



PHOTOS: PETER STIGTER

Find everything from the perfect lipstick to inner peace with our glam guide to upgrading your life

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TIDY UP YOUR STATE OF MIND

Milestones often inspire reflection. **Olivia Stren** starts by considering her handbag

A few weeks ago, I turned 40. At the dawn of middle age, I have spent too much time bemoaning the passage of time. My mother is French, so nostalgia for all that is irrecoverable has proven both hobby and birthright. (I know, I shouldn't blame my mother. I'm too old for that now.) I should not despair: A recent study piloted by the University of Alberta found that people are happier in middle age than they are in their late teens or early 20s. I shared these musings with a particularly fabulous friend in her early 40s: "You know when I had confidence?" she replied. "When I wore a belt for a skirt at 21 to go to nightclubs."

Those partying days—when I used to shower to go out at *midnight*—are long gone. And I've made peace with that; in fact, the prospect of clubbing now strikes in me an unholy dread. After all, I have a toddler and a husband now and a career that juggles writing and teaching. But if I have not arrived at the kind of ever-grateful, advice-dispensing, wise-person-on-the-mount season of life, I did expect to have at least mastered certain other things, especially now that I'm a parent. At this age, I hoped to have a sensible probiotic regimen, the ability to locate important documents without flirting with a

nervous breakdown and a less conflicted relationship with both my closet and French pastry. So, in the interest of happiness, peace and other things (like health and not dying), I decided to engage in some serious self-improvement.

In the past year, spates of bestselling books have been released, designed to cash in on our collective unhappiness. Amy Cuddy's *Presence* theorizes that changing your posture and body language can make you happier; Angela Duckworth's *Grit* posits that what determines success and fulfillment is not talent but rather the ability to persevere and finish projects; *Better Than Before*, Gretchen Rubin's latest book, advises that changing habits will make you a better, happier person. And there's Marie Kondo's *The Life-Changing Magic of Tidying Up*, which has sold more than six million copies worldwide and has been spun into a Japanese television drama: I particularly love when Kondo states that if the inferior, disorganized among us can finally clean out—or "energize"—our closets and learn the correct way to fold socks, we will find peace and joy.

I should mention that I have so far lacked the grit to finish any of these books. They are currently sitting next to my bed causing guilt—and clutter. I am an Opener, not a Finisher, to borrow a

piece of Rubin-ese. After what I have read, I can say the books have managed to make me feel Worse Than Ever Before—like a sort of hunch-backed slob who immediately needs to take up Pilates and flossing, a more respectful relationship to hosiery and a more ruthless affiliation to cosmetic samples. Maybe it's time I made peace with my own deficiencies?

Instead, I chose to summon the grit to pursue some of the proposed regimens. I followed Kondo's counsel and dug through the rouge-mottled depths of my cosmetic bag, excavating never-worn eyeshadows fit for the glamorous nightclubbing I never really did. I went through a woolly, well-pilled pauper's grave of J.Crew trouser socks, maternity tights, scratchy drugstore stockings I bought when I couldn't find the overpriced Swiss pair of Fogal tights buried lumpily behind them, the ones I likely failed to locate because they were joylessness folded. As I held a pair of tennis socks, attempting to re-fold them tenderly and appraise their ability to spark joy, as Kondo advises, I wondered: How do I feel about these socklets? When will I ever play tennis again? Furthermore: What is joy? Shouldn't I know this by now? Maybe I'll know sometime. But "sometime," says Kondo, means never. *Continued on page 7*





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# Rock a chic summer suit

Balance work and weather with these heat-wave-approved two-pieces

Temperatures are soaring, there's a pitcher of sangria chilling in the fridge and, despite the park begging for a perfect picnic spread, the 9-to-5 grind must go on. Sigh. One way to bring the weekend to the workday? A lighter-than-air, summer-ready suit. For their pre-fall collections, designers revamped the blazer/trouser combo with laid-back upgrades: slick slouchiness at Jason Wu, fanciful floral prints at Givenchy and a frilly, poppy-red take at Gucci. All easy, breezy and totally cool. —*Jillian Vieira. Photography by Paul Weeks*

