



Resale . . . The Gateway to Success
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Speaker Bios

(Alpha by Last Name)

<p>Scott Alton is Owner/Investor of M&C Clothing and Gifts and The Alton Group Certificate Entrepreneurship. His background includes: Babson College - Goldman Sachs Small Business 10K Chief Operating Office, Yogibo - Head of Retail, North America Crabtree & Evenly - Sr. VP. Retail & New Stores, Tumi - Head of Retail, Sperry Topsider - Sr.VP of Retail & Real Estate Reebok - VP of Stores & Real Estate, Brookstone Senior Vice President</p>	<p>Emily Ballard manages Camilla's Closet, a multi location multi award winning Consignment Superstore. Emily has a degree in accounting, and specializes in designer handbag authentication and restoration. Emily has 20 years of retail experience with 10 years in the resale industry. In addition to her duties as store manager, Emily leads luxury acquisitions for multiple store locations and hosts Facebook Live videos weekly. Emily is also a top-rated seller on Poshmark and Poshmark Ambassador.</p>
<p>Lori Clark, from Upright Labs, is a leadership speaker and E-commerce Customer Success expert. She's designed and facilitated hundreds of leadership, customer service and coaching workshops and led teams with up to 120 direct reports. With zero regrettable employee churn within 10 years of leadership, Lori empowers leaders to drive high performance through empathy, servitude, and transparency.</p>	<p>Nikita Chen and Gustavs Zegners lead LegitGrails, a renowned name in designer brand authentication. CEO Nikita has led the company to global success and gained recognition from Forbes, Business Insider, and more. Gustavs brings a wealth of experience in digital marketing and retail strategies from his work with global 9-figure fashion businesses. Together, their combined expertise bridges technology and designer retail, offering actionable strategies for businesses to excel in the evolving resale market.</p>
<p>Judy Connor has been in the consignment/resale industry for 17 years. Judy and her family run StillGoode Home Consignments which 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. Judy handles almost all aspects of StillGoode's social media marketing and has been instrumental in the growth of the company.</p>	<p>Jody Czako owns My Cousin's Cottage in Westerville, Ohio, a resale store for contemporary home decor. She purchased the business in 2015 from a prior owner. Starting with only a sleepy inventory mix and lackluster consignor base, she transformed the consignor experience into a profitable model that consistently grows by treating each person with fairness and respect. Jody is a former CPA and holds an accounting degree from The Ohio State University. She loves Excel and creates spreadsheets for just about everything.</p>
<p>Alyssa Gonzales joined Another Season Consignments twelve years ago as a 16-year-old high school student. It was her first work experience. Over the years, she was promoted to team lead and then assistant manager before becoming Manager five years ago while working part-time as she pursued her education. After graduating college, she became full-time. Although Alyssa managed 5 departments with a staff of 23 employees, her expertise is in the Processing Department where she supervises a staff of 5.</p>	<p>Robyn Hicks is a Licensed Clinical Social Worker with more than 21 years of counseling experience. She has extensive experience treating a broad array of wellness issues, including Anxiety, Depression, Self-Esteem, Trauma Recovery, Marital Conflict, Work Stress, and Parenting issues. Robyn recently joined the Another Season team after consulting with them as a counselor and trainer for 18 years. Robyn is the daughter of owner, Kreta Lee, and lives in Waco with her husband and two children.</p>

<p>Mary Hovis is executive director of Family Life Center, in Effingham, IL. Silk Purse Thrift Store provides income for the ministry. In 2005, she began volunteering at the thrift store and by 2011, was managing the store. During her years as manager, they grew from 2300 sq ft to 15,000 sq ft retail space. Silk Purse employs over 30 people and have 30-plus volunteers. In 2019, she stepped into the ED role for the whole ministry. Since that time, she's overseen the opening of a second thrift store and is in the beginning planning process of a third location.</p>	<p>Abe Sanchez opened Article Consignment in December 2009 after being laid off from a construction engineering career earlier that year. The recession put a strain on construction but soon proved to be the perfect recipe for the resale industry! Abe's bachelors degree in business management immediately proved to benefit his new career choice as a small business owner in the resale industry. Abe also held several career positions in the banking industry where he learned the importance of loss prevention and assets protection.</p>
<p>Valerie Sanchez, the co-founder of Article Consignment has been in various forms of retail since 1995 ranging a small mom & pop photo & framing store to corporate retail to entrepreneurship. She has owned and operated a men's & women's consignment boutique, alongside her husband Abe, for over 14 years and now manages 2 locations complete with LIVE videos and a robust website. When she's not working Val spends her time with her 12 & 16 year old daughters, 2 cats and lots of family.</p>	<p>Dennis Sewell, NARTS President, has a long background in corporate consulting, logistics, technology, and marketing. 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. 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 owns Stuff Etc Inc. which was started in 1985 and has 8 locations across Iowa. Stuff Etc's are department consignment stores, ranging from 22,000 to 47,000 square feet. As a former Stuff Etc manager, turned owner, Sara has seen the manager-owner relationship from both sides. She 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.</p>	<p>Curt Welte, along with his wife Jennifer, own Camilla's Closet, a multi award winning Consignment Superstore. The store boasts a full fine jewelry department, designer handbags and family fashions. Curt, a second generation jeweler, was named one of the Top 3 Jewelers in The Tristate in 2021 and 2022. He has been in retail for 35 years, owning fine jewelry stores in Indiana before expanding into the designer resale market. They also own Petunia's Resale For Rescue, that supports crisis vet care for animal rescue.</p>
<p>Jennifer Welte, along with her husband Curt, own Camilla's Closet, a multi location, multi award winning Consignment Superstore. The store boasts a full fine jewelry department, designer handbags and full family fashions. Jennifer was named one of the Top 20 Businesswomen in The Tristate in 2021. She has been in retail for 30 years & also owns Petunia's Resale For Rescue, that supports crisis vet care for animal rescue. Jennifer has sold on eBay for 20 years as a top rated seller with over 27,000 items sold on eBay to date.</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> 