

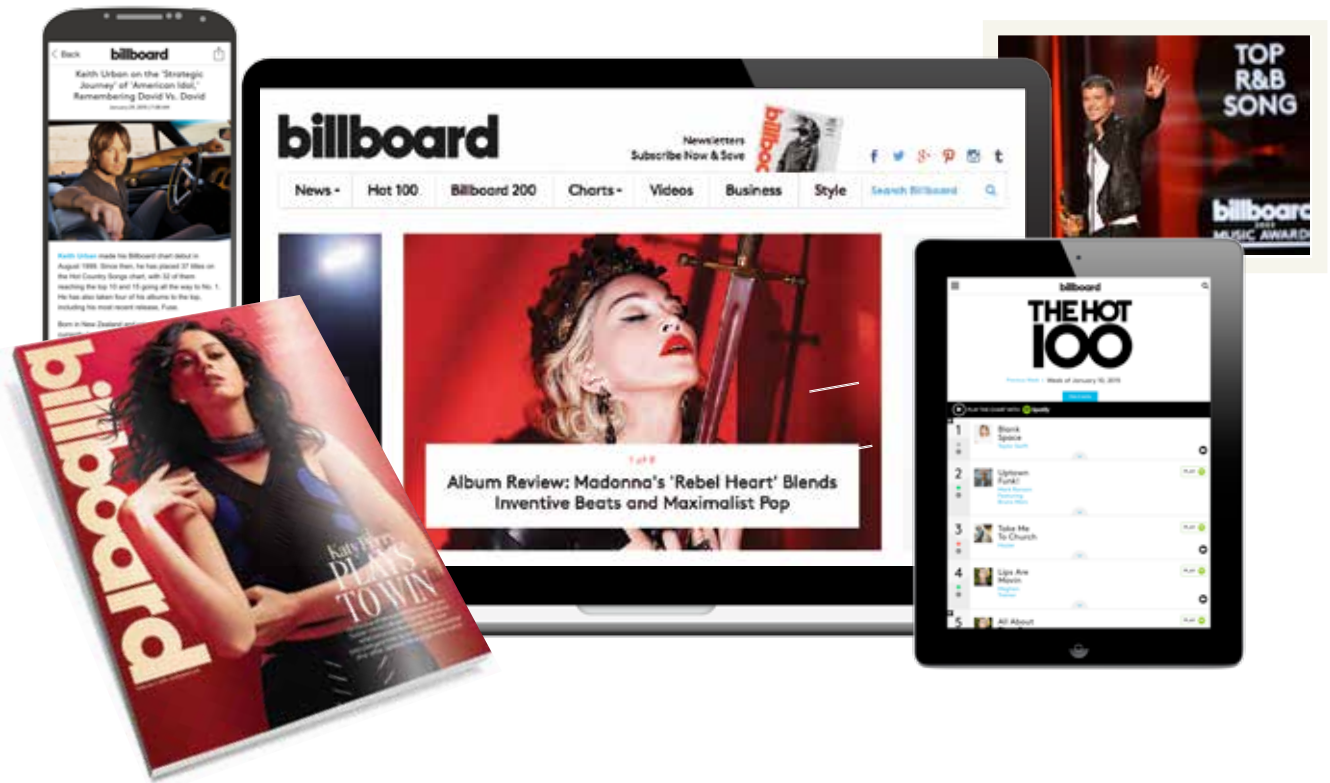
# billboard



2015 MEDIA KIT

# Brand Overview

BILLBOARD HAS EVOLVED INTO ONE OF THE MOST DYNAMIC, WIDELY VISITED MUSIC DESTINATIONS. ITS SIGNATURE ASSET, THE BILLBOARD CHARTS, REMAINS THE FINAL WORD ON SUCCESS IN MUSIC. **ITS RELEVANCE IS GREATER THAN EVER DUE TO NEW TECHNOLOGY AND PARTNERSHIPS.**



## Digital

**15.2MM**  
WORLDWIDE  
UNIQUES

**37** AVERAGE AGE

**\$96K** AVERAGE HHI

**43% MALE**  
**57% FEMALE**

The go-to source for everything music—read by fans and music industry insiders.

## Mobile

**6.7MM** UNIQUE VISITORS

Website and chart experience optimized for mobile devices so music fans can stay up-to-date wherever they are.

## Social

**OVER 12.9MM** FOLLOWERS

A truly engaged social following connects with music lovers everywhere.

## Print

**17K** CIRCULATION

**115K** TOTAL AUDIENCE

**47** AVERAGE AGE

**\$212K** AVERAGE HHI

**77% MALE**  
**23% FEMALE**

Billboard's weekly magazine is read by the most powerful people in music.

## Events

**20+** EVENTS

Truly exclusive events targeting industry insiders and the music-loving masses.

# Online Audience

THE GO-TO SOURCE FOR MUSIC CHARTS, NEWS AND ORIGINAL VIDEO FOR FANS & INDUSTRY ALIKE.



