

Motif Interiors

Chanel Leyva, Owner

341 E. Redondo Beach Blvd., Suite G
Gardena
949-441-9581
MotifLosAngeles.com

"I love my business so much; every job is important to me, every client, every estimate, every review, every phone call."

Motif Interiors is a home staging business that prepares South Bay private residences for sale—placing furniture and decor to appeal to the highest number of potential buyers with the goal of selling a property more swiftly and for more money. Owner Chanel Leyva started the business in 2015.

What is the secret to your success?

"Never allow your ego to know you're successful."

What motivates you in your work?

"A chance to express myself artistically, flexible opportunities for improvisation and immersive work that engages every sense."

What sets your business apart?

"We enjoy a good challenge and appreciate being able to show off the many creative ways that can be used to solve one problem."

What word do you most want associated with you and your business?

"Trusted. If I say, 'No problem,' I want my clients to know it's no problem. If I cannot handle a job, I want my clients to trust that I would tell them. I want my clients to be able to hand me keys and a check and trust that their properties are going to look their best once I'm done."

Describe your typical client.

"A real estate agent in a panic, trying to get a home staged in the next 48 hours in time for photography, and to be able to post to the MLS that weekend."

Which personality traits do you possess that you credit with your success?

"I'm one of the hardest working individuals I know. I won't leave a home until I know everyone is happy. I love my business so much; every job is important to me, every client, every estimate, every review, every phone call."

What book are you currently reading?

"*You are a Badass at Making Money* by Jen Sincero."

Share about a woman who influenced your life.

"My mother is a very talented individual with creativity oozing out all sides of her. Yet she was not encouraged to do anything with all the talents she possesses. She could have, if given the right direction and mentor, been the CEO of a large company that helped or inspired hundreds."

What or who inspired you to choose your profession?

"It's the silver lining in my past relationship. When I received the news that my then-partner had just persuaded a developer in using my 'nonexistent company' to stage their newly built Manhattan Beach single-family residence, I was shocked and scared!

I couldn't eat or sleep I was so nervous. I kept thinking, 'What if I fail and this poor guy's money is down the drain? What if no one likes my work? Or even worse, what if he can tell I've never staged a home before?' It was my partner who reassured me—based on the many times I had taken our house apart to redecorate—that I would not fail, I would do great and I just needed to 'fake it till I made it.'

That's exactly what I did, to say the least, and from that one project has come hundreds of others and the birth of Motif Interiors. I never would have given myself the chance if he hadn't gotten me the opportunity first. I'm forever grateful."

How do you maintain a healthy balance between work and family life?

"I'm not married, and I do not have any children. My business is my baby."

Advice for women going into your line of work?

"Set boundaries and stick to them. Don't allow clients to take advantage, and have a tight contract drafted by a lawyer!"

Why work in the South Bay?

"There is no other place where real estate is moving at this momentum. There is so much opportunity to grow, expand and evolve."

