



**NAJ Summit**

# **Event Guide**

**Learn. Connect. Celebrate**

24 - 26 June  
Park Regis Hotel,  
Birmingham



# What is the NAJ Summit?

Now in its third year, The NAJ Summit features four events across an extended weekend of valuable learning and networking opportunities.

## The Valuers' Conference

Sharpen your jewellery knowledge and brush up on your gemmology facts with a two-day event of international speakers and value-packed workshops.

## Retail Jewellers' Congress

Retail Jewellers' Congress is an excellent opportunity to experience what being a member of the JET Business Network is all about. This one-day event provides business insight and actionable advice to help boost your jewellery retail business.

## NAJ Awards

The NAJ Awards is a chance for the UK jewellery trade to come together and champion professional excellence. Both businesses and individuals will be celebrated on the night.

## Supplier Showcase

The new Supplier Showcase will be part of the NAJ Awards evening, with a curated selection of exhibitors presenting their jewellery throughout the night.

# Designed just for You

The NAJ Summit is the ultimate gathering for jewellery trade professionals. It brings together retailers, suppliers, designers, valuers, and students under one roof.

The event is dedicated to education and networking, making it an all-inclusive affair. We warmly welcome everyone, whether they are NAJ members or not. We believe that everyone will gain something valuable from attending.

The Summit is designed to be accommodating and flexible, with ticketing options tailored to your specific needs and interests.

Three ticket types are available, each offering generous discounts for both NAJ members and those who purchase multiple-day tickets.

You can attend for a single day or take advantage of a heavily discounted rate to experience the full Summit. Just be sure to bring along a notepad to take away all the valuable information that will be shared.

# Flexible Booking

The day rate includes access to the talks and workshops on your chosen day, plus food and refreshment. Accommodation is not included. You can book a hotel using our dedicated [accommodations portal](#).

NAJ Award tickets are not included in the day rate prices. NAJ Award tickets can be purchased at £115 + VAT per person [here](#).

Attendance	NAJ Member	Non-Member	
<b>One Day</b>	£245	£295	+VAT
<b>Two Days</b>	£360	£410	+VAT
<b>Three Days</b>	£445	£495	+VAT

Bookings made after Friday 19th, May will be subject to a late booking fee of £100 + VAT

**BOOK TICKETS**

If you have any questions or issues, please email [events@naj.co.uk](mailto:events@naj.co.uk)



**NAJ Summit**

# Day One

## Valuers' Conference

The Valuers' Conference, celebrating its 34th year, is designed to broaden your jewellery and gemmology knowledge and connect with like-minded individuals.

The Valuers' Conference includes a packed roster of presentations, masterclasses and workshops designed for the entire jewellery trade wishing to expand their knowledge and professional horizons. Whether you are a practising jewellery valuer, retailer, student, designer or sales professional, the Conference will provide expert education in a friendly and welcoming environment.

### Main Presentations

The main presentations are delivered as lecture-style talks to Conference attendees, with all presentations on Saturday, June 24th.

#### One: Dr Gaetano Cavalieri

CIBJO president, **Dr Gaetano Cavalieri**, will open proceedings as he addresses the challenges facing the jewellery industry in an uncertain world. Dr Cavalieri has served 20 years as president of CIBJO, the World Jewellery Confederation. They unite national Jewellery and gemstone associations from more than 40 countries, including many of the industry's major corporations and international associations.

#### Two: Richard Drucker

**Richard Drucker**, the founder of Gemworld, the leader in gem pricing and market information, explores 40 years of pricing and beyond. What has influenced prices over these years, and what is in store for the future?

#### Three: Beth West

Lab director at the Gemmological Certification Services, **Beth West**, will challenge those in attendance to answer, what does the origin of a gemstone teach us? In an age when transparency and traceability are buzzwords in the industry, disclosing the gemstone's origin is becoming increasingly important. In this talk, Beth West will consider why the idea of origin has outgrown what it once meant within the industry, and discuss how it could be used within the marketplace now.

#### Four: Emily Barber and Jonathan Darracott

**Emily Barber** and **Jonathan Darracott**, from the international auction house Bonhams, will share the stage and their insights for Jewellery and watches at auction. Darracott is Bonhams' Global Head of Watches, while Barber is the auction house's Jewellery Director.

#### Five: Craig O'Donnell

Popular speaker **Craig O'Donnell** returns to the Valuers' Conference programme to celebrate styles of Jewellery from 1880-2000. Craig, a silver specialist and curator of the outstanding collection at the Birmingham Assay office, will ensure attendees understand their art nouveau from their art deco and other movements.