15.2MM  
MONTHLY  
UNIQUES

37  
AVERAGE  
AGE

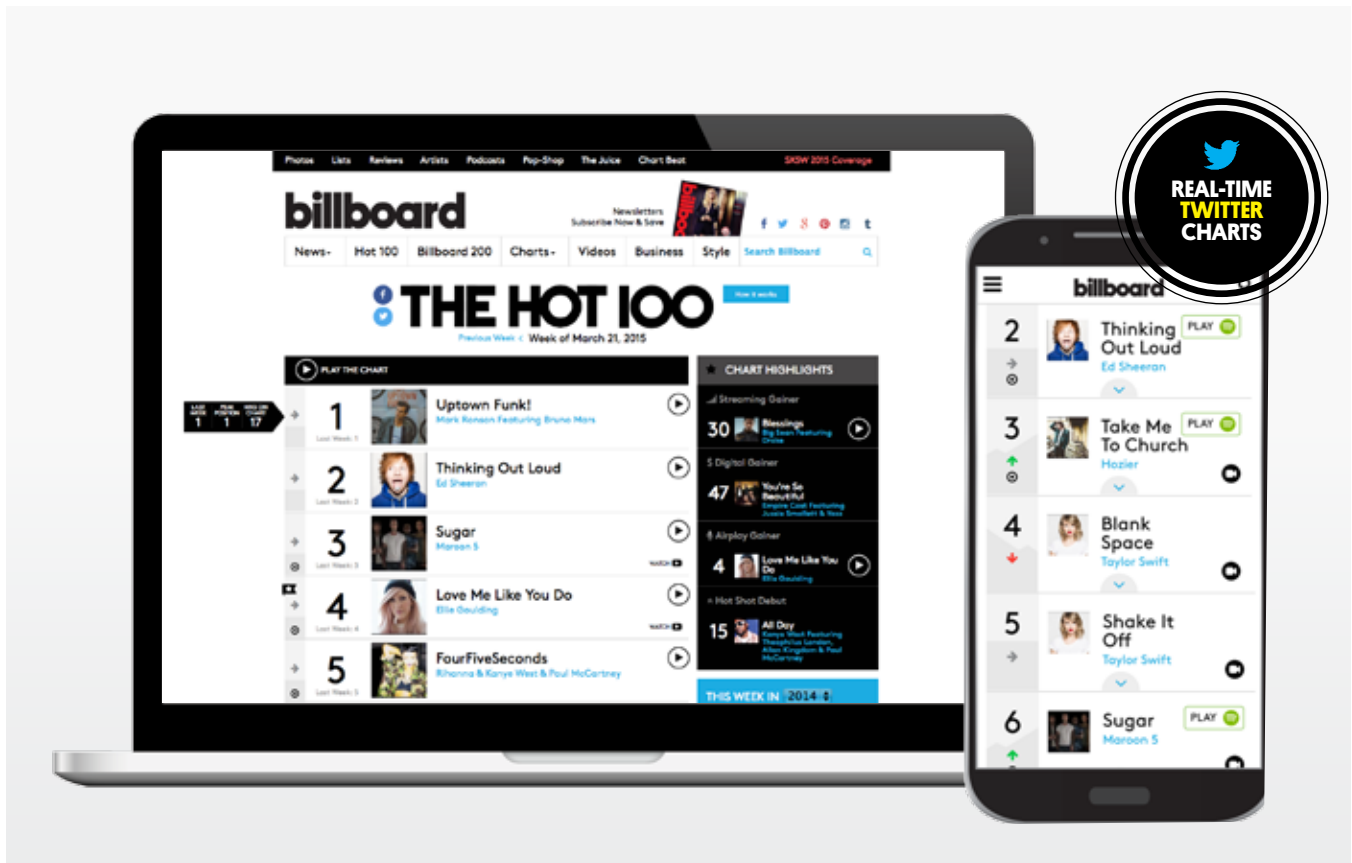
\$96k  
AVERAGE  
HHI

## Billboard.com users over-index when it comes to entertainment:

PURCHASED CONCERT TICKETS (LAST 6 MONTHS) **233**  
 PROVIDES FREQUENT MUSIC ADVICE **163**  
 PURCHASED DIGITAL MUSIC (LAST 30 DAYS) **222**  
 WENT TO A LIVE CONCERT (LAST 30 DAYS) **145**  
 CONSIDERED HEAVY SPENDERS ON MUSIC PURCHASED ONLINE (LAST 6 MONTHS) **444**

# Billboard Charts

THE DEFINITIVE MUSIC RANKING AND MEASURE OF SUCCESS IN MUSIC.



The Billboard charts **define the best in music across every genre**. Not only are they the most recognized, quoted and respected music rankings in the world, they've evolved as a tool for music sharing and discovery.

## Billboard's Top Charts

### **HOT 100**

Relaunched Q4 2014 - improved user experience including mobile optimization and audio playback capabilities

### **BILLBOARD 200**

Now includes data on streams from services like Spotify

### **TRENDING 140**

A first of its kind partnership with Twitter, this chart measures social music activity in real-time

## Other Charts Include

### **ARTIST 100**

### **POP**

### **R&B/HIP-HOP**

### **COUNTRY**

### **ROCK**

### **LATIN**

**...AND MANY MORE**

# Billboard.com Site Sections

DYNAMIC SITE SECTIONS FROM CHARTS AND VIDEOS,  
TO NEWS, BUSINESS AND MORE.



