# 2022 Alabama Jewelers Convention

April 1-3, 2022 • Birmingham, AL



**Alabama Jewelers Association** 

• Fun on Island Time...Saltwater 2021

• Upcoming Events Registration Forms



# Alabama Jewelers Association

**Executive Director: Nancy Dawkins** 

2802 Lurleen B Wallace Blvd., Northport, Alabama 35476 (205) 526-5710

AlabamaJewelers@icloud.com
AlabamaJewelers.us



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# AJA President's Message

Dear Alabama Jewelers Association Members,

We want to welcome everyone to the 2022 Alabama Jeweler's Convention at the Doubletree By Hilton Perimeter Park in my home city of Birmingham! It's conveniently located on Highway 280 right next to Perry's Steakhouse - a personal favorite of mine!

Last years event in Montgomery was one of our best attended events and this year should be no exception. Birmingham has a lot to offer! We will have a great event with industry education from Graduate Gemologist and gemstone expert Konrad Darling and Tammy Lail.

I encourage everyone to continue to find their take away from this convention to use directly on the sales teams and utilize it as a great networking opportunity for building relationships with passionate professionals like yourselves!

Thank you to our AJA Board members, our Advertisers and Sponsors, and Nancy Dawkins - our Executive Director for putting in all the hard work to make it happen.

Lastly, I personally look forward to our time together in person and that we gain knowledge in our ever so changing industry.



President

Ryan Snuggs

Bromberg & Co.

Birmingham, AL



Warmest regards, M. Ryan Snuggs AJA President

# AJA Executive Officers



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Megan Sherrer-Neel
Lou's Jewelry
Mobile, AL



Secretary
Joseph Denaburg
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Birmingham, AL



Executive Director
Nancy Dawkins
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# What Jewelers Need to Know About Trade Show Safety and Security



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ith trade shows kicking in to gear this year, it's important to refresh your memory of the jewelry security measures necessary for in-person events.

With extravagant booths, award-winning designs, and the opportunity to meet new customers and greet existing ones, it may seem like more of a celebration than a business affair. Don't forget who else may be in attendance, though. Criminals mark their calendars for these action-packed events too, and after a year in quarantine, may be turning out in even larger numbers this upcoming season.

With such vast quantities of high-value merchandise all in one place, criminals are naturally drawn to what could potentially be the heist of their careers. This is especially true if you're in a large, busy city such as New York or Las Vegas, where theft may be a greater risk.

Thankfully, most shows themselves are highly secured within the exhibition space they're held in. The risk of your safety being compromised may be relatively low during the show, but it's much higher before and after.

Keep these safety tips in mind to boost your security during all phases of jewelry trade shows:

#### **Before the Show**

- Check with your insurance company and review your coverage limits.
- Arrange for your line to be shipped to the show by an armored courier service.
- If you can't have it shipped, immediately utilize the vaults at the location of the trade show never trust that your hotel safe will suffice.
- Book a reputable hotel that is highly secure and secure all locks on the room doors. Also, use the peephole when someone knocks.
- Be discreet and don't share your plans or identity with other travelers. Consider creating a cover story, like you're visiting family or going to a business conference. Get creative and be prepared to give a few specifics in case additional questions are asked about your itinerary.
- Try not to look like a tourist. Get familiar with where you need to go before you depart.
- If the security offered at the trade show is lacking or non-

existent, contemplate whether it's worth the risk to even go in the first place.

#### **During the Show**

- Never leave the booth unattended during show hours.
- Provide one-on-one attention to each customer.
- Show only one item at a time. If masks are being worn, it's a good idea to ask for ID before showing an item.
- Regardless of how many times you must go in and out, your displays should always be locked up.
- Utilize a wrist key holder or other accessory to ensure that your keys are not easily accessible. It will also prevent you from setting them down and forgetting them somewhere.
- Switch thefts are common at trade shows, so carefully reexamine each piece after it was handled by another person.
- Whether it's with merchandise or markers, trays should always be filled so you can quickly recognize any discrepancies.
- Only wear your badge at the venue or official sponsored events.



