

J. HILBURN

STYLIST



WELCOME TO

THE WORLD OF J.HILBURN

J.Hilburn Stylists serve a purpose nobler than simply selling clothes—we help each client become the gentleman he's always wanted to be. We do this because we believe that style honestly matters. We do this for the endless possibilities. Because it's not just a job—it's our passion.



WE INSPIRE A MORE PERSONAL STYLE OF LIFE

AT J.HILBURN, we tailor our services for each client individually, carefully curating wardrobes that fit a man's personality as well as his measurements. We practice the long-lost art of delivering one-on-one attention, which is why we proudly call ourselves Personal Stylists.

We are in the business of transforming lives—enabling men to build confidence through style and helping our extraordinary Stylists become successful entrepreneurs. We celebrate the dignity that comes when we take our own two hands and build something that matters. That lasts. That grows.

We cordially invite you to step into our world for a moment and discover ways to inspire your own personal style of life—one wardrobe at a time.

Veeral Rathod

Veeral Rathod
Co-Founder, CEO

BENEFITS OF BEING A STYLIST

BECOME A FASHION ENTREPRENEUR WITH J.HILBURN



FLEXIBILITY

Discover the power and reward of setting your own goals and schedule alongside the flexibility to build a business that grows with your time investment.



FASHION

Gain access to a premium selection of Italian custom fabrics and ready-to-wear apparel while you build your styling skills.



FUN

Enjoy the inspiration and celebration you'll experience when you interact with your clients, your team, and the entire J.Hilburn Stylist community.