## Charts

The online home of Billboard's famous charts - Interactive, playable and up-to-date



## Channels by Genre

The latest updates, news and reviews all in a single genre specific channel



## Videos

Original video including exclusive Q&A's with artists, performances and more



## Billboard.biz

Breaking news and updates for the industry audience



## Lists

The best editor compilations - from the 50 best love songs to definitive artist album rankings.

# Pret-a-Reporter

WHERE ENTERTAINMENT AND STYLE MEET,  
POWERED BY BILLBOARD AND THE HOLLYWOOD REPORTER.



*Pret-a-Reporter's* editorial team— led by Digital Style Director, Erin Weinger — delivers **exclusive style content through the lens of entertainment**. The style team reports on fashion news, beauty updates, red carpet coverage and more. Signature content franchises include:



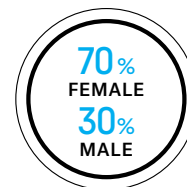
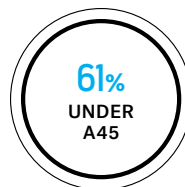
TOP 25 STYLISTS



FASHION WEEK'S FRONT ROW



MUSIC FESTIVAL STYLE



# Social

BILLBOARD HAS CULTIVATED AN **ENGAGED AND ACTIVE SOCIAL FOLLOWING OF OVER 12 MILLION FANS**— WHO CONSTANTLY INTERACT WITH THE BRAND ON MULTIPLE CHANNELS.



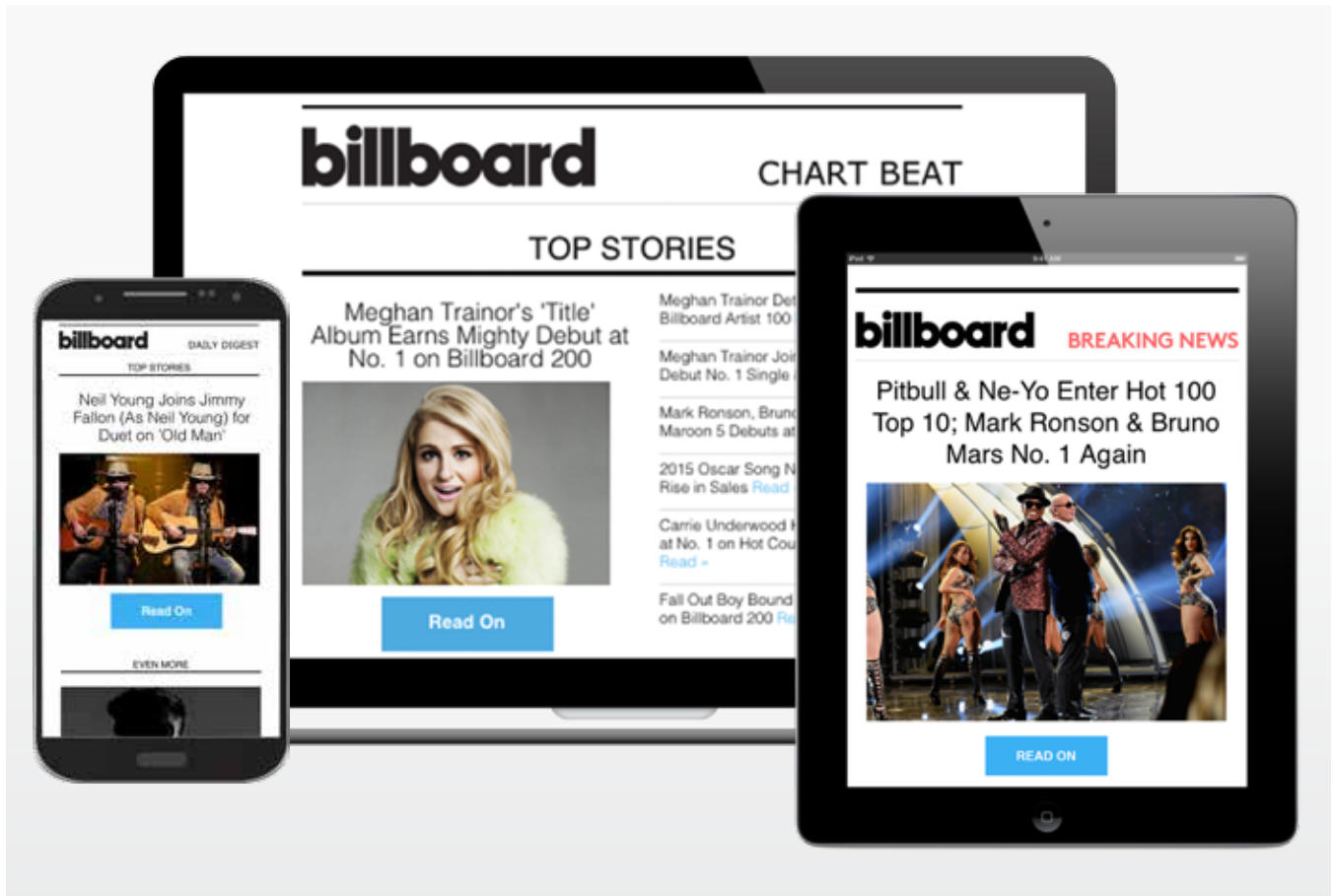
**TOP 10  
SOCIAL PUBLISHER  
SINCE  
SEPTEMBER 2014**