#### **After the Show**

- Take your badge off immediately after leaving the show so criminals can't identify you.
- Showing and selling your jewelry is meant for the trade show floor, not informally back at your hotel room after hours.
- For the safety of you and your customers, ship all jewelry that is bought at the show.
- Even if you are not returning with additional merchandise, avoid displaying any bags, cases, or other branded merchandise of show vendors that could potentially make you a target.
  - Arrange for a ride to pick you

up and avoid hailing a cab at all costs.

## Stay safe and secure – enjoy the show

Whether exhibiting or attending, everyone wants to be able to enjoy their first public industry event following lock-down. To ensure the most productive, headache-free experiences during this highly anticipated trade show season, make sure to create a comprehensive security plan that includes the show safety policy and any checklists you think will come in handy. Then, meet with your staff to review the recommendations and address questions or concerns so your

team can get ahead of any potential threats quickly and confidently.

The anticipation and excitement of reuniting with our peers, clients and customers face-to-face is evident in the industry. Taking these simple steps before, during, and after your upcoming trade shows will give you and your team peace of mind so you can make the most of the events.

Make sure to check out A Jeweler's Guide to 24/7 Security at jewelersmutual.com/jewelersecurity-guide for more great tips on protecting your business from unexpected threats.

Brought to you by subject matter experts at Jewelers Mutual Insurance Group.

### Raising the tide of the jewelry industry

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We were founded by jewelers in 1913 and have been supporting the industry ever since.

Jewelers turn to us as their **trusted advisor** and **solutions provider** with products and services that go beyond insurance for their success and safety.

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Judy Upton

Judy Carter & Associates, LLC judy@judycarterandassociates.com 205-795-1221







## 2022 Annual Convention Schedule

## **APRIL 1-3, 2022**

#### **DOUBLETREE BY HILTON PERIMETER PARK** 8 PERIMETER PARK S, BIRMINGHAM, AL 35243

FRIDAY, APRIL 1<sup>ST</sup>

8:00 - 9:00pm

9:00 - 10:00pm

Until 3:00pm

5:00 – 10:30pm	Hospitality Suite Open	<del>-</del>	
SATURDAY, APRIL 2 <sup>ND</sup>			
6:30 - 10:00am	Breakfast	Made Market Hotel Lobby	
10:00am - 3:00pm	Leave Hotel for Barber Vintage Motorsports Museum Goor Shopping and Lunch at the Summit	, ,	
4:30 - 6:30pm	Hospitality Suite Open  Pick up your Informational packets, eat, drink, and get	•	
6:30 - 7:00pm	Presidents Reception	Patio/Poolside	
7:00 – 8:00pm	Dinner	Camellia	

#### SUNDAY, APRIL 3RD

Comedian/Magician Brian Reaves......Camellia

Hospitality Suite Open......Cyress on 8th Floor

6:30 - 10:00am	Breakfast	Made Market Hotel Lobby
8:00 - 8:30am	Discovery Tables & Jewelry Design Contest Setup	Daffodil
8:30 - 9:30am	Registration & Light Breakfast	Main Hallway and Daffodil
8:30am - 3:00pm	Discovery Tables Open	Daffodil
9:30 - 10:30am	Speaker Tammy Lail	Magnolia 3 & 4
10:30 - 11:00am	Break	
11:00 - 12:00pm	Speaker Konrad Darling	Magnolia 3 & 4
12:00 - 12:30pm	Break	
12:30 - 2:00pm	Past Presidents Luncheon  Jewelry Design Contest & Lifetime Awards	Magnolia 1 & 2

If you have any questions or would like more information: Contact Convention Coordinator - Nancy Dawkins (205) 526-5710

## 2022 Convention Speakers

## Konrad A. Warling - DARLING GEM IMPORTS

Konrad Darling is C.O.O of family owned Darling Imports, a color gemstone wholesaler operating since 1992. He has been fully involved with the company since 2011 with roles in sales, marketing, and inventory purchasing.

