



2014

JAA International

JEWELLERY

FAIR

August 31 to
September 2

Sydney Exhibition Centre
at Glebe Island

NEW VENUE

NEW HOTEL (Book early)

June 2014

Nationwide **N** *Jewellers*

PROGRAMME WHAT'S ON

Sunday	31 August	Fair Opens 9.30am	Fair Closes 6.00pm	
	8.30 - 9.30am	Breakfast Briefing	Update on Fair specials, Nationwide online showroom demonstration	S
	10.00 - 10.45am	Diamond Grading Seminar 1	Bill Sechos	W
	10.30 - 11.00am	Facebook 101	Matthew Ryan	S
	11.30 - 12.15pm	Diamond Grading Workshop 2	Bill Sechos	W
	12.30 - 1.00pm	Grow A Diamond Programme	Niven McArthur	S
	1.00 - 1.45pm	Diamond Grading Workshop 3	Bill Sechos	W
	2.00 - 2.30pm	Jewellers Guardian	Colin Pocklington	S
	3.00 - 3.45pm	Diamond Grading Workshop 4	Bill Sechos	W
	4.00 - 4.45pm	Facebook Advanced Marketing	Matthew Ryan	S
	7.00pm	International Members Dinner	Dockside, Balcony Level Cockle Bay Wharf	
Monday	1st September	Fair Opens 9.30am	Fair Closes 6.00pm	
	10.30 - 11.15am	Harnessing the Power of your People*	David Allen	S
	10.30 - 11.15am	Diamond Grading Workshop 3	Bill Sechos	W
	12.00 - 12.45pm	Diamond Grading Workshop 4	Bill Sechos	W
	12.30 - 1.15pm	State of the Industry*	Amanda Hunter	S
	1.00 - 1.30pm	New Zealand Members Meeting (TBC)	Doug Erkkila	W
	2.00 - 2.45pm	Australian Consumer Law*	JAA Colin Pocklington	S
	6.00pm	JAA Australasian Jewellery Awards Cocktail Function		
Tuesday	2nd September	Fair Opens 9.30am	Fair Closes 3.00pm	

BREAKFAST BRIEFING

SUNDAY - 8.30 - 9:30am

Barry and the Nationwide team will announce the latest Nationwide Initiatives, Fair Specials and the 2015 Conference venue.

Location Key Code:

W = Diamond Workshop Room • S = Nationwide Seminar Room

N = Nationwide VIP Lounge • NB: Diamond Workshops 2,3, and 4 are limited to 18 people maximum

*Open to all industry participants as well as Nationwide members



Colin Pocklington,
Managing Director
Nationwide Jewellers



Barry Jackson,
Director
Nationwide Jewellers

EDUCATION PROGRAMME

DIAMOND TRAINING SESSIONS

DIAMOND SEMINAR 1

Sunday - 10:00 - 10:45am

- seminar presentation with Bill Sechos
- introduction to diamond grading
- how to look past the sparkle and see the true cut
- how to find inclusions
- how to maximise your buying time & value in Antwerp

DIAMOND WORKSHOP 3

Sunday - 1.00 - 1.45pm

Monday - 10.30 - 11.15am

- hands on workshop with Bill Sechos
- how to grade colours of a diamond
- maximum 18 people
- maximum 2 people per store

DIAMOND WORKSHOP 2

Sunday 11.30 - 12.15pm

- hands on workshop with Bill Sechos
- how to grade the clarity of a diamond
- maximum 18 people
- maximum 2 people per store

DIAMOND WORKSHOP 4

Sunday 3.00 - 3.45pm

Monday 12.00 - 12.45pm

- hands on workshop with Bill Sechos
- advanced diamond sorting
- ADB members only
- maximum 18 people
- maximum 2 people per store



Nationwide Diamond workshops have been run successfully by Bill Sechos (pictured right) since 2001. He is co-owner of Gem Studies Laboratories & lecturer for Gemmological Assoc. of Australia for Gemmology & Diamond Technology.

JAA INDUSTRY SEMINARS

LEADERSHIP - "HARNESSING THE POWER OF YOUR PEOPLE"

We will explore:

Monday - 10.30 - 11.15am

- Leadership in a retail environment
- Do we have the right attitude
- Providing a motivating environment for our team
- Team and relationship building
- Providing clarity, alignment and buying into a common goal
- Key Performance Indicators (KPI's) how to use these as a barometer in your store



Presenter: David Allen
President Pandora Australia

STATE OF THE INDUSTRY

Monday - 12.30 - 1.15pm

New JAA Executive Director Amanda Hunter will lead a presentation on the State of the Industry, JAA initiatives, and a discussion on major issues confronting the industry



Amanda Hunter
Executive Director JAA

AUSTRALIAN CONSUMER LAW - Colin Pocklington, Chairman JAA Code Committee

Monday - 2.00 - 2.45pm

- The rules on Two Price Advertising
- Illegal Refund Signs and Lay bys
- The JAA Code of Conduct

MARKETING WORKSHOPS



Matthew Ryan
Director
Rival Web Design

FACEBOOK 101

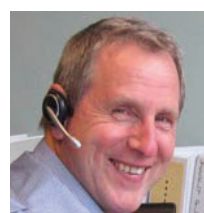
Sunday - 10.30 - 11.00am

How to set up and maintain a facebook page for your business

FACEBOOK ADVANCED MARKETING

Sunday - 4.00 - 4.45pm

Using your facebook page to engage customers with new products, events, competitions etc.