Source: Shareablee

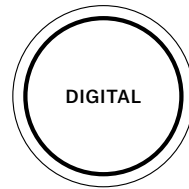
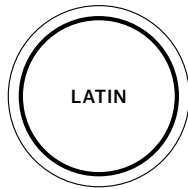
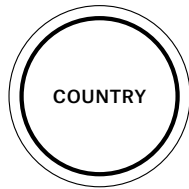
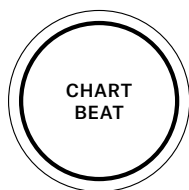


# Newsletters

BILLBOARD DELIVERS MUSIC INFORMATION **DIRECTLY TO THE INBOX OF FANS AND INDUSTRY EXECUTIVES** WITH EMAIL UPDATES.



## Newsletters





# A Branded Content Powerhouse

INTRODUCING **ADAPT STUDIOS**, A BRAND ACCESS LAB FOR PREMIUM MUSIC AND ENTERTAINMENT CONTENT.



Adapt Studios creates premium branded content for strategic advertising partners, capitalizing on access to premium content creators.

Whether it's in our state-of-the-art production studio, on location at major music festivals, or behind the scenes with the world's most sought-after talent, Adapt Studios produces a variety of content that seamlessly weaves brands into entertainment's most engaging stories.

## Content categories include:



CUSTOM EDITORIAL



CO-BRANDED CONTENT



PARTNER SUPPLIED CONTENT

# Magazine Audience

BILLBOARD MAGAZINE HAS BEEN RE-MADE TO BE THE **SINGLE ESSENTIAL READ** FOR THE POWER PLAYERS WHO RUN THE MUSIC INDUSTRY, INCLUDING THE HEADS OF RECORD LABELS, PRODUCERS, PROMOTERS, AGENTS, MANAGERS, MUSIC PUBLISHERS AND ARTISTS



77%  
MALE

23%  
FEMALE

AVERAGE AGE  
47

AVERAGE HHI  
\$212k

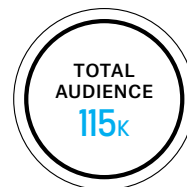
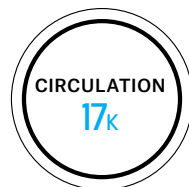
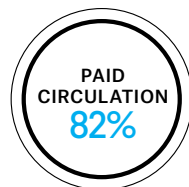
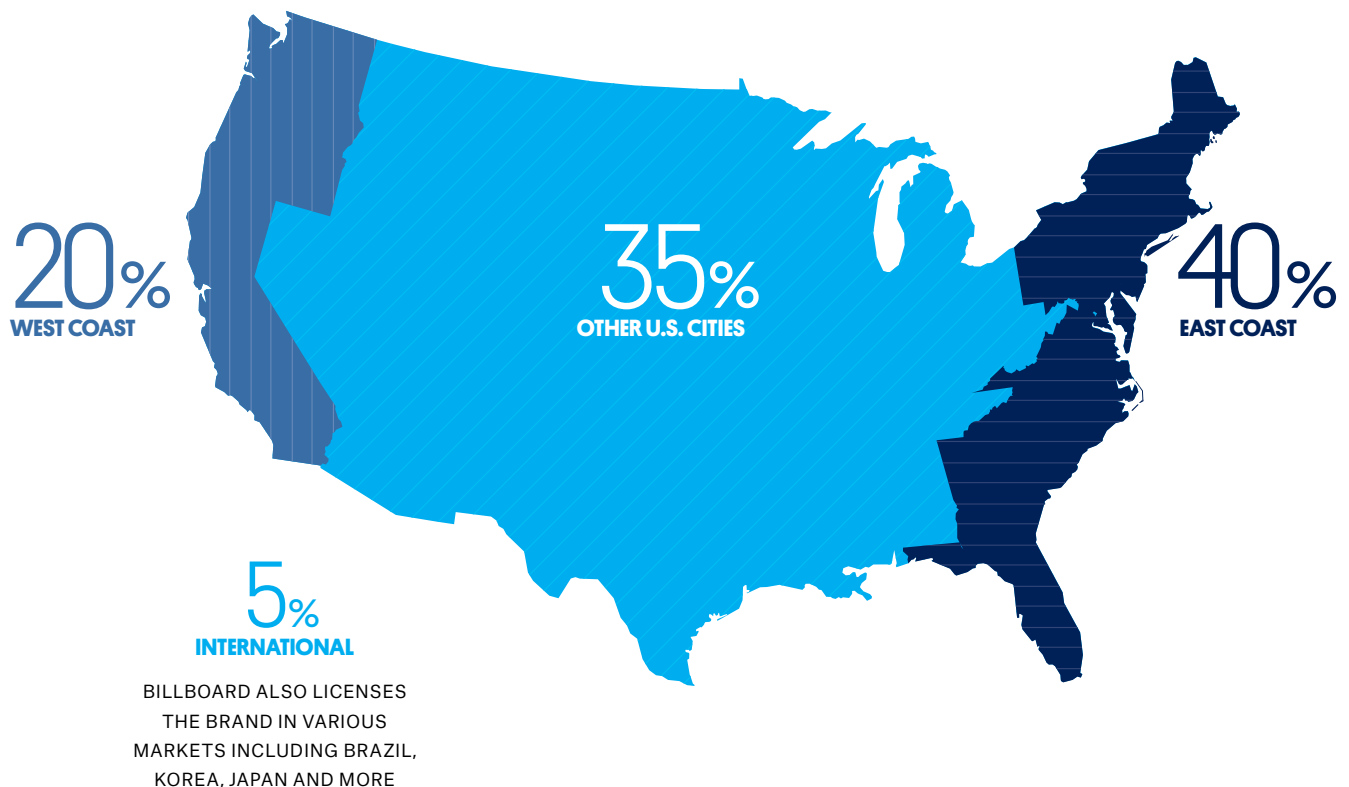
AVERAGE NET WORTH  
\$1MM

