

**Silverman Consultants
Media Kit: Fact Sheet**

Type of Business: An industry leader in sales strategies and promotions for jewelers, Silverman Consultants provides guidance to store owners seeking to turn around a business, sell off unwanted inventory, or liquidate an entire store.

Year Founded: 1945

Services:

- Store closing sales
- Consolidation sales
- Liquidation sales
- Retirement sales
- Jewelry promotional events
- Inventory management
- Inventory appraisals

Clients: Silverman Consultants represents clients ranging from small ‘mom and pop’ local stores to large chains.

Number of sales and promotions in 2009: Over 200

Largest sales event completed: \$250 million for a national chain of 375 stores

Notable clients:

- Friedman’s Jewelers
- Whitehall Jewelers
- Ross-Simons (ongoing client)
- Samuels Jewelers
- R&A Jewelers
- International Diamond & Gold
- Brodkey Brothers
- Reeds Jewelers
- Ultra Stores
- J.C. Keepsake
- Brendan Diamonds

Office locations:

- Charleston, South Carolina
- New York, New York
- Saskatoon, Saskatchewan (operating as Silverman, Chapman and Reese)

Senior management:

- Bob Epstein, Chief Executive Officer
- John Jones, Chief Operating Officer
- Darren Fries, Vice President of Sales
- Vernon Massey, Chairman
- Lawrence Skoworodko, President of Silverman, Chapman & Reese Consulting

Staff: Comprised of 50 former jewelry store operators in the field as sales and on-site managers

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