



# WILKERSON

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



**"By choosing Wilkerson, you're going to have the best team."**

Greg Kligman  
Sheldon Jewelry  
El Paso, TX

Wilkerson knows closing a jewelry store after generations of business is no easy task for an owner, emotionally or financially. But when the decision has been made to go out of business, we can make it profitable, and even fun. All you have to do is ask Greg Kligman, RJO member and owner of Sheldon Jewelry, in El Paso, Texas, who decided to use Wilkerson to help with his going-out-of-business sale.

"We've been in business since 1912," Kligman said. "My dad was running the business before me, and I followed. I've been doing this for 40 years and I'm at the point where I'm ready to retire. It's been a lot of fun, but it's time to shut this thing down."

"I reached out to all my friends in the industry and asked them who the premier people to run a going out of business sale was and everyone came up with the same name – Bobby Wilkerson was the go-to guy and that's who I went to."

"I was fortunate to have two wonderful consultants, a husband and wife who have been in the jewelry business themselves as store owners and now work with Bobby Wilkerson as consultants. They're a tremendous team."

"Four weeks into the sale, we'd blown away all projected goals we expected to make - way beyond expectations. I'm very relaxed that I made the right decision and had the right teams. All the advertising has come together and it's extremely effective."

"By choosing Wilkerson, you're going to have the best team, the most professional team. They have this thing down to a science."

*Sheldon*  
Jewelry Since 1912

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).