#### Six: Vincent Pardieu

Finally, **Vincent Pardieu**, field gemmologist and founder of VP Consulting, will enthral the attendees with an update on the changing gemstone resources around the world. Vincent will also deliver a masterclass reporting on his time hunting for gemstones in the Badakhshan province of Afghanistan.



# NAJ Summit

# Day Two

## Valuers' Conference

On Day Two, you'll have the opportunity to attend a variety of workshops and masterclasses. Through hands-on experience and expert guidance, you'll gain valuable knowledge on various subjects. Bookings are given on a first-come-first-served basis, so take advantage of your chance to learn from the experts.

Day Two also closes with a special diamond panel discussion. Hosted by **Dr Richard Taylor**, this session will provide attendees with a market update for natural and synthetic diamonds, highlight crucial practice, and share relevant insights. Panellists will reflect on the present and future of Diamonds and how consumer, trade and other forces will test the industry in the future.

### The Panel

**Dr Gaetano Cavaleri,**  
CIBJO President

**Lisa Levinson,**  
Natural Diamond Council, Head of UK

**Joanna Park-Tonks,**  
International Grown Diamond Association (IGDA)  
President

**Howard Levine,**  
Diamnet Managing Director

Workshops		
1	Coloured gem grading and pricing workshop	Richard Drucker
2	Manufacturing identification of methods	Barry Sullivan
3	Photomicrography – The world within a gemstone	Sammantha Maclachlan
4	The 7 Value Factors of Pearls	Mehdi Saadian
5	Hallmarks help or hindrance their relevance and identification is it a fake or forgery?	Rupert Huddy
6	How to spot fake watches the easy way	Kenneth Massow
7	Synthetic diamond verification equipment	Charlotte Rose
8	GemVal (back by popular demand!)	Simon Johnson
9(S)	An introduction to valuing	David Byrne
10	Getting the best out of your gemmological instruments	Pat Daly
Masterclasses		
1	Got the blues; origin determination of blue sapphires	Beth West
2	PROBATE: Everything you need to know and do	Rosamond Clayton
3	The diamond market; synthetic and natural, past, present, and future	Dr Richard Taylor
4	CAD software: understanding the opportunities & challenges	Pooja Sahny
5	Hunting for gemstones in the Badakhshan province of Afghanistan	Vincent Pardieu
6(S)	A step back in time - examining date and value of a selection of antique jewellery	Philip Stephenson

(S) Students attending must attend at least one of these workshops.



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# Day Three

## Retail Jewellers' Congress

The Retail Jewellers' Congress celebrates its 14th year, bringing jewellery retailers together for a series of talks, panel discussions and exercises designed to help take your business further with actionable advice and inspiring experts.

This year's Congress theme is **Attract and Retain – Customers and Team**, with expert speakers tackling the hot-button issues of recruitment and consumer loyalty.

### Speakers

#### One: Heather Horton

Heather Horton will focus on Attracting, Recruiting and Retaining Customers, drawing on ample experience as a consultant, business owner and non-executive director. Horton built Ecrubox, a multi-million-pound digital agency, over five years and hired 40 people in the process.

Her clients have generated over £150m in annual sales, and for many, she has supported their transition from B2B to D2C. "We will cover the importance of retaining customers and building loyalty in a digital age," Horton explains. "The costs per customer acquisition are increasing as it is more expensive to gain new customers than keep existing ones."

#### Two: Rebecca Robins

Rebecca Robins will explore how to attract, recruit and retain staff and how to get your whole team involved in the process. From a successful interview process to how to onboard new employees to set them up for success, this will be an essential talk for any jewellery retailer.

Rebecca has 18 years of recruitment experience working for global brands, including UGG Australia, Joules and Superdry. She has been responsible for building entire teams for flagship stores across Europe and implementing head office recruitment training.

#### Three: Phil Rush

Phil Rush, the founder and chief executive of Heteronomics, will offer a State of the Nation talk on UK economic activity, inflation and monetary policy, and how this impacts retailers.

Rush has previously held chief and senior economist roles at Nomura, Barclays Wealth and Lehman Brothers, so attendees are in experienced hands.

#### Four: Vanessa Eyles

Vanessa is a detective superintendent in West Midlands Police and director of the West Midlands

Cyber Resilience Centre. She will focus on retail cyber resilience and how retailers can protect themselves from online threats in the digital age.

