



Heather Scott Home & Design

Business Profiles

The corporate world was not cutting it for Heather and Scott Harkovich, so the two traded in their briefcases for bookshelves and opened a home décor boutique in Northwest Austin.

Combining Heather's background in art history and Scott's entrepreneurial skills, opening Heather Scott Home & Design seemed like the perfect way to please them both.

The couple had stable jobs (Heather did marketing for Jaguar cars in North America and Scott was a director of automotive consulting for JD Power and Associates), but they wanted a more creative career that could also serve as a hobby. After realizing there was an underrepresentation of home décor boutiques in the area, the couple decided the Arboretum would be a prime location. Their goal was to sell decorative items that could not be found at chain retail stores.

"We have a niche with certain manufacturers and have gained exclusivity with their product lines in Central Texas," Scott said. "People are looking for unique products, and they are not going to find our products at other stores in town."

The store offers pieces of transitional style, which lies somewhere between traditional and contemporary genres. This style encompasses more of the home décor spectrum, allowing customers of all tastes to find furniture and accessories that suit them.

The couple operates the store seven days a week with a little help from family members, allowing them to give customers personal advice about home décor.

"If you have a personal passion around what you do, people can see that," Scott said. "With hourly workers, it's sometimes not their first desire. We have an invested interest [in home décor]."

The Harkoviches spend their free time redecorating their own home, experimenting with different styles and visiting home stores when they travel.

Heather studied at the Interior Designers Institute in Newport Beach and gives personal consultations to her customers. She first meets with the customer to get an idea of what products they are looking for and then compiles a floor plan layout with suggestions for fabrics, furniture, paint and accessories. Heather can arrange for the furniture to be placed in the customer's home or lets them do the arranging themselves, depending on their preference.

Seeing the newly renovated room is Heather's favorite part because she strives to make customers happy in their homes.

"Your home should be your oasis and where you are most comfortable," Heather said. "We have lots of products and accessories to give homes personality and style, and we hope to bring more happiness and joy to that environment."

Finding a few new pieces to accent their home can make customers appreciate what they already have and really pull a home together, Heather said.

Vendors:

- Seda France Austin-made candles
- Vanguard upholstered furniture made in North Carolina
- Gracious Goods - decorative accessories
- Jamie Young Lamps
- Square Feathers Pillows - custom monogram and color options
- Mariposa handcast aluminum serveware (platters, spreaders, napkin rings, napkin holders)

Products:

- Furniture includes buffets, armoires, chairs, tables and bookcases
- Lamps
- Accessories including wall art, mirrors, candles, floral and structural items



Owners Scott and Heather Harkovich

