2019 CONFERENCE

14-16 SEPTEMBER
LOUGHBOROUGH

NAJ



The Institute of Registered Valuers

Adding value to your jewellery journey

This is the conference for you

A must for the professional valuer/jeweller

Whether you've just joined the trade or been in it for more years than you care to mention, the **2019 National Association of Jewellers Conference** at Loughborough is the event for you.

This conference is one of the few events in the UK that endeavours to appeal to all sectors of the trade: in other words, this event offers something for everyone involved in valuing/selling jewellery, silver, watches, gemstones, etc., not only from the UK and Ireland, but also the rest of the world.

This popular annual event provides opportunity for all to expand their knowledge and make new contacts and friends. The Conference is a friendly and welcoming affair, but not a relaxing one – the business sessions are very demanding and delegates work hard to benefit fully from all that's on offer. Each year we welcome back many familiar faces and, indeed, many new ones.

This is one of the Association's most successful annual events; we hope we'll see you there.

Workshop sessions including

Certificate of Appraisal Theory pre-exam tutorial
Old-cut diamonds
Australian gemstones
Imagery
Probate valuation methodology
Cameos
Fake watch
Pocket watches
Synthetic diamonds
Marketing
Insuring watches
Price guides
The House of Cartier
Identifying mounted gemstones
Colour grading
Watch parts
Pearls
Special commissions
Valuing watches
Gemstone treatments and identification
Post loss assessments
"Headache" gemstones
Hallmarking
Digital trends and jewellery appraising
GuildPro®
Welcome to Valuing sessions

Main presentations from

Steve Carson
Rosamond Clayton
Kerry Gregory
Harriet Kelsall
Shirley Mitchell
Stephen Whittaker

Any Questions?

Our regular open-to-all discussion session

New for 2019

Opportunity to update your profile page on the NAJ website

Conference package fees

Starting at:

£428* for IRVs/NAJ members
£576* for non IRVs/NAJ members
*plus VAT per person

NB: please note the above fees **do not** include accommodation.

The Conference Programme

When the National Association of Goldsmiths created the Registered Valuer Scheme back in 1987, we had no idea of the impact this visionary concept would have upon the world of valuing. Relaunched as the National Association of Goldsmiths' (now NAJ) Institute of Registered Valuers in 2008 the Institute is proud of its objective to promote best valuation practice in the UK and Ireland.

Building upon what we have achieved over the last 30 odd years, we have a selection of main presentations and workshop sessions lined up covering topics that will help you – whether you are a valuer or not – to widen your knowledge of our trade which in turn you can use to benefit your business and your customers.

Our programme also offers aspiring valuers **Welcome to Valuing** sessions. On **Sunday**, there are three 90-minute sessions with lots of practical hands-on participation included.

Our programme also includes an **"Any Questions?"** session giving you an opportunity to air your views, and discuss with fellow delegates matters relevant to us all.

We will also include a report on this year's **IRV monitoring programme**.

At the time of going to press the **conference business timetable** is as follows (NB: please note this may be subject to change):

Saturday 14th September

12.35 – 12.45	Conference welcome
12.45 – 13.30	Main presentation: **Kerry Gregory**
	An eBay Experiment – Great Value Gems or Fraudsters' Fun House?!
13.30 – 14.15	Main presentation: **Steve Carson**
	Decades of Design: Jewellery of the Late 19th and Early 20th Centuries
14.30 – 16.00	Workshop sessions
16.30 – 18.00	Workshop sessions

Sunday 15th September

09.00 – 10.30	Workshop sessions
11.00 – 11.45	Main presentation: **Stephen Whittaker**
	Don't Quote Me on This!
11.55 – 12.10	Main Presentation: **Shirley Mitchell**
	The 2019 Monitoring Report
12.10 – 12.55	Main presentation: **Rosamond Clayton**
	Jadeite Jade: Beyond Adornment
14.30 – 16.00	Workshop sessions
16.30 – 18.00	Workshop sessions

Monday 16th September

09.00 – 09.45	Main presentation: **Harriet Kelsall**
	Creating Value
09.45 – 10.15	Main presentation: TBC
10.45 – 11.45	**Any Questions?**
12.00 – 13.30	Workshop sessions



The Workshop Sessions

Once again we have included a total of **six** workshop sessions spread over the conference: two on Saturday afternoon, one Sunday morning, two Sunday afternoon and a final session on Monday afternoon.