SMYTHE JACKET, \$595, PANTS, \$395, HOLT RENFREW



RAVEN + LILY JACKET, \$198, PANTS, \$140, RAVENANDLILY.COM



DIANE VON FURSTENBERG JACKET, \$620, PANTS, \$550, MATCHESFASHION.COM



MARCIANO JACKET, \$198, PANTS, \$168, MARCIANO.COM



## KNOW YOUR EMERGING DESIGNERS

Vejas Kruszewski is one to watch.  
Bonus: He's Canadian

While other teens on the cusp of turning 20 are figuring out what to do with their lives, Vejas Kruszewski was travelling to Paris to present his clothing line to a panel of judges that included Karl Lagerfeld, Phoebe Philo and Marc Jacobs as a finalist for the 2016 LVMH Prize.

After starting Vejas two years ago with the aim of subverting traditional clothing shapes, the Montreal-raised, Toronto-based self-taught designer became the youngest person ever to be shortlisted for the prestigious competition. "We're trying to go into it prepared and keep moving forward with our normal schedule," Kruszewski said in the days leading up to the big announcement. "Too much anxiety isn't productive!" (Update: A week later, Vejas was awarded a special prize of €150,000 and mentorship from the LVMH Group.)

Kruszewski is accustomed to doing a lot with a little. Production runs on a diminutive team consisting of his business partner, Saam Emme, 22, and a small but mighty roster of interns and contract workers. "Stretching limited resources and learning to work within those confines is challenging," explains the designer. "Our objective is to continue pushing the limits of what we can do creatively."

Thanks to the LVMH nod, sales and awareness have increased. "The visibility and the legitimacy of that stamp of approval brought out a lot of interest this season," says Emme. International retailers like Opening Ceremony are stocking Fall 2016's gender-fluid slouchy jackets and drawstring backpacks, as well as grommet-accented jeans and shirts. "I don't know if you could pinpoint a single type of person who buys the clothes," Emme remarks. "Our ideal customer is someone who can feel like a better version of themselves in the clothing." —*Veronica Saroli*

## 4

### EMBRACE THE SOPHIE EFFECT

When Sophie Grégoire Trudeau is getting dressed for a big occasion, she turns to fashion insider Jessica Mulroney. In honour of Canada Day, Mulroney breaks down our First Lady's best homegrown fashion looks

Jessica Mulroney and Sophie Grégoire Trudeau were friends long before they entered into a stylish partnership that turned Canadian brands Lucian Matis and Sentaler into household names. "I live in Toronto, she's in Ottawa, so Sophie puts her outfits together," explains Mulroney, who eschews the term "stylist." "I'm more of the link between her and Canadian designers. It's like we're girlfriends. We just have fun." —*Veronica Saroli*

A state visit in Washington, D.C., on March 10. Wearing: Lucian Matis

"In Washington we didn't want to stay with well-known designers; she had worn Erdem in the fall. We wanted designers like Lucian that were more unknown to the American market."



The G7 Summit in Japan on May 26. Wearing: Tanya Taylor

"You get lots of requirements for these big trips about what you can wear. You have to be covered in a certain way; you can only wear certain colours. This custom jumpsuit was pretty and easy for her to wear while walking around all day."



A state dinner in Washington, D.C., on March 10 Wearing: Lucian Matis

"Sophie wanted something that represented her style—she's young, vibrant and attracted to colour. In photos, the purple Lucian Matis dress didn't come out the way it looked in real life. It's a beautiful detailed gown, but it was even more spectacular in person."

A press gala in Gatineau, Quebec, on June 4. Wearing: Untld

"Untld is so up-and-coming and cool. We were trying to find a moment for that dress—we had it in 'the vault' for maybe a month. With a lot of looks we don't always know when they're going to be worn, but when they do, they make a big splash."



An awards dinner in New York on March 16. Wearing: Pink Tartan

"I love the idea of showcasing a Pink Tartan tuxedo in New York. It was something that looked edgier with the red lip. The clutch was hand-beaded by Aboriginal women; it's originally from Aldo."