#### Convention Topic: Navigating the wasteland of color gemstone information online

"I was doing some research online and found this color gemstone I like, how can I get it from you?" How many times have you heard this question? In the era of Etsy and multitude of online retailers it's a safe assumption this happens weekly. But, how many of you have felt comfortable handling this question, successfully? The world of color gemstones

is vast and there is just enough information online that can lead your customers astray. I'll be discussing what key information you need to gain and how to create realistic expectations to help you feel confident in selling color stones. Color is my passion and I hope it will be yours too!

## Jammy Lail-INDEPENDENT CONSULTANT

Tammy Lail is a successful business leader that has worked In the Jewelry industry for the last 28 years. During that time worked at Stuller Inc serving many leadership roles including Production, Materials Control, Procurement, Metal Fabrication, Die Striking, Precious Metals Recovery, Corporate Operations, and Merchandising. She is currently an Independent consultant helping businesses improve operations, systems, and leadership coaching.



#### **Convention Topic: Customer Engagement**

86% of customers are willing to pay a higher price for a better experience. How do you rate your service and overall customer experience? In this session we will work through strategies from the initial conversation to the methods you use to thank a customer for the business.





Entering a design contest is a great way to bring attention to your store and/or your jeweler(s). The PR that a winner receives is invaluable. AJA membership offers many benefits, and the publicity you'll recieve as a winner far exceeds the cost of your yearly dues.

Consider an entry in every category - this not only increases your chances of winning but it also makes for a more fun and exciting competition.

For more details, contact Nancy Dawkins at (205) 526-5710 or visit www.AlabamaJewelers.us

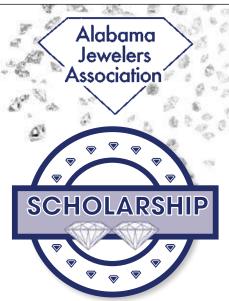
#### These are the Categories:

- o CATEGORY 1: Materials cost \$1,000 & Under
- o CATEGORY 2: Materials cost between \$1,001 & \$3,000
- o CATEGORY 3: Materials cost \$3,001 & Over
- o CATEGORY CAD/CDM: Materials cost may vary
- o PEOPLE'S CHOICE
- o BEST IN SHOW

The Official Rules of Entry are on www.AlabamaJewelers.us

The Design Competition Registration Form is on Page 22 of this Newsletter.





## The 2022 Scholarship Program

Applications are due Friday, March 18th, 2022.

Ask not what you can do for the Alabama Jewelers Association, but what the Alabama Jewelers Association can do for you.

The AJA is one of the strongest State Jewelry Associations in the country, and we are adding another benefit for our members.

Since 2020, the AJA has awarded two (2) scholarships annually in the amount of \$500 each, to two AJA members to put towards their continuing education in the jewelry industry.

The scholarship will be awarded on Sunday, April 3rd, 2022 at the Annual Convention, which will be held at the Doubletree By Hilton Perimeter Park in Birmingham, Alabama.

#### **REQUIREMENTS FOR AJA SCHOLARSHIP APPLICANTS AND RECIPIENTS:**

- The AJA Scholarship Applicants and Recipient(s) must be at least 18 years old (or older) before the first day of the Annual Spring Convention.
- Each Applicant and Recipient must be currently in the jewelry industry in some form before the date of the application submission and must have at least one (1) year of experience in the jewelry industry.
- By accepting this Scholarship, the Recipient has agreed to attend one (1) Qualifying Jewelry Program (listed online)
- Applicant and Recipients must be a member of AJA and current with their yearly dues. (Applicant may be employed by a company that is a current member of AJA.)
- Application must include one (1) Letter of Recommendation for the Applicant.

The Official Rules of Entry are on www.AlabamaJewelers.us

The AJA Scholarship Program Registration Form is on Page 23 of this Newsletter.