Niven McArthur
Director
Merchandising & Marketing

GROW A DIAMOND PROGRAMME

Sunday - 12.30 - 1.00pm

The mechanics of the new Nationwide programme for customers to upgrade their diamonds to larger sizes.



NATIONWIDE JEWELLERS INTERNATIONAL MEMBERS DINNER

Dockside, Balcony level, Cockle Bay Wharf Darling Harbour

Sunday 31st August at 7.00pm

Includes: Dinner, Drinks and Entertainment

Cost \$115pp

SHOWS



SHOW TICKETS

The Lion King

Capital Theatre - 8pm

Saturday 30th August 2014

A Reserve Stall • Cost \$128.00



SHOW TICKETS

Strictly Ballroom

Lyric Theatre - 8pm

Saturday 30th August 2014

A Reserve Stall • Cost \$128.00



Monday 1st September, **6.00pm**

JAA Australian Jewellery Awards
cocktail function and presentation

EXCLUSIVE MERCHANDISE



T O L K O W S K Y

SEVEN GENERATIONS OF PERFECTION



TOLKOWSKY - Seven Generations of Perfection

Diamonds have been in the blood of the Tolkowsky family for seven generations.

Creative inspiration, mathematical genius, technical innovation and superb craftsmanship have consistently played their part.

These priceless values are reflected in the myriad brilliance of each and every Tolkowsky diamond.

Nationwide is proud to present this premium quality diamond jewellery collection exclusively with 12 months interest free finance.



ASTRALIS

BEAUTY UNLOCKED

by Gabi Tolkowsky

For over 200 years, the Tolkowsky family from Antwerp in Belgium, have been driven by the need to unlock the beauty of the diamond through tireless innovation and relentless commitment to excellence.

Using his experience cutting the world's largest diamonds, Gabi Tolkowsky has finally established the secret of beauty in a diamond, as he presents the Astralis diamond.

Finance available over 6 months.

CHRISTMAS CATALOGUES AUS & NZ

Nationwide and a "Catalogue Advisory Group" of your peers are already hard at work building on the 2013 success, to make 2014 the best catalogue ever.

- More stock.
- More BEST SELLERS.
- More popular price points = MORE SALES.
- PERSONALISED to suit your store.
- Feature YOUR FAVOURITE BRAND.



Australia



New Zealand



ACCOMMODATION - AT GREAT RATES

NEW
HOTEL



FOUR
POINTS
BY SHERATON

As Australia's largest hotel, this 4.5 star hotel is located in Sydney's Central Business District and overlooks the spectacular Darling Harbour. Surrounded by all of Sydney's major entertainment and shopping districts including Pitt Street Mall and Queen Victoria Building with The Rocks, Sydney Harbour Bridge and Opera House just a 15 minute walk away!



Four Points by Sheraton

161 Sussex St, Sydney

Only a 5 minute walk for the ferry transfer to Glebe Island Convention Centre

City Side King Room (1 King bed)

City Side Twin Room (2 King single beds)

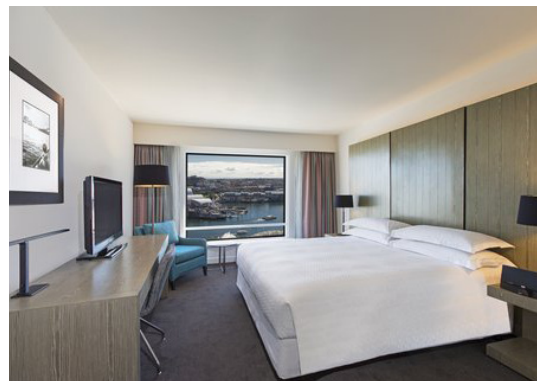
City Side Single Room (1 King bed)

Costs for rooms

\$215 - room only

An additional \$40 per room per night for premium harbour view (Limited Rooms available)

Sydney
Darling Harbour



Contact Gladys, Narelle or Helen at Nationwide Travel for registration, accommodation & flights.

Ph (02) 9983 9211 • Fax (02)9983 9138 • Email travel@jgbs.com

IN THE NATIONWIDE LOUNGE

MEMBER WEBSITES

See our expert Matthew Ryan from Rival Web Design to arrange a member website.

RENT NEGOTIATION

Shop lease coming up for renewal? Talk to David Weil about his free guarantee. Jewellery shop rentals have fallen over the last 2 years. Has yours?

ON-LINE FORUM NETWORKING

Not networking with other members online? See Anne or Matthew for help on how to sign on and use "In the Loupe".

NEW VENUE

Sydney Exhibition Centre at Glebe Island

Located on Sydney's magnificent harbour foreshore near the ANZAC Bridge, this brand new venue offers contemporary pop-up cafes, captivating views of Sydney harbour and scheduled transport on show days.

Sydney Exhibition Centre @ Glebe Island is just minutes from all the excitement and attractions of Darling Harbour. Catch a theatre performance, dine by the water, visit the aquarium or stay in your favourite harbourside hotel after the show!



LOCATION MAP

