

## Rooting for Designers' Successes

"From the beginning, Immerse did things differently," said April Jensen, Founder of ADJ Interiors, a premier interior design firm in St. Louis. Jensen has been an Immerse client since 2011 when they first opened their doors.

"Almost immediately, Immerse started hosting design cafés and they would invite designers to learn about the exclusive brands they were carrying," she added. "They

wanted our business, of course, but it was more than that. They wanted to educate us about what is possible with kitchen and bathroom design."

This out-of-the-box thinking appeals to Jensen as a designer known for hints of the unexpected. And, as she leads a team recognized for providing the ultimate client experience, she appreciates the level of customer service Immerse provides.

"Immerse makes us look great; their sales people and staff impress our clients, as does the uniqueness of their showroom," she said. "Immerse is knowledgeable and can make anything happen—from getting the most unusual pieces to finding something very specific and making it a reality for discerning clients."

It is this unrelenting commitment to their clients' success that sets Immerse apart, according to Jensen. "I really feel like they are rooting for my success, that we are rooting for each other," she shared. "The Immerse team is approachable, friendly, educated, and tenacious. More than that, though, they care about my clients and about me as their client."

For a professional who built her firm almost two decades ago because she felt privileged to be able to transform spaces into homes—places where people experienced their lives—Immerse's authenticity keeps Jensen coming back.

"Yes, they have brands that I used to have to go to New York or Chicago to find, and yes they are amazing at what they do, but they are also just really good people," she said. "And I like to do business with good, kind people who treat everyone with respect."

## St. Louis' Experiential Kitchen and Bathroom Gallery

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