## Anna Bensman (606) 416-0330

Annacrswll@yahoo.com

**Global Liquidators Edgewater & Earth Grace** 



#### MIDWEST CLOSEOUTS

STEVE STRICKLIN STRYKER52@ATT.NET

(205) 601-8483





Alabama Jewelers Association

# Saltwater 2021









September 30th - October 3rd, 2021































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Contact Nancy Dawkins at 205-526-5710 or Alabamajewelers@icloud.com.

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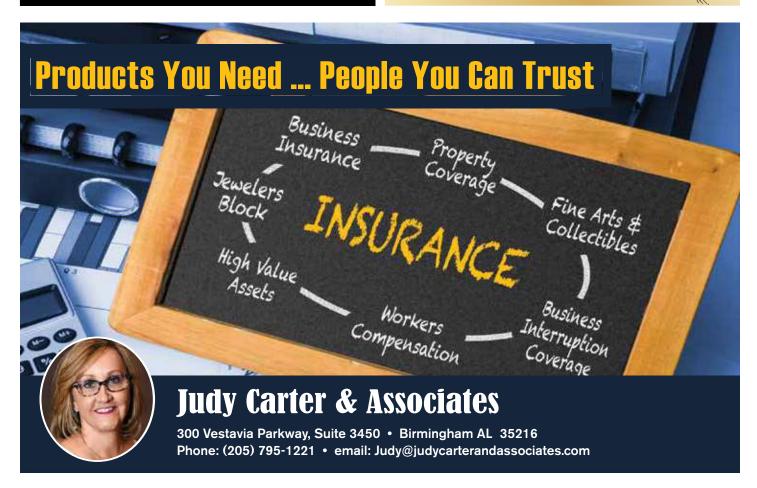
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- Apollo Manufacturing Gene & Laura Lambert
- Wilkerson Beverly Goddard
- Artistry Gene & Laura Lambert
- ▼ Lafonn Rhett & Cindy Hartzog
- A J Procurements International Tommy Boone & Armando Fundora
- Berkley Asset Protection Melissa Becker
- Costar Imports
- Imperial Pearl
- ▼ Izi Creations David KOWALSKI
- Aarush Diam, Prime Mountings & Dynamic Design
  - Arthur Back

- Pink Diamond
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- Shefi Diamonds Sammy Turner
- Sterling Reputation
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- KR Diamond Limited LTD William Frost
- Victor Corp. Jeff Yother
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- American Ring Source Trey Prichard
- ▼ TimeInvestor Cristy & Paul Hughes
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- ▼ Fana Jewelry/Genuine Gem
- **VIDD USA**
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- ♥ Start to Finish Renee & Steve Singer
- Southern Gates Doris Butler
- ▼ High Level Thinkers Andre Savoie
- Jewel Craft Nick Wesdorp
- ▼ Kovel Collection Cary Aldrigde
- Aiya Designs Sunny Aiya
- Malo Band Gregory Nuggent
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- ▼ Equity Diamond Brokers Fred Hoffman
- Midas Chain, Belair & Shah Scott Schock
- Citizen Watch Craft Maier



## ALABAMA JEWELERS ASSOCIATION 2022 ANNUAL CONVENTION REGISTRATION FORM



#### Doubletree by Hilton Perimeter Park, Birmingham, Alabama Friday – Sunday, April 1st – 3rd, 2022

For Room Reservations: Go To www.AlabamaJewelers.us or Call 205-972-1141; Use Code: AJA Special Convention Room Rate starting at \$129.