These sessions, the majority with a practical perspective, cover a number of topics and last 90 minutes each.

You, the delegate, choose the six sessions you wish to participate in. We shall do all we can to meet your request but please be aware that if a session has reached full capacity, we may place you on an alternative one.

Remember, the earlier you complete and return the booking form, the better chance we have of allocating you to your preferred choices.

Delegates will be informed of any specific items required for participation in the sessions they have been allocated to and reminded nearer the time to bring their eye loupes, gauges, etc.

NB: not all lecturers will be available for all six sessions so make sure you study the booking form carefully.

This year we have 24 lecturers running 26 workshops (plus the **Welcome to Valuing** sessions).

Unless stated otherwise workshops are suitable for **all** delegates.

Ian Bone & Lisa Smith

Gemstones from Central Queensland – Sapphires, Boulder Opals, Chrysoprase and Zircon: Production, Cutting and Setting of these Gemstones

We welcome Ian and his colleague Lisa of Capricorn Gems, Yeppoon, Queensland, Australia to our conference.

Capricorn Gems (also Jewels of Queensland) undertake non-conventional marketing, promotion and selling of quality Central Queensland gemstones including boulder opal. Delegates will find out about their intention to strengthen global market penetration of these beautiful gemstones and see how they act in the interests of gemstone producers. Ian will explain to delegates how their relationship with miners in on a personal level.

Peter Buckie & Barbara Leal

This year regular conference lecturers Peter and Barbara offer delegates a selection of workshops.

Price Guides – Their Intended Use and Function

This workshop will give an experienced view of how Peter and Barbara use the various gem and diamond price guides available to valuers, in conjunction with trade dealers' prices quoted, in order to produce justifiable and consistently accurate results.

This workshop is intended to clarify some of the presently adopted practices that can often produce skewed and usually overstated values, especially when employed for larger important gems and diamonds.

Probate – A Workshop to Die For!

Yet another opportunity for attendees to address this deadly serious subject, which still tends to trip up many IRVs in the IRV monitoring process. Peter and Barbara will explain in relatively simplistic terms the correct methodology to adopt in arriving at fully justifiable values for the purpose of probate in respect of generic gold, silver and gem set jewellery.

Whilst most of the workshop is necessarily theoretically based, there will be a limited practical element and delegates attending this workshop can bring along their own items for discussion and comment.

Details of Barbara's workshop to follow.

David Callaghan

We welcome David back to the Conference – this will be the 20th time he has lectured for us – and this time he will be running **three** different workshops!

On the Face of It

From ancient times to the present day, the cameo and its opposite, the intaglio, demonstrate the remarkable craftsmanship of the carver. Almost miniature sculptures these wonderful creations often retell the stories of the myths and legends of the ancient world. The more modern works show portraiture in a three-dimensional, wearable form popular with many people.

The House of Cartier

This workshop charts the history of the world famous jewellers from their mid-19th century beginnings, through the 19th and 20th century renowned works of art. Profusely illustrated the talk highlights the ingenuity behind many of the celebrated pieces of craftsmanship and design.

It Ain't Necessarily So

We have asked David to repeat his workshop from 2016.

Subtitled "all is not what it seems", this talk demonstrates how the eye – and subsequently the pocket! – can be deceived. Taking inspiration from the popular TV show the *Antiques Roadshow* the talk explains the differences between items that are genuine reproductions of an original and those that are deliberately counterfeit and highlights how these differences can be determined by the specialist.



Pat Daly
How to Tackle Gemstones in Mounted Goods

Once again delegates are invited to join the workshops of Pat Daly FGA, valuer and senior tutor at Gem-A.

Mounted goods can throw up all sorts of challenges, even for the most experienced gemmologist. This workshop will explain the instruments and observations that will save you time when valuing gem set jewellery.

Andrew Fellows
Synthetic Diamonds – Detection and Value

Following Andrew's popular workshop from last year's conference, we have invited him back to once more take on the subject of synthetic diamonds.

This year he will look at the detection of synthetic diamonds using reasonably priced or available equipment.

Please remember
delegates **do not** have to be IRVs.
The conference is open to
everyone
involved in the jewellery trade.

