

# AinslieLoves the excitement of the holiday season

#### Ainslie and the Nutcracker

I have fond memories of The Nutcracker. As a very young girl of 7 or 8, I would listen to the Tchaikovsky score (we had the record!) and dance madly around the house, thinking that I had to do one step for every beat of music! I absolutely loved it and played it over and over until I was completely exhausted - as I'm sure my family was from listening to it! I still remember the beautiful ballerina on the cover and her exquisitely smooth pointe shoes. I would gaze endlessly at those shoes...My mother took me to see The National Ballet of Canada perform The Nutcracker and then many years later I was fortunate to dance in that very same production as a member of the company. I'd have to say that my favorite section was the Waltz of the Flowers, because I am a sucker for a waltz.

The Nutcracker is one of those seasonal rituals that delights so many, I'm sure it will go on forever. And I still think it's a wonderful score!

#### Introducing Kara Lace in Red

Our Kara Lace in Black and Aubergine have been such smash hits that we've decided to get festive...introducing Kara Lace in Red. It's Bold, it's Radiant, and Elegant as can be. You can match your Red Kara Lace Bodysuit with the Red Kara Lace Skirt or mix it with our Black Wrap Skirt to pull off "Carmen Suite" flair. Perfect for a seasonal performance.



Ainslie as a Candy Cane in the Nutcracker at Age 13.





#### 3 Questions with Russian Pointe's Aleksandra Efimova

Aleksandra Efimova, the lovely founder of Russian Pointe enterprises, stopped by AinslieWear Headquarters for a visit in November. Aleksandra has founded a large business focused on dance, including the Russian Pointe Shoe company, the Growing through Arts product line, and her destinationdancewear retail store in Chicago, IL. We had a chance to ask her what she loves most about owning a dancewear enterprise...

1. What is the best part about owning a dance wear store? The best part about owning a dancewear store is seeing dancers' eyes sparkle when they find a perfect pair of shoes, beautiful leotard or an interesting ballet book.

#### 2. Who was your most memorable customer?

My most memorable customer was the wife of Russian deputy Prime Minister who I hosted for the Chicago City tour. After 2 hours of the tour she asked me: "I heard you have an amazing dance store. Can we skip art museum and go shop there?"

### 3. What was the first bodysuit you owned? What did it look like? Style? Color?

My first bodysuit... it's hard to remember probably because most of the consumer goods in Soviet Union were very unexciting and rarely available. So shopping for apparel was with a goal to find something that looked like a leotard, not to be picky about the amazing style. Yes, I grew up in a very simple and humble environment.

## AinslieWear - What are you grateful for?

AinslieWear is grateful for a fabulous year of expanding as a premium dancewear company both in National and International markets. We are passionate about designing and producing





gorgeous dancewear. Ainslie quotes, "Being able to create beautiful things that people love wearing - that is an incredibly rewarding gift!" We are grateful for our new friends, loyal fans, facebook and twitter followers, newsletter subscribers, retailers, customers and mentors who make what we do all the more special. We wish you a joyous, abundant, love-filled and memorable Holiday Season.