



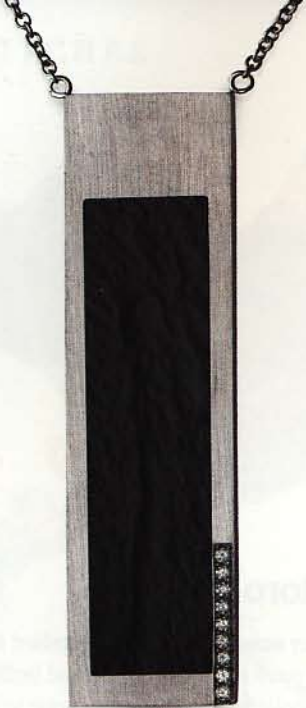
Kristina Fine Jewelry

PRODUCT DETAILS: 18k white gold 2.93 ct. blue topaz and diamond pendant

MARK CALLIS SAYS: "This is my all-time favorite piece — absolutely salable, day in and day out, and something my staff would get really excited about. In describing this to a customer, I would talk about the intense blue color of the gem. I'd point out that 3 carats is a very wearable size for topaz. I would talk about how the designer has crafted the prongs out of the swirls of diamonds. The way that has been done is absolutely incredible. They have taken the support and made it into a work of art. It gives the impression that the gemstone is floating amid the diamonds. This is something that could be worn with a business dress or as an evening piece to the most elegant functions."

\$620

MANUFACTURER'S SUGGESTED RETAIL PRICE



Claudia Endler Designs

PRODUCT DETAILS: 14k white gold pendant set with hematite and pavé diamonds

MARK CALLIS SAYS: "When I first saw this piece, I stared at it for five minutes. I am a lover of modern art, and this is wearable art. The designer has incorporated a lot of tools that an architect or artist would use. When talking about this particular piece with a customer, I would share my own interpretation, which is about the contrast between the symmetrical and the asymmetrical, the multiple textures, the mix of black and white. I would only sell one of this piece — and only one — so that my client would know that it is unlike anything else she will see."

\$3,200

MANUFACTURER'S SUGGESTED RETAIL PRICE



John Christopher Dublin

PRODUCT DETAILS: 18k yellow and white gold diamond rope pendant from the *Timeless Trinity Collection*, 1.24 tcw

JULIE SATHER-BROWNE SAYS: "I would suggest this piece to a diehard romantic. I am a total romantic myself, and so I think of this as something that was given in secrecy. And this is definitely something she will want to pass along. The medallion embodies history and legend, yet it also looks somewhat modern. It has a Celtic look but is not blatantly Celtic. In talking about this with a customer, I would point out the beading and the Old World craftsmanship that went into the creation of this piece."

\$2,350

MANUFACTURER'S SUGGESTED RETAIL PRICE



Lena Sklyut

PRODUCT DETAILS: *Couture Coral Branch Necklace* featuring 18k yellow gold, citrine center stone, and South Sea pearls

JULIE SATHER-BROWNE SAYS: "I would tell my customer that I love this because it really gives a feel for nature and the ocean. I think you really feel the sea. I love the coral branches and the randomness of the pearls and the seed pearls. This is voluptuous and at the same time exotic. I would definitely help her visualize herself in it. With a piece like this, the attire can be simple. I would mention how she could wear it. I can see her wearing this with a summer dress to a barbecue or with a gown to a high-end function."

\$39,000

MANUFACTURER'S SUGGESTED RETAIL PRICE