COLLEGE GRAD  
68%

POST GRAD  
25%

# Magazine Circulation

BILLBOARD MAGAZINE PUBLISHES OVER 40 ISSUES A YEAR REACHING THE MUSIC INDUSTRY'S **TOP EXECUTIVES, MANAGERS AND INFLUENCERS IN MAJOR METRO AREAS AROUND THE COUNTRY.**



**43%** OF BILLBOARD PRINT READERS ALSO VISIT BILLBOARD.COM ONCE A WEEK OR MORE  
**71%** OF BILLBOARD READERS SPEND 30 MIN+ PER WEEK ACROSS ALL BILLBOARD PLATFORMS

**49%** OF READERS HAVE SENIOR/UPPER MANAGEMENT JOB TITLES

**63%** OF READERS ARE BUSINESS PURCHASE DECISION MAKERS

# Magazine Content

THE MAGAZINE STARTS WITH THE HOT 100 — THE MOST POPULAR CHART — AND EXTENDS THROUGH THE WEEK’S MOST IMPORTANT NEWS, REVIEWS AND HAPPENINGS.



## Hot 100

The first page of the magazine highlights the top 10, then leads into the rest of the chart



## Topline

A look at the week’s headlines and happenings, including:

- + **SOUNDS OF HOLLYWOOD** THE BUSINESS OF MUSIC IN TV & FILM
- + **CORNER OFFICE**
- + **NOTED**
- + **7 DAYS ON THE SCENE:** CONCERTS, AWARDS SHOWS, PREMIERES AND FESTIVALS



## The Beat

The pulse of music right now, including:

- + **BOOKMARKED** BOOKS FROM THE MUSIC SCENE
- + **OVERHEARD** INDUSTRY GOSSIP
- + **HEAR SAY** A LOOK AT WHO’S SAYING WHAT IN MUSIC



## Style

The gear, looks and trends from the scene



## Features

Exclusive interviews and profiles, featuring beautiful original photography

# Magazine Content



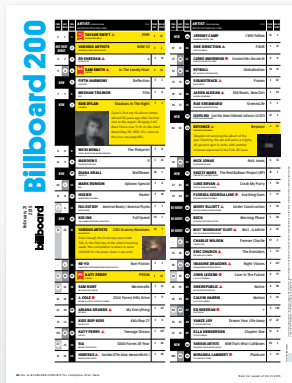
## Reviews

New albums, singles, soundtracks and more



## Backstage Pass

An in-depth look behind-the-scenes at the biggest events, concerts and festivals



## Charts

The week's updated charts including debuts, changes and liner notes



## CODA

A look back at this week on the charts in previous years



## iPad App

The iPad edition is an addictive, clickable, gorgeous and innovative app that delivers the weekly magazine in full, with all sorts of fun extras in the form of photos, videos and a breaking news feed powered by Billboard.com

# Editors



Photo credit: Joe Pugliese

## Janice Min

### Co-President/Chief Creative Officer, Entertainment Group

Min joined *Billboard* in January 2014 and spearheaded the redesign of the print magazine, after leading the transformation of *THR*. She most recently earned an ASME award for General Excellence for *THR* and multiple min nominations. She's earned a 2012 NEJ Luminary Award and 2011 Game Changers in Media nod from *The Huffington Post*. As editor-in-chief of *US Weekly*, she was named one of the *Post's* Most Powerful Women in New York (2007) and one of *Crain's* 40 Under 40 (2006).



Photo credit: Austin Hargrave

## Mike Bruno

### SVP, Digital Content

Bruno joined *Billboard* in 2014. As part of his role, he directs all digital

editorial programming, content and social media platforms. Previous experience includes seven years at *Entertainment Weekly*.



Photo credit: Austin Hargrave

## Tony Gervino

### Editor-in-Chief

Gervino joined *Billboard* in 2014 and oversees all print content. He was previously

Executive Editor of Hearst Magazines International, where he oversaw the editorial direction of *Esquire*, *Cosmopolitan*, *Car and Driver* and *Robb Report*. Additionally, Gervino served as a contributing editor to *The New York Times Magazine*, and was the editor of two cult-favorite publications: *Slam* (basketball) and *Antenna*, a men's fashion and lifestyle magazine.

