




YOUR DISCOVERY APPOINTMENT AT “LA MAISON DE MAÎTRES”, NOT THE SAME AS ELSEWHERE.

THE “DISCOVERY APPOINTMENT” IS AN INTEGRAL PART OF THE CONCEPT OF “LA MAISON DE MAÎTRES”.
TODAY SEVERAL TAILORING HOUSES ALSO OFFER A “DISCOVERY APPOINTMENT”
BUT OFTEN VERY FAR FROM THE SPIRIT OFFERED AT “LA MAISON DE MAÎTRES”,
HERE ARE THE MAIN DIFFERENCES:

	Ready-to-wear appointment	Discovery appointment	 Our Discovery appointment
RECEPTION	Crowded shop.	Quick appointment.	Personal meeting, intimate and friendly environment, tastings of Grands Crus.
APPROACH	Ultra mercantile.	Mercantile.	Non-mercantile and oriented only on advice. Order book prohibited.
OBJECTIVE	Sell as quickly as possible.	Speed up the decision and the order.	Advising. Determining the most suitable outfit for you.
TIME SPENT	Fast service.	Limited.	Time spent Unlimited. What is necessary to sublimate yourself.
SKILL OF THE SALESPERSON	Low.	Junior, Medium - Low.	> 30 years of experience, tailor and image consultant, expert in luxury men's clothing.
INFORMATIVE	Non-existent.	Rarely.	Clothing and image advice offered.
POSSIBILITIES	Limited to the collection and to the stock available.	Important but limited to 1 single workshop (often Asian...).	Unlimited: thousands of fabrics, many customization options, several European manufacturing workshops for each type of clothing.
DECISION	“Forced”.	Rushed.	Thoughtful.
TAKING MEASUREMENTS	Non-existent.	Academic and standard without taking into account posture, movement and professional asymmetries.	Professional, integrating posture, movement and asymmetries.
PLANNING	Depends on availability.	Production outside Europe uncertain, lead time subject to change.	Known when ordering and guaranteed.
DOCUMENTATION	Non-existent.	Non-existent.	Summary of the appointment, precise price estimate and written collection of advice.