5

LEARN HOW TO ACCEPT A COMPLIMENT

Kate Carraway on the importance of realizing your worth

One of the best video clips I've seen to date (that didn't involve sweet dogs or insane children) features Beyoncé on a daytime talk show. The host, mid-sentence, says, "You are Beyoncé," and Bey responds, "Thank you." She thanks the interviewer like her *own name* is a holy site. It's a tiny accident during a random publicity opp—but I loved it.

I already do something like it. When my husband says I have pretty eyes, and I'm feeling like a scam, I say, "I know!" I'm good with compliments when I've earned them, but not about things that come easily, or genetically. But my eyes are big and blue and surrounded by long, black lashes (this is a statement that women—you, right now—are socially conditioned to understand as "bragging"), and just jokingly agreeing with the compliment gives me a blast of relief, having undone one little knot in the complex system that's been fixed in place to make women feel bad about existing.

Receiving compliments well—without shame, equivocation and origami-awkward body language—can be hard. It's supposed to be. The cultural construct of femininity suggests women avoid seeming like we're okay with ourselves. The show *Inside Amy Schumer* featured a sketch about women responding to compliments—on clothes, pregnancy, promotion—with responses like, "Little? I'm, like, a size 100 now," as though they could take the compliment only under duress. And lately it seems that raising other women up has become another side of the same compulsion: We no longer like anyone, we "totally love her!" because she is "the best." To be the right kind of good, we are supposed to be a little bit less, and make someone else a little bit more.

But you can't take a better salary or get into a better relationship without first accepting a compliment—it's the ground level of acknowledging your own value. So, street harassers aside, the next time you're greeted with positive attention, say thank you, once, and keep it rolling. Appreciate that the person delivering the admiration invoked the will to say something, because, in the same way that taking credit can feel off limits, so can vulnerability. And should the spirit move you, return the favour. If a Cool Teen compliments your amazing shoes, you have an obligation to tell her how to avoid paying retail for designer.

Once you're able to take a compliment without having an attack of imposter syndrome, bank the ones that mean the most to you. Recently a friend told me I seemed "peaceful," and it felt like she'd released a flock of singing bluebirds from her purse. The exchange can be a powerful communion—and a step toward a better life.

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SUZANNE COHON, ASC PUBLIC RELATIONS  
ON THE REALITIES OF BEING A BOSS

“You work for your team as much as they work for you.”

8

FIND YOUR SIGNATURE LOOK

Julianne Moore, 55, knows how to shine in head-to-toe sparkle.



From left: In Givenchy couture; in Tom Ford; in Chanel couture; in Saint Laurent; in Sonia Rykiel.



6

Love your curls

L.A.-based beauty blogger Jaleesa Moses shares her secrets on bringing out the best in your natural texture

**A** "It's really important to stay away from sulphates. Buy a sulphate-free shampoo, which won't strip your hair of its natural oils."

**B** "When you dry your hair, use a micro-fibre towel because it prevents frizz. Hair gets caught in a normal towel and that creates massive frizz."

**C** "Always seal your hair with an oil. Apply a moisture product (like leave-in conditioner) and then an oil because it will trap moisture, keeping it healthy and shiny."



HASK MONOI COCONUT OIL NOURISHING SHAMPOO, \$8, WALMART; NEXXUS OIL INFINITE NOURISHING HAIR OIL, \$20, DRUGSTORES

7

Wear a Canadian tuxedo

The world is finally in on what we've always known: Canadian fashion is cool. The proof? Our national uniform—the Canadian tuxedo—saw a resurgence this season. Head-to-denim looks showed up at Givenchy with slick, Western-like topstitching, as a poncho-plus-cuffed-jeans combo at See by Chloé and in the form of cutesy, patch-flecked pieces at Sonia Rykiel. Here, *The Kit's* beauty intern, Danijela Keko-Aranilla, shows off our favourite ways to style the look.



**A. The tux:** Dark wash jacket and skinnies  
**Dani's verdict:** "The frayed ends on this pair made me a skinny-jean convert. I kept it feeling summery by layering on a couple of wear-with-almost-everything suede chokers."



LEVI'S JACKET, \$90, JEANS, \$108, LEVI.CA.

