

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



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> Jim Russell Stein Jewelry Madison, MS





"My name is Jim Russell, owner of Stein Jewelry, founded in 1923 in Madison, Mississippi. I'm a native of Mississippi and got into the jewelry business because it was a family business, and I wanted to continue the traditions of the store. I have been running the store for approximately forty-two years.

There were two reasons that prompted us to have the sale. The first was that I had no one in my family who wanted to continue in the business. Secondly, it was time for my wife and I to step back and enjoy ourselves and do the things we have always wanted to do.

I had heard of Wilkerson for years, and when I decided to explore the possibilities of this sale, I spoke not only with Wilkerson but with two other firms who conduct this same type of sale. In my research, I became very comfortable with the Wilkerson team and the plans they had. The way they explained how we could conduct the sale was what I wanted.

The things Wilkerson did were very innovative and never seen in this market. The timing of the advertising as the sale progressed was just perfect.

Our onsite consultants were perfect, and we could not have done it without them. Keith and Debby have been with us every step of the way. Keith was one of the best salesmen I have ever been in contact with. Debby worked mostly in the back with our financial records, so we knew every step of the way exactly where we were with the sale.

The bottom line is we could not have done it without the entire Wilkerson team. There is no way we could have pulled this off by ourselves. As owners, it is not what our expertise is or what we do on a day to day basis, and the same is true for most owners. However, it is what the Wilkerson team does daily. We strongly recommend Wilkerson to anyone doing a sale."

-Jim Russell

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