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## What to know when taking in a repair:

- 1. Always examine the entire piece of jewelry, under at least 10x the magnification, in front of the customer. You are the expert.
- 2. Identify ALL problems and show the customer.
- 3. Eliminate the possibility of calling your customer later to inform of additional/unexpected work.
- 4. Let your staff show off their knowledge and create a customer for life.
- 5. Use this opportunity to turn a simple repair into a sale.

Must examine jewelry with 10X power magnification.