IT ALL STARTS WITH A SHIRT THAT FITS

DELIVERING A CONFIDENCE BOOST THAT'S UNIQUELY J.HILBURN

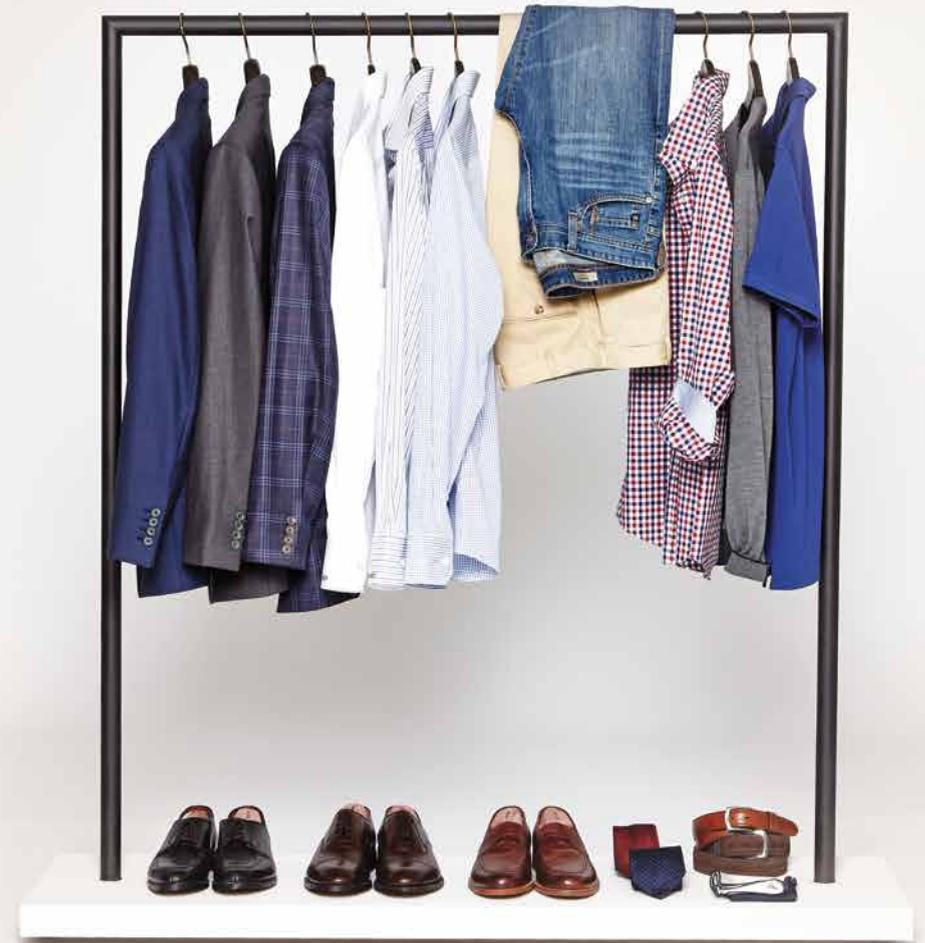


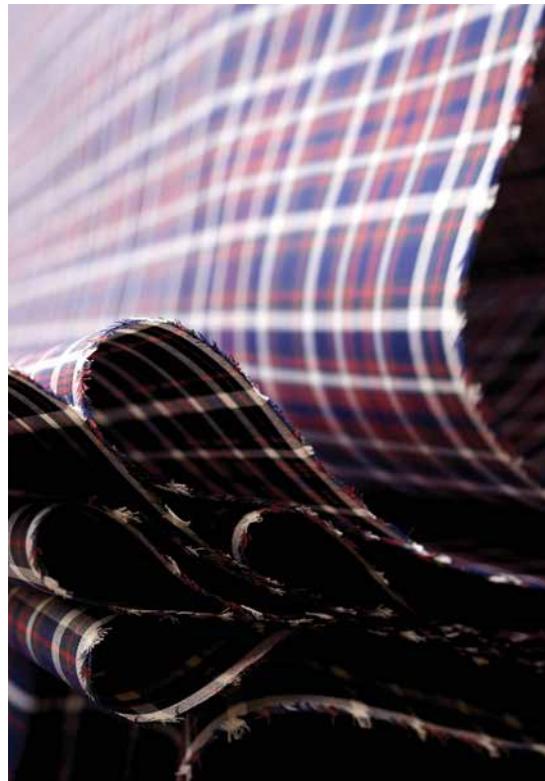
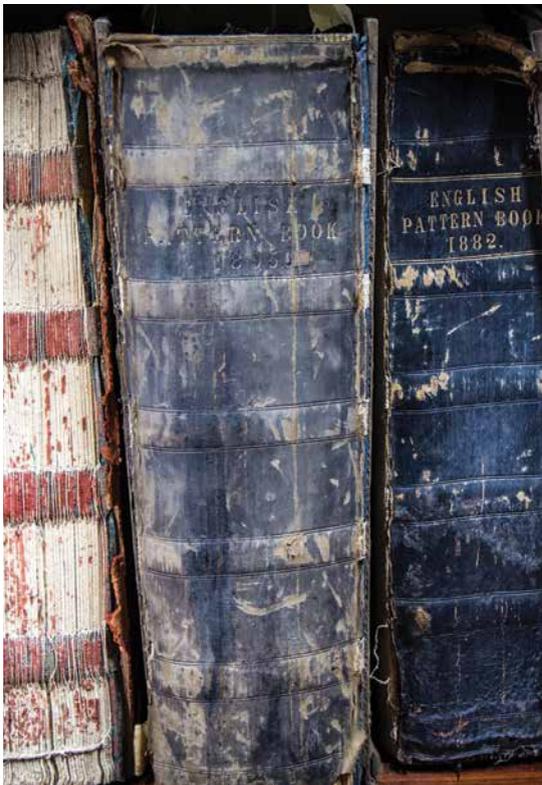
We founded J.Hilburn on the simple principle that every man's wardrobe should start with a well-fitting shirt. We have expanded our product offerings into custom suiting and carefully curated ready-to-wear pieces and accessories to offer complete wardrobes.

Your first appointment with each client focuses on helping him discover personal fit and styling designed around his lifestyle. Once he sees how much better he looks and feels in personalized

made-to-measure clothing, there's no going back. No settling for off the rack and standard fits that are too baggy, too tight, or just plain boring.

Your initial success builds trust, showing him how convenient, affordable, and compliment-inspiring high-quality clothing can be. He starts to think differently about his wardrobe with you as his trusted advisor. He wants everything he wears to deliver the confidence boost that's uniquely J.Hilburn.





