



# WILKERSON

*The Experts in  
Going Out of Business. Retiring. Moving.*



**"I needed a formula that works and Wilkerson has the formula. They've done it hundreds, maybe thousands of times. Knowing that took a load off my shoulders."**

James Alperin  
James Alperin Jewelers  
Pepper Pike, OH

James Alperin had been in the jewelry industry since 1974. He attended the Gemological Institute of America and is a member of the Independent Jewelers Organization. While he loved the industry, he reached a point where declining sales and a lease renewal came together to precipitate a difficult decision.

As James, the owner of James Alperin Jewelers puts it, "After many sleepless nights, I came to the conclusion that the best move was to close the business and hold a going out of business sale. I'd heard about Wilkerson years ago and knew they were the largest business of their kind and the best company to use."

"This was not the time to make a mistake," he continued. "I needed a formula that works and Wilkerson has the formula. They've done it hundreds, maybe thousands of times. Knowing that took a load off my shoulders."

One of the most valuable things Wilkerson offered him was their seasoned and specialized approach to advertising for the sale. "They did something I never would have done or even thought of doing. It's what was needed to make the sale successful."

Alperin also valued Wilkerson's insight. "They're from our industry and appreciate the difficulty of closing a business you've been deeply involved with for so many years. It was definitely the right choice."

Wilkerson is a professional jewelry consultant firm, with industry experts who come along to help with a transition — whether retiring, going out of business, or moving. With more than 50 employees dedicated to a store's success, Wilkerson is an expert at running sales and maximizing profit.

**Contact us today for a free consultation!**

Call Bobby Wilkerson, Rick Hayes or Josh Hayes at 800.631.1999.  
Or visit us at [wilkersons.com](http://wilkersons.com).