\*Room Block Ends Thursday, March 17th, 2022\*

	Spouse/Guest Name:		
(Please Fill-In <u>ALL</u> Information For Employer Name:	Our Files)		
	Cell Phone Numl	Cell Phone Number:	
Address:			
City:	State:	Zip Code:	
Email Address:			
FULL CONVENTION REGISTRATIONIncludes Breakfast Saturday & Sunday, Hospitality S Entertainment Saturday Night & Education Seminal	Suite Friday & Saturday Night, Dinner &		
FULL REGISTRATION FOR CHILDREN (5-1	2 Years)	# @ \$50.00 Each = \$	
SATURDAY NIGHT & SUNDAYIncludes Dinner & Entertainment Saturday Night & E			
SATURDAY NIGHT ONLY Includes Dinner & Entertainment Saturday Night.		# @ \$80.00 Each = \$	
SUNDAY ONLYIncludes Education Seminars and Past President Lu	ncheon Sunday.	# @ \$40.00 Each = \$ al Registration Amount = \$	
Additional Guest(s) Names:			
(If N	Nore Space Is Needed, Please List Addit	tional Guests On A Separate Sheet)	
3 PAYMENT OPTIONS: Check Your Paym	ent Type Below.		
1. BILL ME: Send In This Registration Form A	and We Will Send You An Invoice	That You Can Pay Directly	
2. Check Enclosed:			
3. Credit Card: Visa Mastercard	AMEX Discove	er	
Credit Card Number:	Name On Credi	t Card:	
(Please Print C	••	(Please Print Clearly)	
Expiration Date: 3 Digit	Security Code On Back:	Billing Zip Code:	

#### **ALABAMA JEWELERS ASSOCIATION**

**Attention**: Nancy Dawkins

Address: 2802 Lurleen B Wallace Blvd., Northport, AL 35476

Phone: 205-526-5710 • Email: AlabamaJewelers@icloud.com • Website: www.AlabamaJewelers.us

#### Atlanta Jewelry Show Atlanta. GA

Saturday, March 5th & Sunday, March 6th

Alabama Jewelers Association Yearbook Deadline Friday, March 11th

#### IJO San Antonio, TX

Saturday, March 12th – Tuesday, March 15th

#### JIS Spring Miami Beach, FL

Sunday, March 13th – Tuesday, March 15th

Room Block Deadline at Doubletree By Hilton for AJA Annual Convention Thursday, March 17th

Alabama Jewelers Association Scholarship Application Deadline Thursday, March 19th

# 220222 Calendar of Events

Alabama Jewelers Association
Design Competition
Registration Deadline
Tuesday, March 29th

Alabama Jewelers Association

2022 Annual Convention
Birmingham, AL
Friday, April 1st – Sunday, April 3rd

#### Luxury By Invitation Only Las Vegas, NV

Wednesday, June 8th & Thursday, June 9th

JCK and Luxury for all buyers Las Vegas, NV

Friday, June 10th - Monday, June 13th

Alabama Jewelers Association Winter Newsletter Deadline Thursday, June 30th

#### IJO

#### Washington DC / National Harbor

Saturday, July 23rd - Tuesday, July 26th

#### RJO

#### Minneapolis, MN

Saturday, July 30th - Monday, August 1st

#### Atlanta Jewelry Show Atlanta, GA

Saturday, August 27th & Sunday, August 28th

Alabama Jewelers Association Saltwater 2022 Orange Beach, AL Thursday, September 29th – Sunday, October 2nd

#### JIS Fall Miami, FL

Friday, September 30th – Monday, October 3rd

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# 2022 AJA JEWELRY DESIGN COMPETITION JEWELRY DESIGN COMPETITION ENTRY FORM



**ENTRY DEADLINE - TUESDAY, MARCH 29TH, 2022** 

**REGISTRATION FEE:** \$25.00 Per Design, Per Category – Waived For 1st Time Entry Payment For Entry Is Due Before Design Competition Begins

Jeweler May Submit One Design Per Category In The Competition.