By the end of the session, retailers will understand the nature of risks in the marketplace and be armed with some basic knowledge to improve their security practices.

#### Five: Mark Sandum

JBN member Mark Sandum will share his retail story with attendees, revealing the highs and lows of owning a high street jewellers and outlining the processes implemented towards selling his business in April 2023.

More speakers will be announced in the run-up to the Retail Jewellers' Congress, so sign up to the [NAJ's mailing list](#) to stay informed.



# NAJ Summit

# Timetable

## Overview of Events

### SATURDAY 24th JUNE

THE VALUERS' CONFERENCE	
09.00	Registration Opens
10.20	Welcome and Introductions
10.30	Main Presentation 1
11.20	Main Presentation 2
12.00	Main Presentation 3
12.30	Lunch
14.00	Main Presentation 4
14.40	Main Presentation 5
15.10	Comfort Break
15.30	Main Presentation 6
16.00	Main Presentation 7
16.30	Thanks and Close
19.00	VALUERS' DINNER

### SUNDAY 25th JUNE

THE VALUERS' CONFERENCE	
09.00	Workshop Session 1
10.30	Comfort Break
11.00	Workshop Session 2
12.30	Lunch
13.30	Workshop Session 3
15.00	Comfort Break
15.15	Panel Discussion
16.45	Thanks and Close
18.00	NAJ AWARDS & Supplier Showcase

### MONDAY 26th JUNE

RETAIL JEWELLERS' CONGRESS	
09.00	Registration Opens
09.30	Welcome and Introductions
09.50	Keynote Speaker 1
10.20	Keynote Speaker 2
11.20	Comfort Break
11.45	Keynote Speaker 3
12.45	Lunch
13.45	Interactive Session
14.15	Keynote Speaker 4
15.00	Keynote Speaker 5
15.30	JBN Member (Retail Story)
15.55	Thanks and Close



# NAJ Summit

## Accessible Venue

This year, the NAJ Summit moves to a new venue providing excellent transport links and facilities. The Park Regis Hotel, Birmingham, offers a central city location supported by accessible transport options whether visiting for the day or staying for the whole weekend.

With modern amenities and state-of-the-art conference facilities, the Park Regis is the ideal home for an event designed for networking and sharing knowledge and experiences.

Attendees can stay on-site with preferred rates or at the many hotels and accommodation options within walking distance.

**Park Regis Hotel, Birmingham:**  
160 Broad St, Birmingham B15 1DT  
0121 369 5555  
[hello@parkregis-birmingham.com](mailto:hello@parkregis-birmingham.com)

### Warning! Clean Air Zone

Do check to see if the clean air zone will operate including timings, charges and vehicles that won't be charged.

For more information, visit  
[www.brumbreathes.co.uk](http://www.brumbreathes.co.uk)

## Planes, Trains & Automobiles

...and Trams! Birmingham has fantastic transport links, no matter your preferred option.

### By Train

If you're jumping on the train you'll find three stations to choose from, all within the city centre, and all just a short walk from the Park Regis.

Closest stations:  
Fiveways 0.6 Miles  
New Street 1.1 Miles (has tram stop)  
Snow Hill 1.3 Miles (has tram stop)

### By Tram

Fiveways tram stop is just outside the hotel (both ways) and is on the same line as Grand Central (New Street), Snow Hill, Jewellery Quarter and Wolverhampton St Georges.

### By Plane

Joining us by plane? No problem, Birmingham Airport is the only UK airport with a train station connected to the terminal, which means it takes just ten-minutes to get into Birmingham New Street station. If you'd prefer to jump in a taxi, you'll find a rank directly outside the airport.

## Parking Made Easy

**NCP Fiveways - 7 minutes walk**  
12 hrs £7.00  
24 hrs £8.00

**Euro Car Parks Fiveways - 9 minutes walk**  
12 hrs £7.00  
24 hrs £8.00

**Broadway Plaza - 10 minutes walk**  
12 hrs £8.00  
24 hrs £12.00

Information and charges from [parkopedia.co.uk](http://parkopedia.co.uk), please do check before visit

### Train station (Save-a-space)

Booking fee is £3.60 per day but must be booked on <https://save-a-space.com/tfwm/>

- Northfield
- Rowley Regis
- Tile Hill
- Four Oaks
- Whitlocks End
- Stourbridge Junction



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Organised by the National Association of Jewellers

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[naj.co.uk/summit](http://naj.co.uk/summit)