Berliet:

Really good point, Kay. If you could give one piece of advice to new homeowners, what would it be?

Kay Volmar:

Again, location is very important, um, number two, don't believe what you see on Instagram or on social media because it is primarily smoke and mirrors. And I know that, as people say, that comparison is the thief of joy. (laughs) So don't get hung up on comparing your home and your situation with what you see online, because for every made up and well-decorated and clean, and clutter-free room is three more in the background that are cluttered, messy, and beds aren't made. So, I would say that anyone looking for a home or looking to decorate their home needs to realize that home takes time, and that time is only determined by you. There is no set amount of time that you need to renovate your home. Now, just a step back, I used to be so gung-ho about fixers. It was all about fixers. And I feel like some people feel pressure to buy something that is older or that needs to be fixed up, and they wanna conquer it, and they wanna create it into something that it was not. And that's great, but there's also a lot of beauty in buying something that is new and that doesn't need to be fixed up as well. So (laughs) you know, I would definitely recommend that. Everyone's path is individual and, you know, if I was to ever buy again, who knows? It may not be a fixer. It may be something that is built, that, you know, is already ready, that has the characteristics that I'm looking for, but that doesn't have the stress of fixing up an older home or a home that needs to be fixed up. So I would say just focus on your individual journey and your individual path. There are no rules. Just do what is right for you, in your family, in your situation.

Melanie Berliet:

And remember, social media is all the right angle. (laughs)

Kay Volmar:

All the right, just like those contractors that were robbing us blind and tearing up our house...

Melanie Berliet:

Yeah.

Kay Volmar:

(laughs) ...I'm not saying that social media is that, but I'm saying that there is a way to take a photo and to show only the best angles. I like to say that it's just kind of like a snapshot, or a Cliff Notes, or, you know, a highlight reel.

Melanie Berliet:

Right.

Kay Volmar:

You just have to kinda look at it like that. (laughs)

Melanie Berliet:

100%... So I'm gonna wrap things up with a series of quickfire questions.

Kay Volmar:

Alright.

Melanie Berliet:

Alright, here we go. What does home mean to you in a single word?

Kay Volmar:

Peace.

Melanie Berliet:

Spacious lawn or large basement?

Kay Volmar:

Lawn. I'm an outside person.

Melanie Berliet:

(laughs) Super high ceilings or lots of natural light?

Kay Volmar:

Oof. Both. (laughs)

Melanie Berliet:

Whoo. You can't have both, Kay. You gotta pick one.

Kay Volmar:

Okay, okay, okay. Oh, gosh.

Melanie Berliet:

(laughs)

Kay Volmar:

Natural light. I have to go with natural light.

Melanie Berliet:

Bath sheets or regular towels?

Kay Volmar:

Bath sheets.

Melanie Berliet:

Top sheet or just the duvet?

Kay Volmar:

Oh, goodness. Top sheet.

Melanie Berliet:

This one's, it's very controversial, that question.

Kay Volmar:

Top sheet. Top...

Melanie Berliet:

(laughs)

Kay Volmar:

... sheet. (laughs)

Melanie Berliet:

Neighbors or privacy?

Kay Volmar:

Ooh. Privacy.

Melanie Berliet:

Bowls or plates?

Kay Volmar:

Bowls.

Melanie Berliet:

Brass or steel?

Kay Volmar:

Brass for now. (laughs) Antique brass.

Melanie Berliet:

I like the caveat.

Melanie Berliet:

Pom-poms or tassels?

Kay Volmar:

Tassels.

Melanie Berliet:

Amazing, Kay. This has been so much fun. Can't thank you enough for joining us today. We had such a great conversation and I think you really, really provided so much context to your particular journey, and also so many great nuggets for our listeners.

Kay Volmar:

Oh my goodness. Well, thank you guys so much for having me. It's been an absolute pleasure speaking with you. I am so honored to be able to sit here and to tell my story. Like I said, I'm a huge fan of Better Home & Gardens, and it's been amazing to be on this journey and to be able to share it with you guys. So thank you so much for having me.

Melanie Berliet :

Thank you.

Music fades in.

Mélanie Berliet (Voice Over):

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