Kerry Gregory
Bring Your Own Paracetamol! Separating Gemstones that can Cause Headaches

Having taught gemmology for the last decade or so, Kerry has often had people say, "I find it really hard to identify X from Y", so with input from IRV members, she has compiled a list of stones that can cause headaches, and what tests will help you separate them effectively and efficiently. In this hands-on workshop you can put these techniques to use.

NB: this workshop is suitable for delegates who have some knowledge and skill in gemmology (this can be students). This workshop is **not** suitable for delegates with no gemmology experience.

Gareth Harris
Gold – Two Very Different Commissions

We welcome Gareth Harris of Smith & Harris, the renowned silversmiths of Hatton Garden, London to his first conference here at Loughborough.

Gareth will talk about the making of a 50 kilogram 18 carat gold life-sized sculpture of Kate Moss and the creation of four life-sized 18 carat gold bananas made for Microsoft. He will contrast the very different ways each was made, the challenges each presented and the **values** of each.

Michael Inkpen
Picture Perfect

Now that almost everyone has a digital camera or smart phone digital photography is regarded as essential in a good valuation report but just setting the controls to AUTO and hoping for the best will not produce perfect results. Michael will demonstrate how, with a few simple adjustments, some easy-to-carry kit and inexpensive software, it is possible to produce high quality pictures which will impress your clients and give your documents the "Wow!" factor. Once again he will concentrate on the practical so please bring an item of jewellery with you such as a bangle, necklace or ring (costume jewellery will be fine for this) and don't forget your camera or phone.

Barbara Leal
Coloured Gem Grading – All Systems Go!

Barbara, assisted by Peter, will give an insight into the various coloured gem grading systems in general use today (both those sold in the past and those currently available), demonstrate their basic use and give a simplistic explanation of how they relate to each other.

This workshop is a '**must**' for any valuers who either do not currently use a coloured gem grading system, or for those who have such a system but are not entirely sure how it works.





Ben Massey
Seven Things You Absolutely Need to be Doing to Market Your Business

We welcome Ben, the NAJ's Director of Marketing and Communications, to conference to offer delegates workshops on marketing and communication.

Knowing what to say and where to say it can often be a challenge when tasked with presenting your services to the outside world. As an experienced marketing professional working across both digital and traditional channels, Ben will guide delegates through the basics of marketing as a concept and the guiding principles. This focused and direct session will enable delegates to understand exactly where routes to market can deliver the most impact, with minimal outlay of time and funds.

Ken Massow
Watches From Inside Out; Is It Genuine or Fake?
Wristwatches and Their Parts

Ken returns once again to offer his two popular workshops on watches – particularly the insides.

He looks at fakes, genuine watches and condition report requirements in his **Watches From Inside Out; Is It Genuine or Fake?** workshop. In the other he identifies wristwatches and their parts.

Shirley Mitchell
CAT – Certificate of Appraisal Theory Pre-Exam Tutorial
NB: for those CAT students who will be taking the 2019 exam only.

Shirley, one of the CAT examiners, offers this workshop for those students studying for the CAT exam taking place this October. It will assist students in preparation for the exam.

Robert Organ
Past, Present and Future of Hallmarking

We welcome Dr Robert Organ, Deputy Warden for London Assay Office, to his first NAJ conference.

Dr Organ's talk will show the origins of hallmarking as a system to protect the consumer and trade. It will show how hallmarking has developed to offer so much more than just consumer protection. The historical development of the hallmarks used will be explored and a comprehensive description will be provided on current hallmarks and the legislative framework in which they operate. International hallmarking systems will be explored before current and future trends are analysed.





Graham Price
Old-Cut Diamonds

Returning for a sixth year, Graham will repeat his popular workshops on old-cut diamonds. He will try and explain to delegates in a very informal way what he looks for when he trades in old-cut diamonds and will show the factors that affect their value. He will bring diamonds of this type with him to assist this explanation.

NB: delegates for this workshop **must** bring a laptop or tablet (unfortunately a mobile is not suitable) **and** a Presidium gauge.

Chris Simpson & Paula Grenney
GuildPro – Making the Most of Your Valuation Expertise

The Guild of Valuers & Jewellers has been offering valuation services to the jewellery trade for the past 20 years. At the heart of all these services is the GuildPro valuation software, a bespoke program that builds a natural description of any item being valued and formats the completed document in a professional and consistent format. All valuation details (excluding the customer name and address) are then uploaded to the central database where they are visible by clients and, with permission, the insurer and police.

