

SPOTLIGHT



Mari Yokota

KITCHEN & BATH DESIGNER

📍 PROSOURCE OF ORANGE COUNTY (CA)

Tell us about your job as a ProSource Wholesale® kitchen & bath designer.

I am here to assist our customers make their dream space come true. I learn their vision at our initial meeting, create a drawing for them to visualize it, and assist them from planning the project to delivering products.

Who do you partner with to serve your customers?

I usually work with my account managers to start the project and our members if they are involved in the installation.

What are the hottest kitchen and bath design trends right now?

White shaker-style cabinets are still very popular, but I see dark smoky stain-color cabinets growing in popularity. Also, I see a lot of blue cabinets, particularly for the kitchen island, a hutch, or a bathroom vanity.

What are some of the toughest challenges facing your clients, and how can you help?

Setting a realistic budget and staying within that budget is challenging. I know our products well, so I'm able to help my clients choose the right products for their projects and guide them through the overall process.

What's one thing you wish your customers could know about kitchen and bath design?

What you see on home and garden television shows is not realistic, so have realistic expectations of the construction schedule and the budget.

What is the most satisfying aspect of your job?

I get the most satisfaction when my clients tell us that they are so happy with their new kitchen or bathroom. It's so great to get to know our clients and be part of their life during the project.





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Samantha Castillo

KITCHEN & BATH DESIGNER

 PROSOURCE OF MILWAUKEE (WI)

Tell us about your job as a ProSource Wholesale® kitchen & bath designer.

As kitchen and bath designer for ProSource Wholesale®, I'm involved with a customer's project from concept to completion. I'm able to provide input on almost every surface material that can be used within a space. I enjoy being able to design, order, coordinate delivery, and help with problem solving.

Who do you partner with to serve your customers?

I've built many meaningful relationships with our local manufacturer reps and fabricators. Having these valuable connections is crucial to providing the highest level of customer service.

What are the hottest kitchen and bath design trends right now?

Customers are requesting to warm up their spaces. Creating layered designs by mixing and matching textures, finishes, and lighting helps bring more visual interest and design depth to what used to be stark spaces. Our customers are also taking interest in customizing their spaces for their needs, using organizational features that will make daily activities more convenient.

What are some of the toughest challenges facing your clients, and how can you help?

The toughest challenge is understanding how

much of a financial investment a kitchen or bath remodel can be. We are here to help by assisting them with product selections that are appropriate for their budget, timeline, functional needs, and aesthetics.



What's one thing you wish your customers could know about kitchen and bath design?

We ask specific questions about design preferences and how a space is used so we can construct an end product that completely satisfies the client.

What is the most satisfying aspect of your job?

Seeing the joy on a customer's face is priceless. Knowing that the customer is going to live and create memories in that space makes it all worth it.