



Washington DC Chapter GIA Alumni Association

Sell More Jewelry and get more of the best type of clients

Presented by **Phillip Bosen**

Thursday, March 22, 2018

7:00 – 9:00 P.M.

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Phillip Bosen will discuss the inside secrets about what jewelry clients really want. How to get input from customers on specific business decisions by creating and holding an effective Client Advisory Board. Phillip will discuss what secrets you can learn, how to select the right people, how to structure a meeting and more.

Phillip Bosen is a veteran jewelry retail expert, having been involved with different aspects of the business since 1982. Bosen started working at his family's small jewelry store after school, at the age of twelve. He has worked with small, medium, and larger jewelers and has learned from the best.

Always paying close attention and learning new and innovative ways to improve the functionality and profitability of the businesses has been a hallmark of his career. Phillip has attended and participated in a wide variety of educational seminars, leadership courses, and AGS Conclaves. Mentoring, coaching, and teaching others has always been a passion that has extended beyond the jewelry world and into a variety of volunteer opportunities.

Phillip's consultancy specifically helps retail jewelers improve profitability and quality of client relationships.

We meet at the Holiday Inn Rosslyn, 1900 Ft. Meyer Drive, Arlington, VA 22209, at the Virginia end of Key Bridge, 703-807-2000. Admission is free for those who have paid their 2017 meeting fees and \$15.00 for all others. Please visit the Chapter's website at www.dcgia.org.

Charles Marts, Secretary
13400 Catocin Court
Herndon, Va. 20170
703-473-4992

Next Meeting: TBD April XX

DCGIA, P.O. Box 1243, McLean, VA 22101-1243 USA

Access the Chapter website at www.dcgia.org for information, updates, and last minute changes.

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