**B. The tux:** Tank and high-waisted flares  
**Dani's verdict:** "I pretty much live in high-waisted culottes, so styling these felt like second nature. Paired with a metallic heel and bandana scarf, this look is low-key-dinner-date worthy."



GAP TOP, \$55, GAPCANADA.CA. OLD NAVY JEANS, \$45, OLDNAVY.CA.

**C. The tux:** Wrap dress and cropped skinnies  
**Dani's verdict:** "Wearing this dress as a top over cropped jeans is super-playful—exactly why I added cherry red patent boots and cat-eye frames."



BANANA REPUBLIC DRESS, \$185, BANANAREPUBLIC.CA. GAP JEANS, \$80, GAPCANADA.CA.

9

SPEND TIME ALONE

Kathryn Hudson on enjoying your own company

I grew up in a leafy suburban neighbourhood outside Montreal that had almost no other kids. My older sister made me pay to play her Game Boy and was interested only in trying to cram me under the couch. Needless to say, I spent a lot of time by myself. So as a teen, I revelled in the clichés of going to the bathroom as a pack, shopping as a herd and generally moving through life as part of a judgmental swarm. Then, in university, I lived in a Quebec town the size of a stamp in a hair-spray-scented apartment with my best friends. We had one bathroom, and for three years, I rarely even peed in privacy. I loved it.

Adulthood came with a side of separation, though. After graduation, I moved to Toronto by myself. I had no one to borrow my earrings and then break them, and no one to sit with over coffee, rehashing the previous night's indiscretions. I could feel my friends around me like a phantom limb, and it made the pain of parting sharper.

Alone, I walked the city and got to know its secrets. I ate noodles in

Chinatown and was ignored by rude salespeople in fancy department stores. I sat downtown in Christie Pitts Park on a blanket, watching the sun go down.

And I realized I liked it. I heard my own thoughts for what felt like the first time in years, and rather than deciding everything by popular vote (Do we like him? What are we eating for lunch?), I listened to my own cravings. Sure, I soon made friends—the kind who make you laugh and you can ugly cry in front of—but I never forgot how grounding it felt to be alone.

So now, when I get the chance, I try to channel those moments lying on the grass in Christie Pitts, when everyone seemed to be part of a guitar circle, but I sat alone, a circle of one. If I'm out to dinner in New York or L.A. for work, I don't bring a book or an iPad. I sit at the bar, order a Negroni and take my time with the menu. I might share a smile with the person sitting next to me, but I never strike up a conversation. Because, at least for the evening, the only voice I want to hear is my own.

10

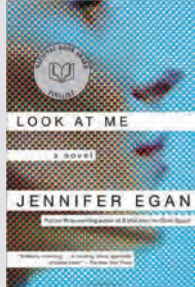
STOCK UP ON THE BEST BEDSIDE READING

With recommendations from Canadian writers



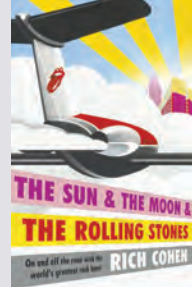
**We Were Feminists Once** by Andi Zeisler

"It's about the rebranding (and, in some senses, selling out) of feminism. I always love reading Zeisler because she's got razor-sharp culture acumen. Currently on my bedside table is Rebecca Solnit's *Men Explain Things to Me*. I'm a little late to it—it was released two years ago. It's an elegant and highly informative analysis of contemporary gender politics." —Soraya Roberts, author of *In My Humble Opinion: My So-Called Life (out in August)*



**Look at Me** by Jennifer Egan

"This is a fascinating, articulate and shadowy novel. It was written before Facebook, but it's about the discomfort of image and the stories we tell about ourselves. The protagonist is a model who's had an accident, and her face has completely changed after reconstructive surgery. Reading it in 2016, knowing what we know now about social media, gives me goosebumps." —Sarah Selecky, author of *This Cake Is for the Party*



**The Sun & the Moon & the Rolling Stones** by Rich Cohen

"It tells the history of the greatest rock 'n' rollers going, from one of my favourite pop culture historians. Right now I'm reading *Makers and Takers* by Rana Foroohar. It's a stunning indictment by a

world-class business writer of how high finance has led us to low living and huge economic problems." —David Sax, author of *The Tastemakers*



**The Summer before the War** by Helen Simonson

"One of the books I'm looking forward to reading this summer is Helen Simonson's second novel; her first novel, *Major Pettigrew's Last Stand*, was so charming and clever. I've seen her speak twice and I'm taken with how witty she is, both in person and in her written word." —Shipi Somaya Gowda, author of *The Golden Son and Secret Daughter*

8

FIND YOUR SIGNATURE LOOK

Julianne Moore, 55, knows how to shine in head-to-toe sparkle.



