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James Allen: Blending the Digital Line Through Community

To attract tech savvy consumers, online jeweler James Allen introduced a digital interface to its first storefront location in Georgetown, Washington, DC. [Learn how](#) its social shopping ethos was created through seating and engaging environments.



Fifth Avenue Has its Sleep Number

Sleep Number's first New York location combines national retail know-how with an exceptional consumer viewpoint and shopping environment. It highlights a clean and contemporary architectural feel and provides an interactive customer experience. The branded elements behind the store's architectural facade give it a unique look along Fifth Avenue. [Experience it.](#)

JGA Upcoming Events

Going to CES? Come hear JGA's Chief Strategy Officer Joanne Healy speak about the trend of online stores moving into the physical space. She'll moderate a panel of experts as they discuss successes in this new retail movement.

January 9, 3:10 pm PT

CES, Las Vegas

[From Bricks to Clicks](#)

Hear JGA's CEO Ken Nisch discuss how brands are using smart technology to add meaningful value to consumers' lives. He'll moderate a panel of experts about building fiercely loyal customer relationships through purposeful and life-changing experiences.

January 14, 10:30 am EST

NRF 2019: Retail's Big Show, New York City

[The connected world: Advances that will transform your life](#)

Retail is not dying, but stores have to serve a
bigger purpose than just selling things.

--Angela Ahrendts, Apple, Senior Vice President of Retail and Online Stores

Retail Focus: Guest Column



Matthew Berglass of Berglass + Associates believes that successful executives must also be great leaders who give direction and know how to listen. They must understand new trends and technologies. They must consume a significant amount of data and feedback to create a decisive approach. Strong leaders also know how to get everyone rowing in the same direction and are able to motivate staff on many levels. [Learn about success in recruitment.](#)

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