



“There were weeks when the store did a good full month’s business in just three days.”

– Tom Miller, Miller’s Jewelry



Miller’s Jewelry opened in downtown Hanford, California, in 1959. It survived the typical ups and downs of an average economy, as well as the recent crushing recession, and emerged thriving. But Tom and his wife Judi were ready to have some fun while they were still young and healthy enough to enjoy it. They met with Rick Hayes of Wilkerson at one of the IJO shows to discuss a retirement sale.

“I was told this would not be business as usual,” Tom recalls. “And, boy, that’s really correct.” There were weeks during the sale when the store did a full month’s business in just three days. “As for moving aged inventory—it’s gone!

We saw pieces go out of here that had been around for thirty years.”

Wilkerson handled all the work, but kept the Millers involved, providing daily sales figures and obtaining approval on all advertising before placing it on the couple’s behalf. “Even if you’ve done things a certain way before,” advises Judi, “you need to listen to your Wilkerson associate. They’ve done this many times and they are there to make your store a success.”

“I would definitely recommend Wilkerson to other jewelers,” Tom adds. “I just don’t think there’s another choice. Sign the line with Wilkerson, and get it done!”



WILKERSON

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

**Call today for a free consultation!
Contact Bobby Wilkerson, Rick Hayes
or Josh Hayes at 800.631.1999.**

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.