For busy valuers a computer program is essential and as technology has moved on the need for modern platforms to perform our everyday activities has increased. The majority of us run our lives and businesses via the internet through PCs, smart phones and tablets and we need to access these on the go. To this end GVJ have developed the latest generation of GuildPro that harnesses the power of the internet and allows users to access their program from any PC in any location via their browser. As the information on the database is constantly updated after each field is completed, users will always have access to up-to-date information.

The workshop will show delegates how to get the most out of the software. Users are able to navigate around the worksheets without restriction, and as the components start to be added so the headline description of your item is created on screen. There are many other enhancements to the system and the workshops will be an introduction to the latest generation of GuildPro. The team will demonstrate the program, create valuations and show how the automatic working notes folders can be enhanced with the addition of further substantiation at the click of a button.

Barry Sullivan
Professional Post Loss Assessments

We welcome regular lecturer Barry, who this year is running a workshop on post loss assessments.

This workshop will enable delegates to provide better post loss assessments in report format and to justify higher revenue for the reports and to obtain replacement in-house.

Ewen Taylor
The Naming of Parts: Pocket Watches 1750-1950
NB: this workshop is for the beginner and/or inexperienced delegate.

We are delighted that Ewen has accepted our invitation to repeat his workshop on pocket watches.

This workshop is an introduction to the correct description of pocket watches and their assembly and parts. A price guide will be included with this.

Thom Underwood
Digital Trends and Jewellery Appraising

We welcome the return of Thom and his wife Lynn of Quantum Leap, San Diego, CA, USA to our conference.

Some delegates will remember the Osborne, DOS, WordStar and what a floppy drive was. The world has changed. From floppy drives to hard drives to thumb drives to cloud-based computing. And more – the internet, texting, Facebook and Instagram. How does this all impact the gemmologist appraiser? New software, new input tools, new storage concepts are only the beginning of the discussion they will embark upon.

Thom, who is a GG, ASA, FGA, CSM and Master Gemmologist Appraiser, has been in the software business since the 1970s and has lived through the changes with a sense of humour and street smarts (Appraiser Smarts)! He will be sharing information and showing the latest in Quantum Leap Professional Appraisal Software (QL/PAS).

Andrew Wear
Insuring Watches

We welcome Andrew, who is Personal Lines Business Developments Manager for T H March & Co Ltd, insurance brokers to the jewellery trade since 1887, to his first conference with the NAJ.

Delegates are invited to join Andrew in exploring the intricacies and difficulties of insuring watches in an ever-changing market including looking at different insurers and how they handle the issues of second-hand replacements and claims issues.



Miranda Wells
Assessing the Quality Factors of Pearls

We are delighted that Miranda has accepted our invitation to repeat her pearl workshop from 2017. Miranda is Head of Gemmology at Birmingham City University.

This hands-on practical workshop is aimed at helping delegates to understand some of the characteristic features of both marine and freshwater cultured pearls, and how to assess their different quality factors.

Geoff Whitefield
Valuing Watches – A Practical Approach

Geoff returns to run more workshops on his specialist subject of watches.

This workshop is designed to assist delegates improve on the content and quality of watch valuations.

Ideal for those who do not handle watches regularly (or try and avoid them), as well as being for experienced delegates conscious of the significant increase in interest in pre-owned branded and vintage watches.

This workshop will include: correct identification and description, recording pertinent features, functionality and form; helpful notes and riders for those who do not routinely remove, or are unable to remove case backs – when is case back removal justified, and not; model, movement and calibre numbers, individual references, serial/edition numbering and associated codes – what are they, and where/how to find them; the differences between "New Replacement" vs "New for Old" and "Second-hand Replacement" – the danger of the downgrade; the subject of secondary market premiums and boxing clever; the impact of aftermarket intervention and how to describe and detail appropriately; brand evolution - equivalence or betterment, that is the question!

Jason Williams
Gems: Dealing and Valuing – An Update

Jason, of G W Williams & Co, returns to repeat his ever popular workshop. An interactive workshop on recognising and evaluating gemstones. Jason will give a brief outline of some commercial factors that affect dealers and wholesalers, followed by a practical session evaluating stones.

Delegates will encounter a range of gem materials and will experience some of the factors that may arise in gem markets.



