

Speaker Bios

(Alpha by Last Name)

Ellen Adams owns Zippy Chicks in Manchester, VT. Before opening in 2011, she was a buyer for a 9 figure multi channel merchant company. The constant demand to hit ever growing numbers and that daily grind led to burnout. She left that corporate job, to go after her dream of owning a consignment shop! She created a vision of what this shop would look like, how it would smell, how it would be curated...and 12 years later doing what she loved with 15%+ growth annually, she was burnt out...again! This was the dream...how was this possible? When she began working in vision creation—her business not only grew more—but she felt more ease and flow in both work and personal life.

Leslie Angilau has 25+ years of experience in sales. For the past 5 years she has taken those skills and applied them to resale at Calvary Thrift Store. She will share how she has used her gifts to enhance sales, utilize volunteers and for employee development. **Dulce Hollenbach** has worked at Calvary Thrift Store for 10 years as a clothing manager and volunteer coordinator. Dulce will share how she maintains & ministers 50+ volunteers and community service members. Leslie and Dulce's goal is to inspire others to enrich their community impact while positively reaping the rewards of growth in the resale industry.

Emily Ballard manages Camilla's Closet, a multi award winning 10,500 square foot Consignment Superstore in Evansville, Indiana. Emily has a degree in accounting, and specializes in designer handbag authentication and restoration. Emily has 20 years of retail experience, 10 years in the resale industry, including fine jewelry. In addition to her duties as store manager, Emily leads luxury acquisitions for multiple store locations and hosts Facebook Live videos weekly. The stores include Petunia's Resale for Rescue, a nonprofit thrift store that benefits animal rescue. Emily is also a top-rated seller on Poshmark and Poshmark Ambassador.

Aaron Barrish is Director of Gulfside Hospice Thrift Shoppes for Gulfside Healthcare Service which was founded in 1994. They have 5 non profit thrift stores in Pasco County Florida generating \$2.5 M in revenue supporting the mission of Gulfside to ensure that all patient's receive the hospice care they need regardless of ability to pay. Aaron has been with Gulfside for five years and previously managed Dillard's, Bon-ton, JC Penney and Macy's department stores for a combined 15 years.

Judy Connor has been in the consignment and resale industry for 16 years. Judy and her family run StillGoode Home Consignments & Auctions. The StillGoode operations, located in Spring, Texas, include a 21,000 square foot consignment store and an 11,000 square foot auction facility. Judy has experience in all aspects of the business, including customer service, consignor communications, buying, employee hiring and retention, photography, videography, and store displays. As the face of the business, Judy handles almost all aspects of StillGoode's social media marketing and has been instrumental in the growth of the company.

Seana Flynn and wife are the curators of Consign Charleston, an upscale, chic consignment store in Charleston, SC. We are in our 17th year of business, having grown the store from 3,000 to 30,000 square feet with a 17,000 plus consignor base. I began my career as an Educator and was the head of professional development for one of the largest public school Districts in the Nation when I left to chase a childhood dream of having my own business. My passion for educating is the drive behind our many community partnerships. It is often said that it takes a community to educate a child. In that same vein, it takes locally owned business to build a community.

<p>Colleen Lloyd-Roberts has worked in the retail industry since high school in both employee and managerial capacities. Her college degree is in Retail Merchandising & Business Management. Colleen has worked with entrepreneurs almost her entire life helping them grow their businesses. She has always been on the cutting edge of marketing and sales as she has launched several of her own ventures, one of which was an e-Commerce business Top Notch Nail Files still going strong today. Colleen launched Monkeys In Hats with her Techie husband, Richard. Together they build websites and run entire e-Commerce and Digital Marketing Divisions for large and small businesses.</p>	<p>Cynthia Riley is a retired resale store owner turned full-time reseller on Poshmark, Ebay, Mercari and Etsy. She spent 20 years as a Kid to Kid Franchisee and owner of Closet Revival, a Buy outright women's store. She is a long time NARTS member and has conducted workshops on BOR and pricing strategy. She has an MBA from the University of Kansas and had a corporate career in Marketing Research at Sprint and Pizza Hut.</p>
<p>Dennis Sewell, NARTS President, has a long background in corporate consulting, logistics, technology, and marketing with JB Hunt, UPS, Caliber Logistics, Compaq, IBM, Dell and Foxconn. In 2008 Dennis and his wife Janna left their corporate careers and purchased StillGoode Home Consignments, a 21,000 square foot store located in Spring, Texas. Dennis has been a licensed auctioneer since 2011. In 2019 StillGoode expanded their operations to include online auctions, opening a separate 11,000 square foot auction processing facility. A long-time NARTS member, Dennis was elected to the NARTS Board of Directors in 2016 and has led numerous workshops over the years.</p>	<p>Sara Sundblad has worked at Stuff Etc for 20+ years and purchased the company at the beginning of 2023. Sara has previously managed individual Stuff Etc locations and has been the Director of Operations since 2013. Kelli Springer has been with Stuff Etc for 3 years as the District Manager, and previously worked for big box retail for 30+ years. She has experience in store management, regional management, human resources and much more. Stuff Etc was started in 1985 and is a consignment department store. Stuff Etc has 5 corporate locations and 3 franchise locations in the state of Iowa, with stores ranging from 22,000 sq. feet to 47,000 sq. feet.</p>
<p>Deanna Thompson and Graham Wetzberger have 30 years combined experience in the resale market and luxury authentication. As co-founders of the Authentication Institute of America, they have created the first and only regulatory organization for standardize the training, accuracy and compliance of authentication practitioners in the pre-owned space through corporate training, online courses, in person training and printed materials. Deanna has been in the high-end resale space for over 13 years. Since the early days, her dedication to educating members of the resale industry has been her motivation. Today, Deanna is the Head of Strategic Operations at <i>Marque Luxury</i> and Co-Founder of <i>Marque Mentor</i>.</p>	<p>Curt Welte, along with his wife Jennifer, own Camilla's Closet. This is a multi award winning 10,500 square feet Consignment Superstore. With over 35,000 items in stock this store boasts a full fine jewelry department, designer handbags and full family fashion. Curt was named one of the Top 3 Jewelers in The Tristate in 2021 and 2022. Curt is a second generation jeweler and has been in retail for 35 years, owning fine jewelry stores in Indiana before expanding into the designer resale market. They also own two thrift stores, Petunia's Resale For Rescue, that benefit their nonprofit organization that supports crisis vet care for animal rescue.</p>
<p>Jennifer Welte, along with her husband Curt, own Camilla's Closet, a multi award winning 10,500 square feet Consignment Superstore. With over 35,000 items in stock this store boasts a full fine jewelry department, designer handbags and full family fashion. Jennifer has sold on eBay for 19 years as a top rated seller and has over 27,000 items on eBay to date. Jennifer was named one of the Top 20 Businesswomen in The Tristate in 2021. Jennifer and Curt have been in retail for 30 years, owning fine jewelry stores before expanding into the designer resale market. They also own two thrift stores, Petunia's Resale For Rescue, that benefit their nonprofit that supports crisis vet care for animal rescue.</p>	<p>A very special Thank You to all the Speakers for so generously sharing their expertise!</p> <p>Their dedication allows us to enhance the quality and value of your educational experience.</p> <p>THANK YOU!</p>