



- Career Fair Home
- Seminars & Workshops
- Career Coaching**
- Companies Hiring
- Career Advice
- Success Stories
- RSVP
- Directions
- Sponsors & Staff
- FAQ's
- For Employers
- GIA Education
- Contact Us

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The Robert Mouawad Campus
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Career Coaching



Career Coaching is your chance to have a mentoring session with an industry leader who will answer your questions, help you find focus, and suggest a career path, based on your experience, training and personality. So don't be shy! The coaches are warm, friendly types who volunteer their time because they love the jewelry industry and want to share their expertise with enthusiastic job seekers (that's you!).

Choose an area of interest. Once you arrive at Career Fair, you'll be assigned to a coach in your selected area on a first-come, first-served basis.

Coaching Areas	Coaches in New York	Coaches in Carlsbad
Appraising	Gail Levine, G.G. <i>National Association of Jewelry Appraisers</i>	Cos Altobelli <i>Altobelli Jewelers</i> Gina D'Onofrio <i>Gina Jewels</i> Richard Drucker <i>Gemworld International</i> Thom Underwood <i>San Diego Gemological Laboratory</i>
Auctions		
Business Start-up and Entrepreneurship	Paul S. Cohen <i>Continental Jewelers</i> Linda Zimmer <i>Strategies and Connections</i>	Howard Hauben <i>Centurion Jewelry & H2 Consulting, Inc.</i> Donna Phelan <i>Wachovia Securities</i> Clay Zava <i>Zava Master-cuts</i>
Career Information	Ann Arnold <i>Lieberfarb, Inc.</i> Frank Dallahan <i>Consultant</i> Peggy-Jo Donahue <i>Professional Jeweler</i> Ben Janowski <i>The Janos Group, Ltd.</i> Ronnie Klein <i>R.S.K. Designs, Inc.</i> Terri Lanuale <i>TMI Enterprises Inc.</i> Jay Lell <i>Rapaport USA</i> Barbara Mooty <i>Charles & Colvard</i> Doug Parker <i>Balanced Diamonds LLC</i> Gary Roskin <i>JCK Magazine</i>	Bart Boydston <i>Diamond Promotion Service</i> Frank Dallahan <i>Consultant</i> Debbie Dern <i>DJP Executive Search, Inc.</i> Peggy-Jo Donahue <i>Professional Jeweler</i> Terry Ianuale <i>TMI Enterprises</i> Herb Lewis <i>Allison Kaufman and Bulova Watch Co.</i> Robin Lutin <i>JCK</i> Steve Mindel, Esq. <i>Feinberg, Mindel, Brandt, Klein, & Kline</i> Jon Parker <i>DJP Executive Search, Inc.</i> Mark Smelzer <i>JCK International Publishing Group</i>
Colored Stones	Edward Boehm <i>JOEB Enterprises, LLC</i> Douglas Hucker <i>American Gem Trade Association (AGTA)</i>	George Houston <i>George C. Houston, Inc.</i> Douglas Hucker <i>American Gem Trade Association (AGTA)</i> Roland Naftule <i>Naftco Gems Ltd.</i>
Design	Cindy Edelstein <i>Jewelers Resource Bureau</i> Sharon Khazzam <i>Sharon Khazzam Inc.</i> Lisa Nikfarjam <i>Roberto Coin</i> Stephanie Occhipinti <i>Stephanie Occhipinti Designs Ltd.</i>	Chris Aire <i>Chris Aire Fine Jewelry & Timepieces</i> Katey Brunini <i>K. Brunini Jewels</i> Erica Courtney <i>Erica Courtney, Inc.</i> Claudia Endler <i>Claudia Endler Designs</i>
Diamonds	Marcee Feinberg <i>Lazara Kaplan International Inc.</i> Norma Haas <i>ENH International</i>	Zvi Gutentag <i>Galaxy Diamond</i>
Estate Jewelry		Mark Ebert <i>Ebert & Co.</i> Mike Kazanjian <i>Kazanjian Bros.</i>
Interviewing Skills		
Laboratories		
Manufacturing	David Doskow <i>Leonore Doskow, Inc.</i> Lawrence Hess <i>Jose Hess Inc.</i> Glenn Markman <i>Suberi Brothers</i> Betty Moss <i>Roberto Coin</i>	Nancy Brewer <i>Nancy B. & Co.</i> Vatche Fronjian <i>My Way Jewelers</i> Lydia Tutunjian <i>Alishan</i>
Networking For Business	Randi Shinske <i>formerly with Ebel</i>	
Pearls	Carolyn Jacoby <i>Australian Pearl Centre (USA)</i>	
P.R./Marketing		Robert Bridel <i>Consultant</i> Yancy K. Weinrich <i>LUXURY by JCK</i>
Resume Review	Cindy Ramsey <i>American Gem Society (AGS)</i>	Hope Americano <i>North County Career Center</i> Kermien Burkhardt <i>North County Career Center</i>
Retail	Marc Green <i>Lux Bond & Green</i> Michael B. Friedman <i>Zales - The Diamond Store</i>	Mary Todd-McGinnis <i>Ben Bridge Jeweler</i>
Watches	Rick Bannerot <i>Wheeler & Co.</i>	Vince Owens <i>The Jewelers 24 Karat Club of Southern California</i>