Welcome to Valuing Sessions
An insight into the world of valuing for aspiring valuers

Now a regular and important part of the conference programme, the **Welcome to Valuing** sessions give an insight to aspiring valuers of what to expect in the world of valuing. They include lots of hands-on participation from the delegates.

On **Sunday** we have **three 90-minute** sessions which will explore the various aspects of valuing. The aim of these sessions is to show those who may be thinking about becoming a valuer what it takes to produce a professional valuation.

Long-standing Fellows of the Institute **Shirley D Mitchell** FIRV PJValDip PJGemDip PJManDip FNAJ FGA DGA and **Tim Bicknell** FIRV DGA will be conducting these sessions and will share their knowledge and experience of valuing.

The sessions will cover two topics:

The Importance of Clear Valuation Procedures
(Sunday morning)

This session will cover information the ideal valuation should contain to fulfil its remit. Thus will include, the importance of structured take-in procedures and what this involves; what questions to ask the client and the relevance of requesting certain documents from the client prior to valuing the item; a brief discussion covering insurance valuations and categories of value; valuations for probate; an explanation of the letter of transmittal and the notes to the schedule.

During the session, delegates will have a chance to examine a piece of jewellery and fill out a sample take-in form. Delegates will be provided with a sample model valuation which will be discussed.

The Importance of Working Notes and How to Compile Them
(Sunday afternoon)

Working in groups, delegates will learn the importance of assessing gemstones and diamonds, and how cut, colour and clarity affects the value, how to research and the importance of keeping a record of your thought processes.

Finally, presentation is everything; putting this all down on paper in a cohesive manner to produce a valuation schedule which will make you/your business stand out from the crowd.

The lecturers will also be happy to answer any questions you may have about becoming a professional qualified valuer and what this entails.

Delegates who wish to attend just this part of the conference (available on **Sunday** only) may do so for the special rate of **£90** plus VAT. The cost includes a buffet lunch and refreshments on the day.

Delegates will also be able to attend the other parts of the conference on Sunday. Please see earlier in the brochure for programme details.

NB: the fee mentioned above does not include dinner or overnight accommodation. If this is required please telephone the conference organiser for details of costs on 029 2081 3615.

Delegates attending the whole conference can attend any or
all of the **Welcome to Valuing** sessions
if they wish as part of their workshop choices

Main Presentations

There are main presentations on each day of the Conference.

Saturday

Kerry Gregory
An eBay Experiment – Great Value Gems or Fraudsters' Fun House?!



Suffering a bout of self-employed insomnia one night, Kerry found herself tumbling down the rabbit hole that is eBay. Like Alice before her she found things there "curiouser and curiouser", and embarked upon a journey to find out if the thousands of gemstones for sale both mundane and rare were what they seemed, or was it just a dream that one could buy genuine, good value, gemstones on eBay? Kerry will lead you through the fairy-tale and the reality that has been her experience buying gemstones on eBay in an attempt to answer her own question.

Steve Carson
Decades of Design – Jewellery of the Late 19th and Early 20th Centuries



With the backdrop of a distinctive PowerPoint presentation, Steve will show that the late 19th and early 20th centuries were very much exciting times for jewellery design. He shall discuss such things as the botanical obsession of the jewellery designer Oscar Massin, looks at some of the experimental designs of Lucien Gaillard and the creative works of the House of Vever, to name but a few.

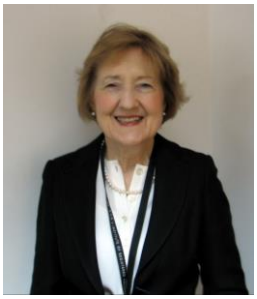
Sunday

Stephen Whittaker
Don't Quote Me on This!



We welcome back Stephen from Fellows Auctioneers who will bring us up-to-date on the latest trends and machinations of the auction market from his own particular (and occasionally quirky) point of view. The 'movers', the 'shakers', the 'highs', the 'lows' and an insight into some of the technological advances and legislation that are affecting auction houses across the UK. This isn't going to be 'high brow' but it may give you 45 minutes on the Sunday morning to recover from the hangover from the night before!

Rosamond Clayton
Jadeite Jade: Beyond Adornment



Rosamond discusses the politics and above all the historic message of power, status, wealth and symbolism of, in fine qualities, one of the rarest gems, highly prized by the Chinese and other Asian races. The continuing significance, value and increasing rarity in today's world of this complex stone: hard to assess in the rough, hard to carve, hard to destroy and hard to value.

