

# BIG TIMES

Buyers International Group

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## *Mary Galeski Joins BIG...*

We are pleased to announce the latest addition to the BIG Team, Mary Galeski. Many of you are likely to remember Mary as she worked for ARMS for 7 years as their lead management consultant. Mary joins BIG as a Business Consultant for Balance to Buy™. The blend of Mary's experience brings a depth of practical knowledge in managing inventory which you can read in her first BIG Times article: Theory vs. Practice.

After Mary's years of consulting at ARMS, she decided to round out her practical knowledge of the inner workings of a jewelry store. Mary held the positions of General Manager and Controller at a high-end, high volume retailer with two stores, a complete shop including custom design and a watchmaker and 30 total staff members. During her two years, the store increased performance of loose diamonds and almost doubled the stock turn for the category. Mary and her team implemented a competitive pricing strategy and plan for inventory levels in each shape / size category. She was also able to see first hand the challenges of implementing theory into practice.

Along with Mary's retail and consulting experience, she also has an extensive background in training. At Advanced Retail Management Systems, USA (ARMS), she conducted educational seminars on the use and application of the ARMS system, including technical training, how to setup and configure inventory to best advantage, how to run reports etc. She taught jewelers how to manage their cash flow by controlling purchases, manage their vendors and categories more effectively, set realistic performance goals and develop actionable steps to increase Return on Investment.

We are pleased to have Mary speaking at BIG's Process to Profitability™ Seminar in Madison, WI on March 28th. Mary has taught seminars on the following topics: Inventory Management, Improving Cash Flow, Budgeting, Aged Inventory Identification and Clearance Strategies, Vendor Performance, Clienteling and Customer Loyalty, Leadership, Goal Setting and Time Management. Mary has also facilitated discussions among jewelers on the following: Effective Hiring and Staff Management, Improving Morale, Staff Compensation Plans and Reward Programs, Marketing – both personal and market wide, Inventory Swapping and identification of industry trends for vendor lines and styles.

For those of you who don't already know Mary, you will get to meet her on the Balance to Buy demo and training calls, as well as at the myriad trade shows and functions we will be attending over the next 6 months. Mary is currently working on her MBA with an emphasis in Marketing. For those of you who may have worked with Mary in the past and would like to get in touch with her, feel free to contact her at [Mary@BIGjewelers.com](mailto:Mary@BIGjewelers.com).

Please join Ellen, Jacqui, Julie, Mark, Sharee and myself in welcoming Mary Galeski to BIG!