

Silverman Consultants
Media Kit: Testimonials - Excerpts

Allen & Suzanna Garfield, Owners
Garfield Jewelers, Charleston, South Carolina

“My respect goes out to Silverman’s entire team for its superb ability to manage people, inventory, media, and everything else that was unexpectedly thrown our way, all while exceeding the sales goals.”

“The additional merchandise brought in played an important role in the success of the sale. We would never have achieved the results we did without the proper merchandise, and our customers were thrilled with the value and quality that we were able to offer.”

Kevin Waters, CEO, and Patrick J. Hopper, CFO
Henricks, Naples, Florida

“Silverman Consultants displayed an uncanny ability to bring in the exact inventory we needed, whether it be designer, generic, price point, or one-of-a-kind pieces, and this is what truly enabled us to deliver results of \$11 million in only 18 weeks within a very difficult retail environment.”

“Silverman’s staff was not only attentive, but they also interacted and integrated themselves among our team with ease.”

Ralph Gobell, Owner
Holden & Gobell Estate Jewelers, West Hartford, Connecticut

“I chose to have Silverman Consultants assist me in this venture, and this was the single best decision I made in over two decades of business. We hit a ‘home run’ with gross sales exceeding our goal by 50%.”

“I could not have done this without the expertise of Silverman. They demonstrated a familiarity with both town and state regulatory issues, they filled in the weak areas of my inventory, they provided merchandising and designed the store layout for the sale, and they implemented a successful advertising strategy.”

Lester Abramson, President
Lester Martin Jewelers, Inc., Flourtown, Pennsylvania

“The supervisor assigned to the job was certainly a very important part of our sale. People who came in thought that he had always been involved with sales at the store.”

“Thanks to Silverman I am able to retire happily.”

Sam Rubin, Owner
R&A Jewelers, Monroe, Louisiana

“Hiring Silverman to assist me with the closing of my business may be one of the best business decisions that I have ever made.”

“Not only did Silverman exceed my annual volume during the sales period, but they were also instrumental in helping me acquire a substantial amount of additional inventory to assure success. The concept supported our image, and we were able to stay within budget, reaching our annual volume in only 90 days. I never could have done this amount of business without their help.”

“My decision to work with Silverman has allowed me to leave the industry with my head held high. My image has stayed intact, my suppliers were paid in full, and the cash realized from the sale will allow me and my family to enjoy a comfortable retirement. “

Joseph Jin, Owner
Joseph Henry Jewelers, Chicago, Illinois

“It is obvious that Silverman’s supervisors have a tremendous amount of jewelry experience in operations, merchandising, and marketing.”

Robert J. Simone, Executive VP/COO
Ross-Simons, Chicago, Illinois, and Washington, D.C.

“Silverman did an excellent job of handling the advertising, pricing, merchandising, operational and employee issues at the two closing locations, and the supervisor assigned to the event was a tremendous help. He was very professional and concerned about our image and our staff.”

“I highly recommend Silverman Consultants to jewelers looking to run a successful sale event.”

Joyce Elkin, Manager
Rothchild Jewelers, Richmond, Virginia

“Silverman came in and did everything possible to make the store successful.”

“Without Silverman Consultants we could have never have achieved the same results.”

**Joel Leabman & Jo-Ann Sykes, Owners
Sykes-Libby Jewelers, Hamden, Connecticut**

“Thanks to Silverman, our sale generated over 2.5 times our last year’s gross revenue.”

“We trusted Silverman, and they certainly came through.”

**Linda Delman, Owner
Thomas Jewelers, Cape Coral, Florida**

“The fill-in inventory was perfect for the type of store I had.”

“Silverman projected almost to the dollar how much money we would make and exceeded all of my expectations.”

**Mark Funasaki, EVP, Chief Administrative Officer
Whitehall Jewelers, Chicago, Illinois, 337 stores**

“Their performance as consultants for the Whitehall Jewelers liquidation deal proved that they are a valuable addition to jewelry asset recovery projects.”

“In the very difficult situation of our company operating in bankruptcy, Silverman assumed the key role of securing over \$120 million at cost of new merchandise to augment the Whitehall inventories during the ‘going out of business’ sale.”

**Francis Andrews, Owner
Andrews Jewelers, Lavonia, Georgia**

“I can honestly say that my choice to hire Silverman Consultants was the right choice.”

“Silverman’s ability to support the sale with vast amounts of unique inventory at exceptional pricing was key in making our sale successful. We were able to maintain margins of nearly 50% throughout the sale and exceeded our sales projection.”

“Due to Silverman’s hard work and efforts, I have closed my store in the most effective way possible. We generated more sales than expected, and I received the highest return possible on my inventory. I do not feel as if I left anything on the table.”

**Marc L. Brodkey, Vice President
Brodkey Brothers, Inc., Omaha, Nebraska**

“Thanks to Silverman Consultants, our holiday season was a success.”

“Silverman’s ability to bring in the right type of merchandise, create an effective marketing program, and bring in an excellent team of sales supervisors was a major reason for our success.”

“I would highly recommend Silverman Consultants to other jewelers looking to run a sales event, whether promotional or closing.”

**Ernie Piscitelli, Graduate Gemologist (GG), on behalf of the late Tom Losonci, President
Madison Jewelers, Fairfield, Connecticut**

“I found Silverman Consultants to be different from other companies in the liquidation business. Their conduct was in all ways straight-forward and professional.”

“At the height of our sale, our store was busier than I had ever seen it or imagined possible. Not since the late eighties, our heyday, had I seen that volume of customers and sales.”

“I highly recommend Silverman’s services and would be more than happy to tell future customers that choosing Silverman may be one of the best business decisions they ever make.”

**Samuel Kleinberg, Owner
Samuel Kleinberg Jewellery, Toronto, Ontario**

“Silverman has allowed me to proudly leave the industry with my head held high and my image enhanced. My suppliers have been paid in full, and the cash realized from the sale will allow me and my wife to enjoy a comfortable retirement.”

“Throughout the process, they took great care to protect the reputation and image that I had established over 37 years in the business.”

“I would highly recommend Silverman Consultants and their services to any other company looking to run a successful sales event.”

**Michael J. Barren, Attorney
Barren & Merry Co., L.P.A., Westerville, Ohio
Court-Appointed Receiver for the International Diamond and Gold (IDG) Liquidation**

“Silverman’s team of consultants was very quick to make changes and adjustments in response to the different challenges we confronted in the Ohio and Washington stores.”

“Considering the general economic downturn, and in Ohio in particular, as well as the limitations imposed upon the receivership by the Ohio and Washington courts, Silverman’s expertise in managing the expenses of the business and the liquidation played the most significant role in the ultimate success of the receivership.”

“I highly recommend Silverman Consultants and their consulting services to others involved in similar liquidation projects. It was a pleasure working with them on this project.”

Samuel P. Wagers, Owner
Wagers Jewelers, Mt. Pleasant, South Carolina

“Working with Bob Epstein and John Jones was great from the start.”

“The sale was an unbelievable success! We had customers waiting at the door for us to open in the morning, and they were lined up at the cash register all day on the weekends.”

“I cannot recommend Silverman Consultants enough. Our “going out of business” sale would not have been nearly as successful without their help.”

Rev. 8 10 10