## Silvio Pietroluongo

### VP, Charts & Data Development

Pietroluongo has run the charts since 1990. He is responsible for all chart data and editorial analysis, as well as chart initiatives, for the print magazine and its companion websites. Pietroluongo has evolved the charts to measure digital and streaming data, as well as helped launched technology partnerships such as the Twitter Real-Time streaming charts.

## Isabel Gonzales-Whitaker

### Deputy Editor

Joined *Billboard* as the Deputy Editor in June of 2014. Whitaker was formerly features editor at *InStyle* and her writing has appeared in numerous publications including *The New York Times* and *The Atlanta Journal-Constitution*. She was previously the editor-in-chief of *Tu Vida/Your Life* magazine, and also held positions at *Teen People* and *Atlanta CityMag*.

## Matt Belloni

### Executive Editor

Belloni joined *Billboard* in early 2014. He oversees the news operation in print and online for both *Billboard* and *THR*. He has been with *THR* since 2006 when he joined to write for *THR's* Hollywood, Esq. blog.

## Shirley Halperin

### News Director

Joined *Billboard* in early 2014. Halperin has covered music for *THR* since 2010 and previously covered music for *Entertainment Weekly*. Prior to that, she wrote about *American Idol* full-time for the *Los Angeles Times* while also contributing to *Rolling Stone*. She is the author of three books.

## Tye Comer

### Senior Director, Adapt Studios

Comer has been with *Billboard* since 2008, starting as the Editor of *Billboard.com*. In his current role, Comer specializes in editorial and branded content experiences. Previous to *Billboard*, he was the Senior Editorial/Programming Director with AOL Music, Managing Editor of *Mixer Magazine*, and an Associate Editor for the *CMJ New Music Report*.

## Tasha Green

### Fashion Editor

Joined *Billboard* as Fashion Editor in March 2014. Green previously served as men's style editor at *The Wall Street Journal*, where she also contributed to the *Wall Street Journal Magazine*. Prior to that, she was fashion's news editor at *Departures* magazine and worked at *Men's Vogue*.

# Photographers



**Joe Pugliese** Photographed for Billboard: Jennifer Lopez, Shakira, Tom Petty, Mick Jagger, Andre 3000, Dolly Parton



**Austin Hargrave**  
Photographed for Billboard: Lorde, Beck, Ariana Grande, Lady Antebellum, Florida Georgia Line, Trent Reznor, Kenny Chesney



**Ramona Rosales**  
Photographed for Billboard: Diplo, Jason Derulo, Daddy Yankee



**Meredith Jenks**  
Photographed for Billboard: Wiz Khalifa, Conor Oberst, Afrojack, Nick Kroll, Michael Che, Domino Kirke, Lolawolf



**Jessica Chou**  
Photographed for Billboard: Steve Aoki, 2PM, Chief Keef, Jhene Aiko



**Miller Mobley** Photographed for Billboard: Iggy Azalea, Jennifer Hudson, Idina Menzel, J Balvin, Usher, Nick Jonas, Taylor Swift

# Brand of Record

*“...the ‘bible’ as it is known within the music industry...”*

THE WALL STREET JOURNAL, 3/2012

*“Billboard, the music industry’s longtime standard-bearer, gets right to the heart of the matter.”*

NEW YORK POST, 2/2015

*“Billboard has been the music industry’s steadfast trade paper for decades, outlasting all rivals and setting the terms for success through its still closely watched charts.”*

THE NEW YORK TIMES, 1/2014



*“The concept of newsstand sales as the driver for the cover design is no longer valid; the most effective covers work as images on Twitter, iPads, Facebook, etc. And the new Billboard logo, its very modern and distinctive design along with its photography are perfectly suited for this new cover paradigm.”*

FOLIO, 4/2014



*“...the Billboard 200, which, since 1956 has functioned as the music world’s weekly scorecard...the new chart will more accurately reflect how people listen to music these days.”*

THE NEW YORK TIMES, 11/2014

Billboard.com was selected as a finalist for six **Min Best of Web & Digital Awards**, including **Overall Editorial Excellence**, **Online Community/Social Networking** and **Use of Social Media** for the Trending 140 Chart.