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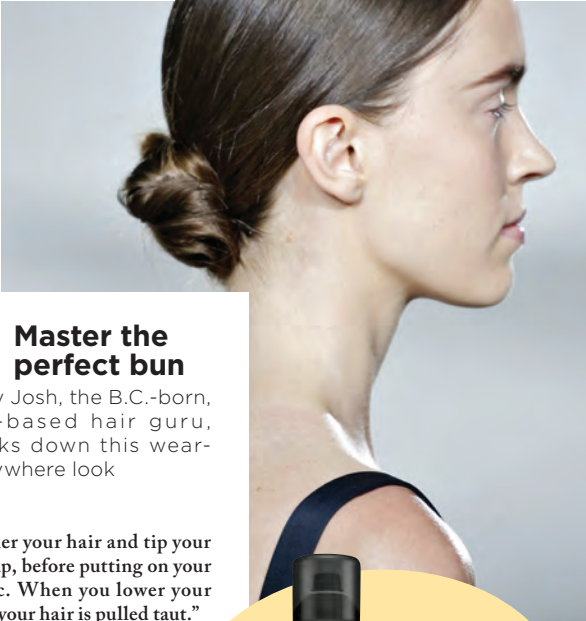
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11

Master the perfect bun

Harry Josh, the B.C.-born, N.Y.-based hair guru, breaks down this wear-everywhere look

**A** "Gather your hair and tip your nose up, before putting on your elastic. When you lower your head, your hair is pulled taut."

**B** "Once you have your pony, spray the tail with hairspray until it's starchy, so it won't slip out later. Then brush it out, and spray again."

**C** "Start twisting the tail and wrapping it around the base, and pin the edges in place. People want to think it's easy like a gym bun, but it's not. You've got to twist as you pin so it stays tight."



JOHN FRIEDA LUXURIOUS VOLUME ALL-DAY HOLD HAIRSPRAY, \$13, DRUGSTORES; STYLIZE BOBBY PINS, SHOPPERS DRUG MART

12

FIND YOUR SIGNATURE LOOK

Viola Davis, 50, always looks perfectly put together in a sleek cocktail dress.



From left: In Carmen Marc Valvo; in a V-neck, fit-and-flare dress; in Zac Posen; in Halston; a break from A-line.



# 13 COVER YOUR GREYS AT HOME

Too impatient to book a salon appointment and too vain to let my greys take over, I have often tried to colour my hair at home. The result? More dye on the bathroom tiles than on my snowy strands. To master DIY dyeing, I invited Toronto hairstylist and *The Social* regular Caitlin Cullimore into my powder room. “In the ’80s, home hair dye smelled and the shades were weak,” Cullimore told me. “Now the main difference versus salon colour is in the hands of the person applying it.” So, as my toddler sat on my lap pawing at her comb, Cullimore broke down my path to success.

**Colouring at home is fine if you’re using a shade that’s similar to your natural colour.** If you want pastel ombré or Marilyn blonde, Cullimore suggests seeing your favourite colourist. If you want to cover greys, brighten up your hair and add shine, then box dye is for you.

**Look for a permanent dye that guarantees 100 per cent grey coverage.** Get two boxes if your hair is thick or longer than shoulder length. “It’s still a way better deal than going to a salon,” points out Cullimore. Use the index on the box to get a sense of the shade and don’t be afraid to mix two adjoining shades from the range for a custom blend. Just make sure to mix the entire contents of both bottles for an even hue.

**Make sure the hair is truly saturated.** Use the tail of a wide-tooth comb to create small sections, then start applying the colour at the roots. Don’t rush—this

is the pivotal step. Then massage the colour in and comb the remainder of the dye through the lengths.

