

February 22, 2017

We are excited to partner with you and the Academy of Medicine of Cincinnati.

Obviously, it's tough to compare apples to apples sometimes as jewelry, repairs, quality, craftsmanship and pricing can widely vary throughout our industry. We also sometimes have brand restrictions that prohibit us from discounts. All that being said, as a true family business that is actually still operated by family; our staff works closely with each prospect and client to always offer the best overall value. Below is a summary of what we can provide:

- Regularly priced merchandise (in-stock): 20 to 30% off based on item and purchase amount.
- In-house jewelry repairs (excludes watch repair): 15 to 35% off based on each repair and the nature of its requirements (parts, labor, etc).  
*\*Our jewelry repairs are done in-house by master goldsmith/gemologist; most repairs completed in a week or less.*
- Loose Diamonds: Priced at a percentage over invoice. 10 to 25% over invoice based on size (carat weight) and cost.
- Appraisals: Free with any purchase. Items that we're not purchased from us done at half price (\$50 per item).

We do have some brand restrictions from time to time based on our licensing agreements with carrying them in our store. We will do our best to work with each client though and still provide value whether it's gift with purchase, gift card or some other avenue. One other item to consider is that we don't actually have sales. We certainly could price things in a way and provide your group with discounts of 40, 50, even 60%, but we don't believe that is actually providing true value to our clients. We do have scheduled events throughout the year that will offer special trunk show discounts. For instance, we have a Le Vian event usually twice a year where with any RSVP we offer a 20% discount. Although we can't combine offers during shows or events those are instances where we would be able to provide an extra 5 to 10% off or gift card with purchase.

With Gratitude,  
Mark & Tina Yelton