## Editorial Calendar

ISSUE	COVER DATE	ON-SALE	AD CLOSE	MATERIALS DUE
<b>GRAMMY VOTERS GUIDE</b>	<b>1/3</b>	<b>12/27</b>	<b>12/12</b>	<b>12/15</b>
<b>2015 PREVIEW</b>	1/17	1/10	1/2	1/3
<b>SUPER BOWL PREVIEW</b>	1/24	1/17	1/9	1/12
<b>GRAMMY PREVIEW</b>	2/7	1/31	1/23	1/26
<b>BILLBOARD POWER 100</b>	<b>2/14</b>	<b>2/7</b>	<b>1/29</b>	<b>1/30</b>
<b>GRAMMY WRAP-UP</b>	2/21	2/14	2/6	2/9
<b>MONEY MAKERS</b>	2/28	2/21	2/12	2/13
<b>SOCIAL MEDIA STARS</b>	3/14	3/7	2/27	3/2
<b>ULTRA MUSIC PREVIEW</b>	3/21	3/14	3/6	3/9
<b>COACHELLA PREVIEW / SXSW WRAP-UP</b>	4/4	3/28	3/20	3/23
<b>MIND &amp; BODY</b>	4/11	4/4	3/27	3/30
<b>TBD</b>	4/18	4/11	4/3	4/6
<b>LATIN MUSIC CONFERENCE &amp; AWARDS</b>	<b>5/2</b>	<b>4/25</b>	<b>4/17</b>	<b>4/20</b>
<b>TOP 40 MUSIC MONEYMAKERS</b>	5/9	5/2	4/24	4/27
<b>BBMA PREVIEW</b>	5/16	5/9	5/1	5/4
<b>SUMMER TOURING PREVIEW</b>	<b>5/23</b>	<b>5/16</b>	<b>5/8</b>	<b>5/11</b>
<b>BBMA WRAP-UP</b>	5/30	5/23	5/15	5/18
<b>WHAT I LEARNED FROM MY DAD</b>	6/13	6/6	5/29	6/1
<b>EDM POWER LILSISTT / E3 PREVIEW</b>	6/20	6/13	6/5	6/8
<b>WHAT I EARN</b>	6/27	6/20	6/12	6/15
<b>BEST OF ALL TIME</b>	7/4	6/27	6/19	6/22
<b>PHILANTHROPY ISSUE</b>	7/25	7/18	7/10	7/13
<b>MIND &amp; BODY / INNOVATOR'S LIST</b>	8/1	7/25	7/17	7/20
<b>BROTHERS &amp; SISTERS / MID-YEAR CHARTS</b>	8/8	8/1	7/24	7/27
<b>HIP-HOP POWER ISSUE / LOLLAPALOOZA PHOTO BOOTH</b>	8/15	8/8	7/31	8/3
<b>SONGS OF SUMMER / THE MOST STYLISH MEN IN MUSIC</b>	8/29	8/22	8/14	8/17
<b>FALL PREVIEW</b>	9/5	8/29	8/21	8/24
<b>40 UNDER 40 / NY FASHION WEEK</b>	<b>9/19</b>	<b>9/12</b>	<b>9/3</b>	<b>9/4</b>
<b>FOOD &amp; DRINK</b>	9/26	9/19	9/11	9/14
<b>VIDEO GAME ISSUE</b>	10/3	9/26	9/18	9/21
<b>INDUSTRY LEGENDS</b>	10/17	10/10	10/2	10/5
<b>GRAMMY PHASE 1</b>	10/24	10/17	10/9	10/12
<b>DESIGNERS &amp; MUSES</b>	10/31	10/24	10/16	10/19
<b>BUSINESS MANAGERS LIST</b>	11/7	10/31	10/23	10/26
<b>FILM &amp; TV MUSIC CONFERENCE PREVIEW</b>	11/14	11/7	10/30	11/2
<b>A DAY IN THE LIFE OF THE MUSIC BIZ</b>	11/21	11/14	11/6	11/9
<b>TOURING CONFERENCE &amp; AWARDS</b>	<b>11/28</b>	<b>11/21</b>	<b>11/13</b>	<b>11/16</b>
<b>WOMEN IN MUSIC</b>	<b>12/12</b>	<b>12/5</b>	<b>11/25</b>	<b>11/30</b>
<b>NO. 1s / YEAR IN MUSIC &amp; TOURING CHARTS</b>	<b>12/19</b>	<b>12/12</b>	<b>12/4</b>	<b>12/7</b>

# Events Calendar



JESSIE J, TAYLOR SWIFT, ARETHA FRANKLIN, ARIANA GRANDE, IDINA MENZEL, HAYLEY WILLIAMS, AND CHARLI XCX AT 2014 WOMEN IN MUSIC AWARDS



MARC ANTHONY AT THE 2014 LATIN MUSIC AWARDS



THE BAND PERRY AT THE 2015 POWER 100 EVENT



DIPLO AT THE 2015 WINTERFEST AT SUNDANCE FILM FESTIVAL



LIONEL RICHIE AT THE 2014 TOURING AWARDS

## Billboard Winterfest at Sundance Film Festival

**DATE** January 2015  
**LOCATION** Park City, UT

## Billboard Power 100

**DATE** February 2015  
**LOCATION** Los Angeles, CA

## Latin Music Conference & Awards

**DATE** April 2015  
**LOCATION** Miami, FL

## Billboard en Vivo

**DATE** April 2015  
**LOCATION** Multiple

## Billboard Music Men of Style

**DATE** August 2015  
**LOCATION** Los Angeles, CA

## Film & TV Music Conference

**DATE** October/November 2015  
**LOCATION** Los Angeles, CA

## Touring Conference & Awards

**DATE** November 2015  
**LOCATION** New York, NY

## Women in Music

**DATE** December 2015  
**LOCATION** New York, NY

# Ad Specs

SPACE	BLEED	NON-BLEED	TRIM	LIVE (SAFE) AREA
<b>Full Page</b>	10.5" x 13.5" 266.7mm x 343mm	9.25"w x 12.25" 235mm x 311mm	10" x 13" 254mm x 330mm	9.25" x 12.25" 235mm x 311mm
<b>2-Page Spread</b>	20.5" x 13.5" 520.7mm x 343mm	19.25" x 12.25" 489mm x 311mm	20" x 13" 508mm x 330mm	19.25" x 12.25" 489mm x 311mm
<b>6-Column</b>	15.315" x 13.5" 389mm x 343mm		14.825" x 13" 376.55mm x 330mm	13.965" x 12.25" 354.7mm x 311mm
<b>1/2 Horizontal</b>		8.8333" x 5.5849" 224.37mm x 142mm	N/A	N/A
<b>1/2 Vertical</b>		4.25" x 11.6667" 108mm x 296.34mm	N/A	N/A
<b>1/4 Square</b>		4.25" x 5.5849" 108mm x 142mm	N/A	N/A