**Prevent stains.** Apply a thin layer of petroleum jelly around your hairline and ears. Wipe any fresh drips away with a towel dampened with water and your go-to face wash. If you find any pesky staining after the fact, your regular makeup remover should help fade it, says Cullimore.

**Start the clock when you’re finished applying the colour.** “Hair colour times out, as long as you’re not using a product with bleach, so it won’t damage your hair or get lighter,” explains Cullimore. For regrowth, cover your roots and let the product sit for about 20 minutes before applying the remainder to your lengths. Then rinse, rinse, rinse. The water must run totally clear or you’ll risk ruining your towels and pillowcases.

**DIY your dye a week before your big event.** “It’s still fresh but the colour has time to settle,” says Cullimore. Then, invest in a shampoo with a UV filter and wash your hair as infrequently as possible. As for my hair? The colour was as rich as the Chardonnay I poured to raise a toast to my new look—and the fact that I had more time and money to spend on the things that matter, like an afternoon with my son. And wine. Mostly, in that order. —Kathryn Hudson



SCHWARZKOPF KERATIN COLOR IN CAPPUCCINO, \$13, WALMART, SEPHORA  
TIDY DETANGLING COMB, \$10, SEPHORA.CA

# 14 FIND YOUR SIGNATURE LOOK

Helen Mirren, 70, adds depth to day and evening looks with a wear-everywhere cardigan.



From left: In a pleated skirt and buttoned-up top; in custom Dolce & Gabbana; in a floral dress and extra-long cardigan; in Alberta Ferretti; in L.K. Bennett.

“

CHRISTINE FAULHABER, FAULHABER COMMUNICATIONS  
ON MAKING IT TO THE TOP

“The pressure and the hard work are relentless. I’ve always said there’s no such thing as work-life balance, only work-life integration.”

# 15

## Do your makeup like a pro

**A. Frame your face with brows**  
“The most important step in using brow mascara is to desaturate the wand to get the right amount of product,” explains Maribeth Madron, Maybelline global brow expert. “You start at the ends and go backwards to coat the hairs, then smooth the wand back across the brows. If you have fine brows and you don’t go in both directions, you’re wasting an opportunity to add fullness.”  
MAYBELLINE BROW DRAMA EYEBROW MASCARA IN SOFT BROWN, \$12, DRUGSTORES

**B. Create a natural flush**  
“With powdered blushes and bronzers, take a brush and use it to press the powder right into the skin, so it mixes with anything creamy like foundation or cream blush underneath,” says Christy Coleman, a Beautycounter makeup artist. “It will look like it’s a part of the skin, rather than a powdery layer sitting on top.”  
BEAUTYCOUNTER COLOUR SWEEP BLUSH DUO IN WHISPER/TAWNY, \$49, BEAUTYCOUNTER.COM

**C. Perfect your liner**  
“Use a brown pencil in the centre of the eye and extend it out, giving it a little kick at the end. Then, trace that with black liquid liner,” suggests makeup master Diane Kendal. “You have to make it so there’s no holes [in the line]. The black liner just gives it a little more depth.”  
M.A.C PENULTIMATE EYE LINER IN RAPID-BLACK, \$24, MACCOSMETICS.CA  
COVERGIRL TRUNAKED WATERPROOF EYELINER DUO IN CASHMERE ESPRESSO, \$13, DRUGSTORES



# 16 FIND YOUR SIGNATURE LOOK

Susan Sarandon, 69, has fine-tuned the art of relaxed yet elegant suiting.



From left: In Saint Laurent; in a navy suit and contrasting shawl; in a summer-ready two-piece; in Max Mara; in Max Mara.