#### SELECT YOUR JEWELRY DESIGN COMPETITION CATEGORY

(Based on cost of materials only <u>NOT</u> the retail value of the finished item.)

o CATEGORY 1: Materials cost \$1,00	00 & Under	o CATEGORY 3: Materials cost \$3,001 & Over	
o CATEGORY 2: Materials cost betw	reen \$1,001 & \$3,000	o CATEGORY CAD/CDM: Materials cost may vary	
DETAILED DES	CRIPTION OF EAC (If Possible, Include A Sketc	CH ENTRY IS REQUIRED ch or Photo)	
CATEGORY 1 ENTRY - Total Cost of Mo Detailed Description of Piece	aterials \$		
CATEGORY 2 ENTRY - Total Cost of Mo Detailed Description of Piece	aterials \$		
CATEGORY 3 ENTRY - Total Cost of Mo Detailed Description of Piece	aterials \$		
CATEGORY CAD/CAM ENTRY - Total C Detailed Description of Piece	Cost of Materials \$		
DESIG	GNER CONTACT IN	NFORMATION	
		Employer/Store Name:	
(Please Fill-In ALL Infor	•	Fax Number:	
Address:			
City:	State:_	Zip Code:	
Email Address.	Number of Vegra at the Pench		

\*\*\*Please advise AJA about your entry prior to Tuesday, March 29th, 2022\*\*\*

\*\*\*Entries must be at the Design Competition Desk by 8:30am on April 3rd, 2022\*\*\*

The Official Rules of Entry are on www.AlabamaJewelers.us

#### ALABAMA JEWELERS ASSOCIATION - JEWELRY DESIGN COMPETITION

Contact: Anna Alexander About Your Entry

Phone: 256-227-1469 • Email: Anna@HobbsJewelers.com • Website: www.AlabamaJewelers.us



# ALABAMA JEWELERS ASSOCATION 2022 SCHOLARSHIP PROGRAM APPLICATION DEADLINE - FRIDAY, MARCH 18TH, 2022



Since 2020, the AJA has awarded two (2) scholarships annually in the amount of \$500 each, to two AJA members to put towards their continuing education in the jewelry industry.

This year, the scholarships will be awarded on Sunday, April 3rd, 2022 at the Annual Spring Convention in Birmingham, Alabama.

#### **REQUIREMENTS FOR AJA SCHOLARSHIP APPLICANTS AND RECIPIENTS:**

- The AJA Scholarship Applicants and Recipient(s) must be at least 18 years old (or older) before the first day of the Annual Spring Convention.
- Each Applicant and Recipient must be currently in the jewelry industry in some form before the date of the application submission and must have at least one (1) year of experience in the jewelry industry.
- By accepting this Scholarship, the Recipient has agreed to attend one (1) Qualifying Jewelry Program (listed below)
- Applicant and Recipients must be a member of Alabama Jewlers Assocation and current with their yearly dues. (Applicant may be employed by a company that is a current member of Alabama Jewlers Assocation.)
- Application must include one (1) Letter of Recommendation for the Applicant.

Upon receipt of this Scholarship, the Recipient has six (6) weeks to enroll in a course at one of the following Qualifying Jewelry Programs:

• GEMOLOGICAL INSTITUTE OF AMERICA (GIA) • NEW APPROACH JEWELRY SCHOOL • AMERICAN GEM SOCIETY (AGS COURSE)

Upon enrollment, the \$500 Scholarship check will be sent to the Recipent's chosen program.

#### AJA SCHOLARSHIP APPLICATION FORM

Full Legal Name: (Please Fill-In ALL Information For	· Our Files	
Employer Name:		
Employer Address:		
City:	State:	Zip Code:
Email Address:		
Number of Years in the Jewelry Industry:	Current Position:	
ANSWER THE FOLLOWING QUESTIONS: In a few short sentences, please tell us what Jet been in the jewelry industry:	, , , , , ,	have, include how many years you have
In a few short sentences, please explain why yo scholarship if received:		larship, including what you will do with the

\*Send AJA Scholarship Application and Letter of Recommendation to AlabamaJewelers@icloud.com\*

The Official Rules of Entry are on www.AlabamaJewelers.us

#### **ALABAMA JEWELERS ASSOCIATION**

Address: 2802 Lurleen B Wallace Blvd., Northport, AL 35476

Phone: 205-526-5710 • Email: AlabamaJewelers@icloud.com • Website: www.AlabamaJewelers.us



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