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OUR FABRIC IS WOVEN BY *LEGENDARY* ITALIAN MILLS

— ◆ —

WITH CENTURIES OF EXPERTISE HANDED DOWN
THROUGH THE GENERATIONS

MODERN STYLE, OLD-WORLD CRAFTSMANSHIP

LUXURY STARTS WITH PREMIUM MATERIALS



PART OF WHAT DISTINGUISHES J.HILBURN IS OUR DIRECT RELATIONSHIPS WITH THE HIGHEST QUALITY FABRIC MILLS IN THE WORLD.

We create all our shirts, trousers, and jackets from fabric woven by legendary Italian mills—mills with centuries of expertise handed down through the generations.

From the moment a client encounters our fabrics, he sees and feels the J.Hilburn difference. He understands the value of

personal made-to-measure clothing from the same fabrics used in elite luxury men's apparel brands. Each time he wears our custom fit clothing, he appreciates the durability, comfort, and excellent fit more and more.

Each suit, shirt, trouser, and tuxedo is made to order with the finest Italian fabrics—personally crafted for each client in the best menswear factories.





MEET OUR *STYLISTS*

WHERE PASSION MEETS PROFESSION

— ◆ —

Bankers. Executives. Designers. Dancers. J.Hilburn Stylists represent a variety of backgrounds. What unites us is a shared passion for helping men discover the power of truly personal style. We measure success on our own terms—in our own time—by creating businesses that work for us, not vice versa. Meet five of our Personal Stylists and discover why they consider J.Hilburn the perfect fit.

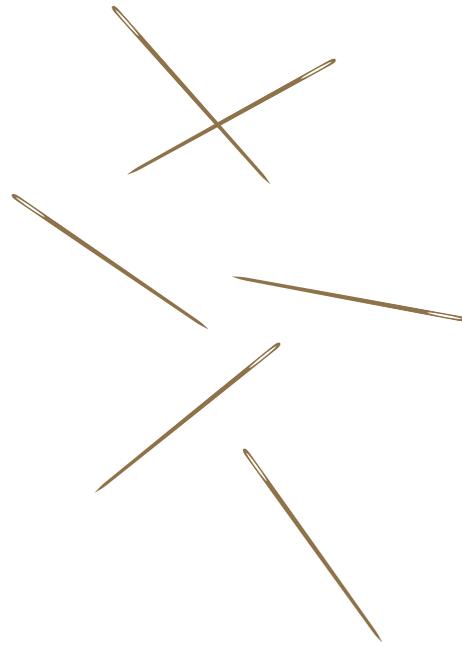


THE JOURNEY
RISING TO
THE TOP

Sarah Ramsay enjoys helping fashion-phobic men create a confidence-boosting personal style. “If I walked into a store and nothing fit me and all the shirts they had were white or blue, I’d get pretty complacent about my wardrobe, too,” Sarah says. “When something fits a man, it’s just night and day better. When they love how they feel in their clothes, they actually start to care about how they dress. And the wives love me for it.”

“THE ONLY WAY TO FAIL IS TO GIVE UP. PEOPLE WHO KEEP THE END GOAL IN MIND ARE THE ONES WHO RISE TO THE TOP.”

—
Sarah Ramsay



IN FACT, women were Sarah's original clientele, back when she was the number one seller for a high-end women's fashion designer. During her years in women's fashion, whenever men accompanied their wives to trunk shows, Sarah says, "They'd ask, 'Would you do this for me?' And I'd say, 'I'd love to, but there's no men's clothing company that has personal stylists.'"

After a track record of success, she experienced challenges starting in the fall of 2008. Following an amazing personal sales month, she dialed into a conference call with enthusiasm only to learn the company had just declared bankruptcy. Always industrious, Sarah continued working part time as a fashion writer and did trunk shows for an up-and-coming designer. When both of those opportunities ultimately collapsed because of the economy, she was out of work, out of money and out of ideas.

Enter J.Hilburn...

