

# James A. Fiebig

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## Professional Experience

Objective Statement: After a long career in retail jewelry, community service, and buying gemstones abroad, Mr. Fiebig sold his successful store to help other retail jewelers realize the incredible potential for personal fulfillment and profit associated with increased colored gemstone sales. His goal is to renew the attitudes of American jewelers with his passion for gemstones. This passion is conveyed through teaching buying and selling techniques, inventory analysis, and shared personal experiences. When desired, Mr. Fiebig can lead jewelers on buying trips abroad to more directly benefit local populations of developing nations.

- ◆ Sept. 2006 - Nov. 2007, Contract with GemsTV to lead documentaries, be an on-camera expert, and train all Production and Presenter staff in the UK and the US Current coverage approximately 40 million US households and growing.
- ◆ 2006 Led 20 delegates from Gemmological Association of Great Britain on gem tour of Madagascar.
- ◆ 2005 Dec -Present ongoing frequent contributor for "Instore" magazine, "Mid-America Jewelry News", and Southern Jewelry News".
- ◆ 2005 & 2007 Seminar Presenter for AGTA Tucson Gem Fair
- ◆ 2005 Dec Founded SellMoreColor, LLC retail gemstone consulting firm
- ◆ 2005 May-Sept living and working in Madagascar to establish Gemstone Tourism business for Malagasy people
- ◆ 1989 - Jan. 2005 : PRESIDENT, FIEBIG JEWELERS, INC.  
25 years experience in every facet of our industry, including bench work, engraving, human resources, advertising, public relations, store design, sales, and management.
- ◆ Frequent speaker (over 200 public speaking presentations) on gemstones.
- ◆ Extensive travel to purchase gemstones, including Brazil, Madagascar, South Africa, and several East African countries.
- ◆ Design of finished jewelry using stones purchased abroad.
- ◆ Annual sales are up 400% since 1980.
- ◆ 1979 - 1989 : STORE MANAGER, FIEBIG JEWELRY

## Professional Memberships

- ◆ GIA SPEAKERS BUREAU
- ◆ JEWELERS OF AMERICA
- ◆ JEWELERS' VIGILANCE COMMITTEE
- ◆ MICHIGAN JEWELERS' ASSOCIATION, VICE PRESIDENT 2004  
Responsible for two state conventions and past chair for the Future Goals Executive Committee for MJA.  
Judged the Michigan Jewelers' Design Competition for three years.
- ◆ GIA ALUMNI ASSOCIATION  
Active in continuing gemology education with our local chapter
- ◆ US MADAGASCAR BUSINESS COUNCIL

## Community Activities

- ◆ 1983-84 : GREATER STURGIS CHAMBER OF COMMERCE PRESIDENT
- ◆ 1983 : STURGIS LABOR-MANAGEMENT BOARD
- ◆ 1984-85, 1986-87 : DOWNTOWN STURGIS ASSOCIATION PRESIDENT
- ◆ 1981-2004: DOWNTOWN DEVELOPMENT AUTHORITY BOARD MEMBER;  
CHAIRMAN (2 TERMS); Administered the entire Downtown Master Plan 2002-04
- ◆ 1993 - 94 : STURGIS ROTARY PRESIDENT; Rotary International,  
Paul Harris Fellow Recipient
- ◆ 1998 -Present : STURGIS BUSINESS EDUCATION ALLIANCE TEACHER/ADVISOR
- ◆ Sunday School Teacher; Church Fund Raising

## Interests & Activities

- ◆ Playing regularly with a Jazz trio, sailboat racing, teaching courses on wine and food.

## Education

- ◆ 1974-78 : UNIVERSITY OF MICHIGAN - BA Music Composition