# 17 Upgrade your skincare regime

Charlotte Cho, who trained as an aesthetician and wrote *The Little Book of Skin Care*, launched the e-commerce beauty site Soko Glam in 2012 with her husband in hopes of bringing a curated selection of Korean products to North America. “I thought I knew a lot about beauty before I got to Korea—but, boy, was I wrong,” says Cho, a California native. “Korean people were so skin-savvy and had a very skin-first philosophy, which is why cosmetics companies there are on their toes to deliver innovative products. When I moved to Korea in 2008, my friends helped me to get up to speed on skincare knowledge and find the most popular, effective brands.”  
We asked Cho to break down the skincare products she’s obsessed with right now.—Renee Tse



“When I have hormonal breakouts and cystic acne, I reach for this. It’s a chemical exfoliator that cleans out my pores to prevent breakouts. It’s a godsend!”  
COSRX AHA 7 WHITEHEAD POWER LIQUID, \$18

“If I have dry, stressed skin, I reach for this brightening hydrogel mask. It not only intensely hydrates the skin, but also makes skincare fun, thanks to the delicate lace pattern.”  
BANILA CO RADIANT LACE HYDROGEL MASK SHEET, \$5

“This solid oil cleanser melts the remaining oil impurities, while keeping my skin hydrated.”  
BANILA CO CLEAN IT ZERO, \$16

“This is a quick and easy (plus effective) way to remove dead skin cells physically and chemically. Since its key ingredient is lemon, it is high in vitamin C, which helps with brightening.”  
NEOGEN BIO-PEEL GAUZE PEELING LEMON, \$27, ALL SOKOGLAM.COM



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## TRY A SOPHISTICATED MATTE LIP

Eye-catching shades of velvety lipstick provided an elegant finishing touch on the runways this season. Not just pretty but practical, these formulas will stay put through a long meeting—or a lazy lunch.

**A.** At Badgley Mischka, makeup artist Tom Pecheux mixed two shades of liquid lipstick to achieve the perfect punchy coral-pink.

**M.A.C** RETRO MATTE LIQUID LIP-COLOR IN RICH & RESTLESS AND TO MATTE WITH LOVE, \$24 EACH, MACCOSMETICS.CA

**B.** At Burberry, Wendy Rowe pressed a brownish berry colour into lips and softened the edges with a Q-tip for a flattering blurred effect.

**BURBERRY** FULL KISSES IN OXBLOOD, \$31, THEBAY.COM

**C.** To create the strong, sexy look at Cushnie et Ochs, makeup artist Gato applied a deep plum shade with a precisely defined outline.

**MAYBELLINE NEW YORK** LIP STUDIO COLOR BLUR PENCIL IN PLUM, PLEASE, \$12, DRUGSTORES.



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## IMPROVE YOUR NEGOTIATION SKILLS

We asked David Dingwall, author of *Negotiating So Everyone Wins* (not to mention lawyer, former cabinet minister and previous CEO of the Royal Canadian Mint), how to get what you want.

### SCORE A RAISE

**1. Have a prelim chat.** “You want to gather information about your performance: any complaints, your impact on the company and the market value of your services. You ask the questions, they provide the answers.”  
**2. Be clear during the meeting.** “If you’re looking for a raise, never give them your number first. It’s very important that you communicate your value to the company beforehand. If you’re looking for a \$1,000 raise, anchor the discussion with a \$1,500 raise.”  
**3. Then stop.** “The most important thing after you ask the question:

Be quiet and listen. Let the other person talk.”

### GET A BETTER PHONE CONTRACT

**1. Be persistent.** “They’ll put you on hold and hope that you’ll get frustrated enough to walk away and forget it.”  
**2. Know what you want.** “Ask if there’s higher-level personnel you can speak to, like a manager or a senior supervisor. But if you’re going in and bluffing and you don’t know what you’re talking about, you’re not going to be successful.”  
**3. State your terms.** “You need to remind them that you’ve received requests from other companies that want your business by saying: ‘I want to stick with you, but you’ve got to understand that this is not going very well so I could very easily go to another company if I’m not going to get satisfaction here.’”  
—Veronica Saroli