Never one to stay down for long, Sarah recalled hearing about the J.Hilburn business from a former colleague. At the time J.Hilburn was a start-up with no local resources in Minneapolis to onboard new Stylists. So she borrowed money for an airplane ticket to Dallas. "I showed up on the doorstep of J.Hilburn and said, 'Ok, train me. I have to start selling tomorrow.'"

One of J.Hilburn's top Stylists, Sarah has been breaking sales records since her second month with the company. Her favorite achievement happened recently when she broke yet another sales record as the first Stylist to personally sell \$50,000 in one month. She was proud to lead her team by example, showing Stylists that anyone could achieve the same goal. "The only way to fail is to give up," Sarah says. "People who keep the end goal in mind are the ones who rise to the top."

ON THE JOB

Sarah peruses swatches, creating looks to suit a client's style.



TIME TO RELAX

Spending quality time at home with her family and beloved dog.



HER FAVORITE J.HILBURN LOOKS PATTERNS:

"I love doing all patterns—it's like putting together a fashion puzzle!"



SUIT: "Our blue Revenge fits and feels amazing. Every man should have this in his closet."



“Nothing makes me happier than being able to inspire other J.Hilburn Stylists.”

CHRIS HITE



FROM RETAIL EXEC TO ENTREPRENEUR

CHRIS HITE

“Starting a business is work, and I’m thankful for the work ethic and appreciation for style I inherited from my parents. I grew up in a house that was well appointed, middle class, but everybody always dressed up. That prepared me for a career with a luxury department store group where I started as an Assistant Buyer in men’s tailored clothing and worked my way up to Director of Marketing.”

“IT’S A WONDERFUL LIFESTYLE”

—
Chris Hite

“I had been running my own brand consulting business for nearly a decade when a former colleague and close friend shared J.Hilburn. I was her second client when she started in 2009. Over time I became more curious about the brand story and direct retail. I attended my first Conference six weeks after joining and was like, ‘Wow, this has legs!’”

“I figured I’d work part time with J.Hilburn for six months, just to see if the income could cover my mortgage.” By the fourth month, Chris knew J.Hilburn could become his full-time career. “When I finally admitted to myself that I loved this—that fashion is fun—that’s when my J.Hilburn business really took off.”

Now a Managing Partner at J.Hilburn, Chris is back in men’s tailored clothing—but this time around, he’s the boss.

“NOTHING MAKES ME HAPPIER THAN BEING ABLE TO INSPIRE OTHER J.HILBURN STYLISTS.”

“Last year I was surprised to be the number nine seller in the company. I was honored, and I’m really proud of it. I’m not wired to win;

I focus on my personal goals and on helping others.”

Chris strengthens his team by sharing product knowledge and sales tips. He continually offers encouragement—sometimes with a quick text message but always with an old-fashioned, hand-written thank you note when they acquire a new client.

“When I first meet with a client I say, ‘This is not about what you buy. Our relationship is not about the J.Hilburn in your closet, it’s about your closet and your style.’ I saw three of my clients comparing their J.Hilburn clothes at an event, and they all said they aspire to dress better than me. I get a lot of satisfaction from helping clients feel proud about what they wear.”

Chris appreciates having time for his family and his personal passions, which include restoring old homes and travel. “It’s a wonderful lifestyle and I love being completely in control of my income potential.” Plus, with a wardrobe of made-to-measure clothing, this dapper gentleman has never looked better.



“My mother gave my father this watch on their 10th wedding anniversary, and he gave it to me when I graduated college. It symbolizes my commitment to family and hard work.”

“A”

TEAM DYNAMIC

KARISSA MEADOR &
RACHEL GUSTAFSON

AS ASSOCIATE MANAGING PARTNER at J.Hilburn, part of Karissa Meador’s success comes from building and mentoring a team of Stylists. Last year, she invited Rachel Gustafson to join her team. “I knew she was a go-getter with very high integrity,” Karissa says, “and the stars aligned because it was perfect timing.”

After 14 years in the mortgage industry, Rachel had been looking for something more challenging: “I had a great network of men who needed to dress professionally, so J.Hilburn was a natural fit.”

