



WILKERSON

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

JESSOP'S

Diamonds & fine jewelry since 1892

Jim Jessop



"I am Jim Jessop, the owner of Jessop's Diamonds and Fine Jewelry in San Diego, California. My great-grandfather founded Jessop's in 1892. I had always wanted to be in the jewelry business and am a 5th generation jeweler. During my 44-year jewelry career, I was fortunate enough to have many rewarding involvements in the jewelry industry, including sitting on the boards of the American Gem Society (AGS) Diamond Grading Laboratory and the JCK Jewelry Shows Advisory Board. I am a proud member of the American Gemological Society, with 26 years as a Certified Gemologist Appraiser, AGS. My gemological education was through the Gemological Institute of America (GIA).

No Jessop family members were able or interested in continuing the store, so after many years of consideration, I decided to close.

I know how to run a jewelry store but not how to close a jewelry store. I needed expert help. Having hired a firm years ago to help run an unsuccessful inventory reduction sale, I learned the level of expertise necessary to close my store. After considering many 'going out of business' firms, I recognized Wilkerson to be the top firm in this specialized field. Also, a trusted associate closed her store in El Paso, Texas, with a very successful Wilkerson managed sale. She not only spoke highly of Wilkerson, she raved about them! A combination of gathered information with her recommendation proved Wilkerson my very best selection.

My Wilkerson on-site consultants were knowledgeable about the jewelry industry, the operation of a fine jewelry store, and how to run the closing of a fine store — just what I needed. They reviewed, budgeted, and placed the marketing needed for the closing. They then provided monitoring of the marketing and sales every hour through the entire sale. Wilkerson and my consultants had the expertise to walk into my store and turn it from a working business into the sold-out business I needed.

Closing my 126-year-old family business was very difficult. However, the possibility of a non-Jessop owner running my store was not an option I could accept. I spent more than 8 years preparing to close and worrying about my going out of business sale. My sale was a tremendous success.

I would recommend Wilkerson to other owners. Wilkerson knows what is needed to close a store and has the organization necessary to make it happen smoothly and successfully. I made the right decision in closing my store and bringing Wilkerson in to run my closing sale."

-Jim Jessop



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Jessop's Diamonds
& Fine Jewelry



MEMBER



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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.