



WILKERSON

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



In memory of Jim Mortimer

"We could never have done it ourselves."

Christy Mortimer Louella,
Jim Mortimer Jewelers,
Burlington Township, NJ

When the unexpected happens, it's important to have people you can count on. If you're a retail jeweler, you can count on the experts at Wilkerson.

Jim Mortimer Jewelers in Burlington Township, New Jersey, was a thriving area business for 30 years. But in February of 2015, owner Jim Mortimer became gravely ill and passed away, leaving his family with questions about what to do with the business. After much deliberation, his children Christy Mortimer Louella, Julie Sapner, and their brother decided to close up shop. Which led to another question – how were they going to do it?

The answer came in a recommendation from their uncle: Contact Wilkerson.

"We were hesitant at first because these were strangers coming in to run our going-out-of-business sale," Christy said. "But they were so welcoming and professional. Wilkerson just made everything easy. They took care of all the details."

Those details included moving the custom pieces and aged merchandise that Julie thought wouldn't sell. "When we first met them, they said it was going to be like Christmas every day. I didn't think that was going to happen, but it did. It was crazy! People were buying multiple items – not just one thing. One lady shopped for her whole family. She got 23 or 24 pieces in one transaction, and a lot of it was older merchandise that we never would have moved."

Was working with Wilkerson the best choice for their sale? Absolutely. "I would definitely recommend Wilkerson," Julie added.

"We could never have done it ourselves," Christy agreed.

The decision to close a business is never easy. But Wilkerson is pleased to have helped Jim Mortimer Jewelers close their business on a high note. And the end of one business has led to a new beginning. Julie is opening her own shop in nearby Delran, New Jersey, and calling it, appropriately enough, Legacy Jewelers. Jim Mortimer would have been proud.

Jim Mortimer  JEWELERS

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.