While coming from different backgrounds—Karissa’s a mother of three young boys whose creativity led her to careers in dance and women’s fashion. Rachel is a born leader with a head for business, who will soon celebrate her first wedding anniversary. These two Stylists have found joint success at J.Hilburn and both earned promotions in 2015.



“

WE INSPIRE EACH OTHER & CELEBRATE OUR SUCCESSSES

”

—
Karissa Meador

HIGHLIGHTS OF BEING A STYLIST?

Karissa: 100% it's the relationships I've developed within J.Hilburn and with my clients.

Rachel: Seeing a client's face light up when he puts on clothes that match his fit and style preferences.

SOMETHING PEOPLE MAY NOT KNOW ABOUT YOU?

Karissa: My husband and I help lead a nonprofit called Stronger Families, which offers education and support to help relationships thrive in high stress environments.

Rachel: I helped start a business training center in Thailand to help prevent human trafficking.

WHAT ADVICE WOULD YOU GIVE TO NEW STYLISTS?

Karissa: Develop a personal plan and follow it consistently.

Rachel: Look at your goals daily and be intentional about your business.

WHY J.HILBURN?

Karissa: The freedom to control my time, my income, my life.

Rachel: Setting my own bar and being in control of what I accomplish—and being able to sleep in for a day and take vacations with my husband.

PERFECT FIT

Rachel enjoys variety in her days—from measuring clients to researching the latest fashion trends.



TAKING CONTROL

Setting her own schedule enables Karissa to build her business without missing out on family time.



SUPPORT SYSTEM

“All the Stylists of J.Hilburn are so supportive and caring,” Karissa says. “And there's absolutely no competition.” Rachel agrees, “It's very refreshing to have someone in your corner who is really encouraging you—to work with people who share ideas and help each other out.”





DO YOU *MAKE* THE CUT?

MEASURE YOUR POTENTIAL FOR SUCCESS

J.Hilburn Personal Stylists don't always have a degree in business or a background in fashion. Instead, what we share is a passion for making style personal again. A passion for helping men discover the confidence-boosting power of affordable custom clothing made from luxury Italian fabrics.

FASHION FRIENDLY

Traditionalist or trendsetter. Buttoned-up elegance or contemporary cool. You need not adhere to a specific aesthetic, but you must share our belief that personal style matters. That clothing needs to fit the individual and not vice versa. And that every man deserves a wardrobe he can wear with confidence.

A LEADER BY EXAMPLE

You love to learn and share your knowledge with others to help them succeed. You believe in endless possibilities. You set a vision and hold yourself and others accountable along the journey.

A PEOPLE'S PERSON

Whether you're the first to strike up a conversation at parties or someone who builds strong relationships over time, you enjoy people. You have a knack for creating rapport and for building trust with a strong network to show for it.

YOU HAVE A NEED TO SUCCEED

You set high goals for yourself and enthusiastically pursue them with determination. For you, every "no" becomes a stepping stone, not a hurdle. Your passion for building your own business keeps you moving forward.



**MAKE
STYLE
YOUR
LIFE**

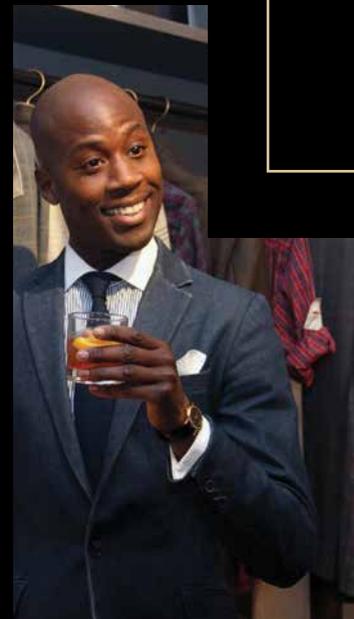
Vin Rothwell



THIS IS YOUR TIME

When you join J.Hilburn as a Personal Stylist, you can start immediately. You'll get all the tools and support you need to build your business. Then you decide how fast you grow. Be your own boss, set your own schedule with no limit to your earning potential.

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