What You Might Talk To The Coaches About:

Auctions - What the marketplace is like; the difference between big auction houses and small ones; how to break into the business. [Back to top](#)

Appraising - What appraisers do; how to get into the appraisal business; pay levels; advancement; what kind of training and experience you'll need. [Back to top](#)

Business Start-up & Entrepreneurship - How to get started and what business to choose; things you'll need, like a business plan, insurance, inventory, etc.; the pitfalls you need to look out for; recruiting and screening employees; security concerns; marketing and public relations. [Back to top](#)

Career Information - A good area if you're a novice to the industry and don't have a clear idea of the types of jobs that are available. Coaches provide info on education requirements, pay scales, how to get started in the industry, advancement possibilities, opportunities in various industry sectors. [Back to top](#)

Colored Stones - Sources; how to price, how to sell; career opportunities in the colored stone sector vs. the diamond sector, wholesale vs. retail, how to market and promote, suppliers. [Back to top](#)

Design - What kind of training you need; how to position, market and sell your designs; whether to work for yourself or someone else; the how-to of product placement; public relations; high-end jewelry vs. mass merchandising; fashion and jewelry trends. [Back to top](#)

Diamonds - State of the diamond industry; education and qualifications; sources of supply and manufacturing; security issues; sales; marketing; branding; key issues like treatments, trends and designs; road sales reping, wholesale vs. retail, consumer concerns, grading reports, travel and international aspects. [Back to top](#)

Estate Jewelry - Which trends toward estate are more popular; unique education and background; what role provenance plays; popularity at auctions; marketing and selling; fashion aspects; wholesaling vs. retailing. [Back to top](#)

Interviewing Skills - Learn how to conduct yourself at an interview. What questions to ask, how to answer questions; how, when, and who to follow up with. Background preparation and information on the company. Proper attire for the job and interview, thank you after the interview, the issue of salary. [Back to top](#)

Laboratories - What education is needed, duties and responsibilities, career path, skill level and development, what positions are available, small lab vs. large lab, pay scale, what's the best position for beginner, industry facts, advancement possibilities. [Back to top](#)

Manufacturing - Description of this industry sector, stones and metals, translating designs, getting started with a factory, how to train and recruit, identifying suppliers and customers, pay scales, safety issues, security, mass merchandising and mass wholesaling. [Back to top](#)

Marketing - Product placement, branding, advertising, background, business courses, strategizing. [Back to top](#)

Networking for Business - Advance your career by "networking" with your peers in the jewelry industry. Find out what organizations and associations to become involved with. Discover how to talk to people and what you need to succeed. Learn critical elements that contribute to valuable exchange of information. Find out how to socialize, meet, and greet, while collecting valuable information for advancement. [Back to top](#)

Pearls - Sources, the impact of Chinese pearls, how pearls are a special niche, understanding the grading system, marketing and designing with pearls, consumer awareness, education, how to sell. [Back to top](#)

Resume Review - How to begin, basic elements, how to organize, appearance and design, options, types of resumes, objectives, references, cover letter, industry web sites for reference, electronic resumes, interview tips. [Back to top](#)

Retail - This is the entry point and backbone of the industry for many. Get some insights into the difference between chain stores and independent jewelers; retail climate - what to expect, pay, advancement, education, hours, working with consumers. [Back to top](#)

Watches - Understand this special niche in the jewelry industry; marketing, sales, trends. What you need to buy and sell. [Back to top](#)