

*Kate Peterson is the President of Performance Concepts, Inc., a company dedicated to providing innovative and effective consultation in the areas of organizational design and development, communication, retail operations, human resource management, sales and consumer behavior, and training and education focused on the learning needs of the luxury Industries.*



### Kate Peterson

Kate Peterson has over 40 years' experience in the business world, in every capacity of sales, management, operations and training, in companies ranging in size from 1 to 1000 locations, having held senior operations and training executive positions with JB Robinson Jewelers, Kay Jewelers, Sterling, Inc./The Signet Group and Littman/Fred Meyer Co. prior to founding Performance Concepts in 1998.

Ms. Peterson is a member of the Board of Directors of the Diamond Council of America. She has served as a consultant to Stillwater Mining Company, the Palladium Alliance International, Leading Jewelers of the World, Continental Buying Group, Independent Jewelers' Organization (IJO), Retail Jewelers' Organization (RJO), Leading Jewelers Guild, the Diamond Producers Association, a variety of renowned fashion and jewelry designers and senior executives of other luxury businesses. Along with her Performance Concepts' team, Kate provides training and business consultation services to retailers, manufacturers and trade organizations worldwide. She has conducted workshops for education programs held in conjunction with JA International Jewelry Shows as well as JA Regional conferences, Couture International, The Centurion Show, The Smart Show and the JCK Shows and has appeared at numerous other trade and public venues. She is a frequent contributor to Jewelers' Circular Keystone Magazine, InDesign Magazine and the Rappaport Report and is a regular columnist for InStore Magazine. Kate is a member of Phi Beta Kappa National Honor Society and Omicron Delta Kappa National Leadership Honor Society.

Performance Concepts, Inc. provides professional, product and organizational development consultation at all levels of sales, operations, business development, production and management. Performance Concepts was founded to meet the education, communication, training and business development needs of consumer focused luxury businesses, their trade organizations and their suppliers. We provide innovative, practical and affordable products and services, specifically designed with our clients' needs in mind. We design and deliver professional organizational development and training at the sales, management and executive levels, while paying particular attention to learning styles and performance patterns.

*Rooted in experience, committed to excellence and driven by a passion for learning and growth, our ultimate goal is to facilitate the changes in perspective that help our develop and improve their teams, their businesses and, ultimately, their lifestyles.*