

## **Alabama Jewelers Association**

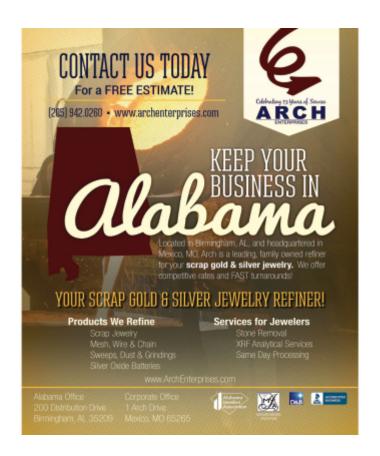
Fall 2014





#1 Photo L-R, Stephen Lange-Instructor of Jewelry Design & Watch Repair, Vivian Williams-1st Place Winner; Bonita Harris-People's Choice Winner; Dr. Robert Bantens-3rd Place Winner & AJA President Danny Clarke. Not shown, Molly Whigham 2nd Place Winner. Awards were presented at the Mobile Rock & Gem Society meeting.

L-R, Brian Hood-Bromberg & Co.; Gene Lambert-Simon Golub; Scott DuPont-Pease & Curren; Ben Whidby-Whidby Jewelers





New Look, Location & Affiliations...

## Same Great Service!

The jewelry industry's agent of choice!

- · Representing the most respected Insurance Carriers in the industry.
- · More than 20 years of experience.
- · Associate Board Member of the Alabama Jewelers Association.
- Representing clients in Alabama, Florida and Georgia.

Judy Carter & Associates 6 Office Park Circle, Suite 308 Birmingham, AL 35223

(888) 795-1221





### **President's Message**

Dear Alabama Jewelers and Associates,

As we approach the fall selling season I would like to encourage you to take a weekend off, relax and join your fellow jewelers October 10th-12th in Orange Beach, Alabama at The Island House Hotel for AJA's annual Saltwater Seminar.

October is a wonderful time of year on the beautiful Gulf of Mexico - less crowds and much COOLER, and a great time to slow-down and network with your fellow jewelers before the busy Christmas Season.



Sincerely, Daniel J. Clarke Gold Art, Inc.



### **2014 JEWELRY DESIGN COMPETITION WINNERS**

**Best of Show** 

Bill Wismar of Wismar Jewelry (Featured)

#### Category I

1st Place – Robert Levy of Levy's Fine Jewelry

#### **Category II**

1st Place – Patrick Conway of Barton-Clay

#### **Category III**

1st Place – Bill Wismar of Wismar Jewelry

#### **CAD Category**

1st Place - Matthew White of Ed White Jewelers

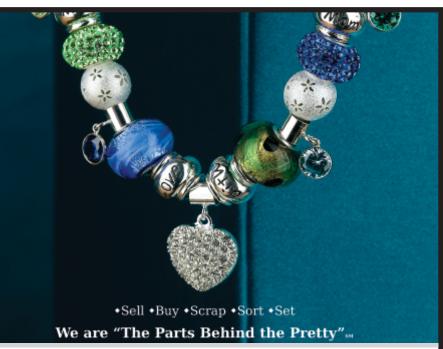
#### Placed in one or more categories:

Patrick Conway of Barton-Clay Robert Levy of Levy's Fine Jewelry Candace Wade of Levy's Fine Jewelry Bill Wismar of Wismar Jewelry Philip Flenniken of Bromberg & Co. Benjy Pope of Marquirette's





"The Parts behind the Pretty..." SM



800.282.8285

www.sefindings.com or www.namanojewelry.com

Fax 888.282.8285



The Alabama & Georgia Jewelers Association 2014 convention attendees proudly donated \$5,435.00 to Jewelers for Children!

Donations were raised through a live charity auction w/Tommy Glasscock of Morlyn's, selling JFC's light-ups & extra tickets for door prizes, and the Saturday night Texas Hold 'em Poker Tournament sponsored by Southeastern Findings.