Shirley Mitchell
The 2019 Monitoring Report



Shirley, who is a moderator on the IRV's Registration Panel, reports on the outcome of this year's IRV monitoring programme.

Monday

Harriet Kelsall
Creating Value



Harriet Kelsall Bespoke Jewellery has won numerous national awards for design, retail, ethics and recognition of a business model which brought design led bespoke jewellery to the high street. After telling the story of her journey, growing a kitchen table creative start-up into a vibrant 40-strong team, she passes on her tips on starting and growing a business.

During this illustrated talk, Harriet includes images of a few commission examples.

At the time of going to press we are awaiting confirmation of our second lecturer for Monday morning's programme; details will be circulated in due course.

Full biographical details for all lecturers will appear in the conference delegate's folder.



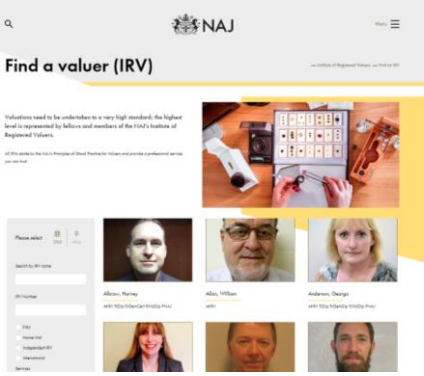
"Any Questions?"

Our conference would not be what it is without our regular discussion session, this year after the coffee/tea break on Monday morning.

"Any Questions?" provides time for general discussion on whatever topics (generally valuation-related) you, the delegates, want to discuss. As usual we have included a box on the booking form where we would like you to put forward a question, statement, argument or whatever for the NAJ's Professional & Technical Standards and IRV Steering Group and delegates to discuss.

All such comments will be published in the conference delegate's folder so that everyone has advance notice of the topics to be covered. Questions/topics submitted will be chosen at the discretion of the Institute.

New for 2019: Get Your Profiles Upgraded at Conference



Photographers will be onsite at this year's conference to help all members make their profile on the NAJ website represent their business as powerfully as possible.

We'll update your photo there and then, and also take the time to make sure your business description is on point, and links to the right places. We want to ensure consumers visiting your NAJ profile know what you're about, and how they can reach you.

To book a 20-minute slot (available between 10.00am and 2.00pm on each day), please tick the relevant box on the booking form. NB: the number of slots available is limited.

Gemstone Market

Now an important part of our conference programme, we will be inviting a number of **gemstone dealers** to attend to sell their wares.

They will join **Gem-A** in the **Wye Suite** in Burleigh Court.



Instrument and Books to Buy

Gem-A
THE GEMMOLOGICAL ASSOCIATION OF GREAT BRITAIN

We are delighted that the **Gem-A** has accepted our invitation to attend the conference to sell books and instruments to delegates. They will be in the **Wye Suite** in Burleigh Court with the **Gemstone Market**.

The Non-Business Side of the Conference

A licensed pay bar in Burleigh Court is open from 6.30pm to midnight on Saturday and Sunday.

On Saturday evening we shall welcome delegates to the conference during our pre-dinner **Welcome Reception**. This year, for **dinner** (dress code smart casual), which includes wine with the meal, we will be trying something new – we will have **table plans for all delegates**. We hope this will provide an opportunity for the new-comers and younger participants to get to know those in our amazing industry who have been around for a little longer than they have.

After dinner we shall ask **Margaret Wilkins** to present the **David Wilkins Trophy** to this year's winner of the **David Wilkins Award**.

Also we shall be holding a **raffle** in aid of the **NAJ Educational Trust** (see more details about the Trust opposite). Details of prizes will be published in the conference delegate's folder.

Regular delegates will know that we usually have a theme for Saturday night; this year we would like you to wear something pink. You can wear all pink if you want or a token pink item, the choice is yours (but not compulsory)!

On the Sunday evening we shall be holding an informal **Presentation of Awards Ceremony** to present certificates to those MIRVs who have achieved FIRV status since last year's conference and to the students who passed the CAT examination held in October 2018.

Plans are also under way to include entertainment for those delegates who wish to participate.