## BLEED PARTIALS, COVERS & SPECIALITY SIZES

STAND-ALONE BACK COVERS: Mailing Label in Upper Right Corner Along Spine.

Contact Production for Back Cover, Bleed Partial and other Specialty size specs and templates.

### PRINTING

Web offset (SWOP)  
Saddle Stitched  
Publication trim size  
10" x 13"

### MECHANICAL REQUIREMENTS

Bleed ads should have a minimum .25" (6.35mm) bleed on all 4 sides and should include trim indications. Trim indications should be offset by .375" (9.525mm).

### SAFETY

All live elements, i.e. type on bleed ads, must be a minimum of 3/8" (.375 inch or 9.525mm) inside the final trim area.

### GUTTER SAFETY

3/16" on each side (total 3/8").

Partial ads should be supplied to trim only.

### FILE SUBMISSION

All ad submission must be press-ready PDF/X1-a files via the *THR* ad portal, e-mail, CD or FTP upload.

**FILE NAME SHOULD INCLUDE NAME OF ADVERTISER AND ISSUE RUN DATE**

### DIGITAL AD REQUIREMENTS

#### MEDIA

*Billboard* prints PDF/X-1a files only.  
Export setting: ADOBE ACROBAT 6 (1.5) or higher.  
Quality control depends on properly created PDFs.

**DOWNLOAD:** THR PDF Ad Export Settings for InDesign at:  
[thr.com/ad/specs](http://thr.com/ad/specs)

or contact: [ads@thr.com](mailto:ads@thr.com)  
All rasterized files must be 300 DPI. CMYK TIFFs must be 100% of final size.

Transparencies must be flattened.

Line screen is 150 l.p.i.

Allow for 10% press gain when preparing Grayscale materials.

Maximum ink density: 300 total.

#### FONTS

Embed all necessary fonts in PDFs.

#### COLOR

The color space must be CMYK or Grayscale. No RGB, LAB or embedded color profiles (such as ICC profiles).

No files with PMS colors will be accepted without prior notification. Otherwise, all PMS colors MUST be converted to CMYK.

Surprinting on Metallic inks will produce muted colors.

Note any special color information on the Contact Proof.

#### LIABILITY

*Billboard* cannot be held responsible for the quality of reproduction if these specifications are not adhered to.

Ads received after deadline may not publish in the desired issue.

*Billboard* will not be held responsible for changes the Production department must make to any ad that is inadequate or fails to adhere to *Billboard* Digital Ad Specifications.

*Billboard* will store files for 30 days.

### PRODUCTION SERVICES

*Billboard* maintains an in-house Art Department. Contact your sales rep for ad design details and rates.

### FOR DEADLINES, AD SPECIFICATIONS OR TECHNICAL QUESTIONS:

#### BILLBOARD CONTACT

Rodger Leonard  
212.493.4229

#### EMAIL

[ads@billboard.com](mailto:ads@billboard.com)

**SUBJECT LINE MUST INCLUDE NAME OF ADVERTISER AND ISSUE DATE**

#### BILLBOARD AD PORTAL

Deliver ads through our Ad Portal: [prometheus.sendmyad.com](http://prometheus.sendmyad.com)



## Contacts

***John Amato***

**Co-President,  
Entertainment Group**

john@billboard.com  
212.493.4337

***Lynne Segall***

**Executive Vice President/  
Group Publisher**

lynne.segall@thr.com  
323.525.2192

***Julian Holguin***

**Vice President,  
Brand Partnerships**

julian.holguin@billboard.com  
212.493.4115

***Victoria Gold***

**Vice President,  
Entertainment**

victoria.gold@thr.com  
323.525.2028

***Beth Deutschman***

**Vice President,  
Television & Media**

beth.deutschman@thr.com  
323.525.2259

***Aki Kaneko***

**Executive Director,  
Entertainment**

aki.kaneko@billboard.com  
323.525.2299

***Hillary Gilmore***

**Executive Director,  
Brand Partnerships**

hillary.gilmore@billboard.com  
212.493.4368

***Bill Corvalan***

**Executive Director,  
West Coast Brand Partnerships**

bill.corvalan@billboard.com  
323.525.2038

***Tyler Moss Del Vento***

**Managing Director,  
Fashion & Beauty**

tyler.delvento@thr.com  
212.493.4332

***Karen Uzel***

**Executive Director,  
Jewelry & Watches**

karen.uzel@thr.com  
212.493.4163