## 20 SAVE—OR SPLURGE—ON SUMMER’S ESSENTIAL ACCESSORIES

**ZARA** BAG, \$70, ZARA.COM

**POPPY BARLEY** SHOES, \$250, POPPYBARLEY.COM

**MÉLODIE** TIE, \$90, MELODIETIES.COM

**HAT ATTACK** HAT, \$120, HATATTACK.COM

**H&M** SUNGLASSES, \$15, HM.COM

**ELIZABETH AND JAMES** BAG, \$514, SHOPBOP.COM

**ALEXANDRE BIRMAN** SHOES, \$825, HUDSON’S BAY

**ROCKINS** SCARF, \$315, NET-A-PORTER.COM

**SENSI STUDIO** HAT, \$230, SENSISTUDIO.COM

**GIVENCHY** SUNGLASSES, \$418, HOLT RENFREW

## Tidy up your state of mind

Continued from cover

As I sat next to an Annapurna of socks—and a growing sock pile of spending-related guilt—my 17-month-old son proceeded to remove the nearby floor grate and cheerily toss my socks down into the abyss, waving “bye-bye!” and clapping with delight as each sock disappeared—irrecoverable.

This scene sparked immense joy. Energized, I decided to move on to my handbag, where I suspected my missing passport might lurk. (Kondo counsels her clients to empty their purses every night, so this would never happen to her and is a compelling reason why she must be happier.) I disembowelled my bag, and while I didn’t find my passport, I did find an appointment reminder card for a doctor’s appointment that I had failed to remember, part of a breast pump and what looked to have possibly been a Cert at some point in the late ’90s. Since Rubin divides people in categories in her book, I learned that I’m not only an Opener, I’m also an Obliger. This means, essentially, that I’m lazy and won’t do anything unless I’m accountable to someone else (e.g., I won’t take up Pilates unless I hire a trainer). Unfortunately, I’m also an Overbuyer, which means I can’t afford the trainer. (I’ve spent too much money buying too many purses that inevitably will end up hosting geriatric Certs.) Thankfully, I’m also a Procrastinator so I’ll have a panic attack about my insolvency some other time. After all, I’m still young. Right?

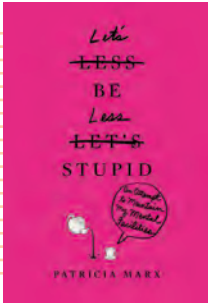
Well, the other day I went out for a coffee with my mom and, to my horror, the 17-year-old barista looked at my 74-year-old mom and said excitedly: “Oh my God! Are you her mother? You both look like you’re the same age.” My mother, who frankly does look exceptional, beamed with delight. I did not.

Perhaps I am old enough to stop caring about those irreparable things—collagen-rich, belt-as-skirt-wearing youth—and instead finish dealing with my sock drawer. But I’m too tired. I recently began to read Arianna Huffington’s *Sleep Revolution*, which posits that we are all in the midst of a sleep crisis but are all too sleep disordered to acknowledge it. So I can only conclude that I’m not old, I’m just exhausted. I need to summon the grit to tidy up my sleep routine, which has devolved into the disarray of toddler-related sleepless nights. Maybe I should just buy a new pair of pyjamas. (“If you are a woman,” Kondo says, “try wearing something elegant as nightwear.”) Or maybe I should finish Huffington’s book. But at the moment, I can’t find it.

## 21 READY YOUR WAY TO THE NEXT LEVEL



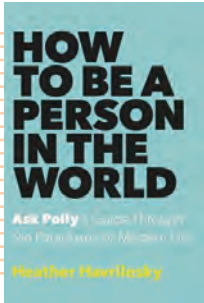
*Getting There* by Gillian Zoe Segal is a collection of career advice from 30 insanely accomplished people—think Anderson Cooper, Frank Gehry and Jillian Michaels.



In *Let's Be Less Stupid*, Patricia Marx, a former *SNL* writer and *New Yorker* contributor, uses her humour to examine a humourless topic: the mind's deterioration.



In *Pretty Happy*, Kate Hudson shares how she juggles her hectic life. The focus is on the long game, not quick fixes. As Hudson writes, “it’s not a tell-all, it’s a tell-truth.”



In *How to Be a Person in the World*, Heather Havrilesky, a.k.a. advice columnist Ask Polly, tackles everything from the perils of dating your best friend’s ex to how not to be a bridezilla. —Kayla Rosen

“

NATASHA KOIFMAN, NKPR  
ON HER CAREER BREAKTHROUGH

“I was 30 years old and decided that I only wanted to work with people and brands that I felt passionate about. I quit my job and started NKPR out of my basement. It was a big risk!”

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