The NAJ Educational Trust

The **NAJ Educational Trust** has been established to help anyone employed in the jewellery trade to further their careers by helping with the cost of their studies when they are unable to meet the full cost of a course themselves. This can apply to students who want to start out in a career in valuing and would like to do the CAT course or members of the IRV who need to enhance their qualifications by more advanced study.

Amanda Reavell will be at the conference and will be very happy to discuss the Trust with any delegate who would like further information. If you are too busy for a chat during the conference, then please ring her on 01787 370935 afterwards or email amanda.reavell@naj.co.uk and she will be very happy to answer any questions on possible funding.





Conference Package Fees

NB: the fees quoted do not include accommodation –
if required you must book this direct with the venue – see later for costs and details.

There are three categories of fees:

Early bookings (available until 5th August);
Standard bookings (from 6th to 23rd August);
Late bookings (from 24th August to 4th September)

and they are as follows:

	Early *Until 5th August*	Standard *6th to 23rd August*	Late *24th August to 4th September*
IRV/NAJ member	**£428**	**£475**	**£498**
Non IRV/NAJ member	**£576**	**£623**	**£646**
	The above figures are EXCLUDING VAT, which needs to be added. The rates quoted on the booking form INCLUDE VAT.		

Conference Package Fee Deals

There are **three** deals available to delegates paying the **full conference package fees**. NB: these deals **do not** apply to delegates attending the **Welcome to Valuing** sessions or CAT students attending just one day to take part in a **CAT pre-exam tutorial** (paying special rates).

1. A **10% discount is available for multiple bookings from the same firm**. If **two** or more delegates from the same firm attend the conference please deduct 10% from the fee for the second, third, fourth, etc. delegate.

2. If a **regular attendee** (has been to five or more conferences) **brings/accompanies/recommends a first-timer** to attend this year (a work colleague, friend or associate) **each** can have a **£25** (plus VAT) discount on the fees mentioned above. If you wish to take advantage of this discount please list the name of the other delegate you are attending the conference with on the booking form and amend the fee to pay accordingly.

3. If a delegate has enrolled on **CAT** or attended a **Practical Valuation Techniques Tutorial** since last year's conference (i.e. after 17th September 2018) and has not attended the conference before they can have a **£25** (plus VAT) discount on the fees mentioned above. Please state the delegate's name on the booking form and amend the fee to pay accordingly.

Please note that **only one deal** can be used by each delegate.

Not an IRV or Member of the NAJ?

If you are not an IRV or a member of the NAJ but a member of another organisation (for example, the Gem-A, CMJ, the Houlden Group) please write details on the booking form. If more than five members of that organisation wish to attend (this does not have to be a "group booking") all will be allowed to attend at the IRV/NAJ rate – a saving of £148 (plus VAT) per person.

Did you know? For just another **£42** (plus VAT) you could become a Designer Member of the NAJ. For details of other membership categories and fees please visit our website at www.naj.co.uk/join/membership-types.

The fees include the following:-

Saturday, 14th
Two-course lunch, Welcome Reception, three-course dinner with wine.

Sunday, 15th
Two-course lunch, three-course dinner with wine.

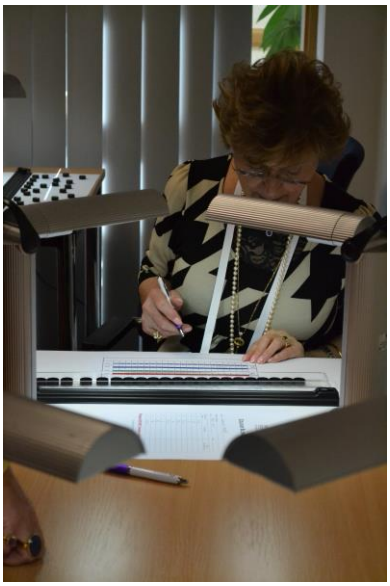
Monday, 16th
Two-course lunch.

All business sessions on Saturday, Sunday and Monday including tea/coffee breaks during mornings and afternoons.

Please note that no bookings can be accepted after 4th September 2019.

Pre-Conference Option

Once again delegates may arrive the night before if they wish: **please remember to book accommodation direct with the venue for the Friday night.**



Some delegates prefer to avoid travelling on the Saturday morning so we now offer dinner for the Friday plus tea/coffee for the Saturday morning.