Make-A-Wish child, Avery enjoyed a day of "Princess" style shopping at Smith Jewelers in Jackson, Alabama with



Owner, Clint Brown before heading to Disney World for her special "Wish"!



#### Refining Advantages

Fire Assay/Maximum Returns 24-48 hr. Scrap Settlement Stone Removal Pool Accounts Product Discounts

#### United

#### **Analytical Services**

I.C.P. Analysis
XIF-Analysis
Vickers Hardness Testing
Plating Thickness Measurement
Precise Color Matching



Refining • Alloys • Wire • Solder • Casting Grain • Analytical Services • Gold Bars



















## You know your personal credit rating.

## Shouldn't you know your business credit rating as well?

JBT RatingWatch is an economical, annual subscription service that electronically provides a monthly credit report snapshot for retail jewelers.

With a better rating, yourcompany may be offered better terms, saving you money. Use JBT RatingWatch to monitor and improve your company's rating.

401-467-0055 www.jewelersboard.com

BT Rating IN atch

Collis De Louise Info & your every day awater to me the standard of the Attention in fo & your every day awater to the standard of the Attention in fo & your every day awater to the standard of the Attention in the standard of the stan

JBT Rating: FIN1

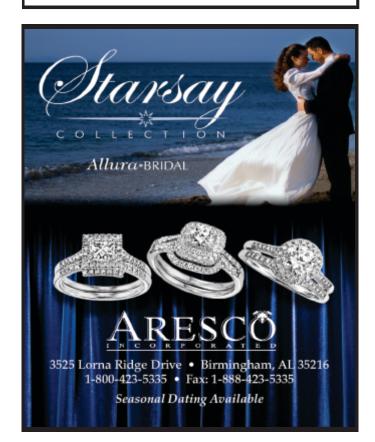
### **Hold the Date!**

AJA & GJA 2015 Convention Marriott Grand National at Robert Trent Jones Golf Trail







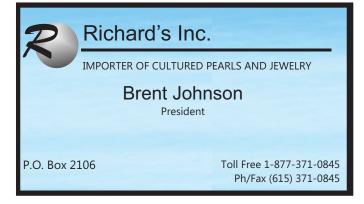


For more about AJA, Grand National Registration Form, Sponsorship Form and more, please visit

www.AlabamaJewelers.org







## **Tip of the Trade**

To save time and money, whenever sending a customer's piece to a vendor for service, be sure to state the value of the piece for return shipping insurance. You'll avoid delay if the vendor is holding-up shipment waiting to confirm the value, and you'll save money by not having the vendor assign a value and over insuring the package. Plus, you will sleep better knowing the package is properly covered on its way back to you!

Tip offered by Howard Kelrick of Finger Mate



# Thanks to **DC4 Diamond Education**Now She **Closes The Sale.**



Course One:
Knowledge
DCA's Diamond Course
Everything your Sales
Associates need to know
about diamonds.



Course Two:
Communication Methods
Colored
Gemstone Course
Increase revenue with
broad knowledge of
gemstones and pearls.



Course Three:
Selling Techniques
Advanced
Jewelry Course
Close the sale —
Increase conversation
rate up to 150%.



Online Distance Education 3212 West End Ave, Suite 400, Nashville, TN 37203 615.385.5301 www.DiamondCouncil.org



## Stand out. Together.

When you protect your business with Jewelers Mutual, you become a member of our mutual company. Unlike a stock company, Jewelers Mutual answers to the needs of our members, and not to outside investors.

Members also gain full access to our Member Advantages resources designed to help you run a more secure and successful jewelry business.

Partner with us today, and together we will celebrate mutual success!

JewelersMutual.com | 800-558-6411



PROUD SPONSOR OF THE ALABAMA JEWELERS ASSOCIATION





12850 Highway 9 Suite 600-PMB 373 Alpharetta, GA 30004