Delegates who decide to arrive Friday will be able to take part in informal discussion sessions on the Saturday morning. In addition to the usual opportunity to take the **Munsell Color Test** and a **Colour Blindness Test** we shall also be offering a **Show and Tell** session (delegates are invited to bring along items of interest for fellow delegates to see). Also, **Meet the Monitors** – delegates are invited to chat with members of the IRV Registration Panel about the monitoring process, either to discuss any queries they have relating to a result they have received, or to ask about what they need to consider for their next submission. IRVs will also be able to find out if they are listed to be monitored in 2020, 2021 or 2022.

The **additional cost** (for dinner and morning refreshments) for both IRV/NAJ members and non-members is **£24.17** plus VAT (£29.00).

Visit to Cookson Gold

Also for those delegates arriving **Friday** we have arranged a private tour of **Cookson Gold**, Birmingham. The tour starts at 11.00am but delegates wishing to attend are invited to arrive from 10.30am onwards for coffee. The visit will include a tour of their production area, a sandwich lunch and then additive manufacturing and logistics in the afternoon, finishing around 2.30/3.00pm.

If you would like to attend please tick the relevant box on the booking form.

Fees for Daily Conference Delegates

For fees to attend only part of the conference please contact Sandra Page on 029 2081 3615 and she will be able to inform you of the cost, depending on your requirements.

The Venue



Loughborough University has become our home for this annual event – this is our 29th conference at the Campus. It enjoys a central location and has ideal conference facilities.

Just one mile from junction 23 of the M1.

East Midlands Airport is just eight miles away and Birmingham International Airport is a 30 minute drive.

Central London is less than 90 minutes away by train.

Loughborough train station is three miles away and there is a shuttle bus every 20 minutes from the station to the campus.

This is a secure, patrolled site with controlled access and large, well lit car parks.

Conference delegates wishing to stay at the University's **Burleigh Court** hotel can book rooms direct with them by calling **01509 633033** or emailing **beds@welcometoimago.com** and quoting the reference **359819**.

The following special rates have been arranged.

Bed and breakfast (including VAT)	Per room per night
Lodge	£70.00
Executive Single	£85.00
Executive Double/Twin (to share)	£95.00
Superior Executive Single	£105.00
Superior Executive Double/Twin (to share)	£115.00
Junior Suite Single	£133.00
Junior Suite Double/Twin	£143.00
Suite Single	£145.00
Suite Double/Twin	£155.00

The reserved rooms will be held by the venue until **23rd August 2019**. Bookings made after that date will still be at the special rates if bedrooms are still available.

All rooms are en suite and equipped with:

television and in-house movie channel, radio and telephone;

a large study desk with internet access;

hair dryer, trouser press, iron and ironing board;

tea and coffee making facilities;

varied and reasonably priced room service menu all evening;

full use of Burleigh Springs Leisure and Spa Centre.

Conference Buddies



Once again our regular delegates are invited to put themselves forward to be **conference buddies** for those delegates attending their first conference. This has proved to be extremely popular and useful for our first-timers.

The role of the buddy will be to accompany their first-time delegate as required by the first-timer, e.g. helping them to find their way around, introducing them to fellow delegates, explaining how the conference operates, that sort of thing. If you're interested please tick the relevant box on the booking form.

Likewise, if you are a first-time conference attendee and would like a **conference buddy** please tick the relevant box on the booking form.

The Post Conference Report

All delegates are invited to volunteer to do **write-ups** (circa 1,000 words) on sections of the conference for the post-conference report in *The Jeweller* magazine.

If you would like to volunteer please complete the relevant section on the last page of the booking form.

What More Could You Want?

The conference is informal and delegates can feel free to wear **casual clothes** (no need to wear suits and ties unless you want to). The **dress code for dinner** (both evenings) is **smart casual**.

Delegates are asked to complete and return the booking form to arrive by **23rd August 2019** at the latest. (If places are still available after this date, late bookings will be accepted but at such a late date it may be difficult to allocate you to the workshop sessions of your choice. **NB: the booking deadline is 4th September 2019**.)

Please send your completed booking form to Sandra Page, the conference organiser:

By post: 27 River Glade, Gwaelod-y-garth, CARDIFF, CF15 9SP
By email: irv@naj.co.uk

Please see the booking form for details regarding payment.

If you have any queries please telephone 029 2081 3615 or email irv@naj.co.uk.

Cover:

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Agora Jewellery
agora-jewellery.co.uk

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