
Freat ETCETERA FACT SHEET & BACKGROUND:

Designed for women who have more style than time, Etcetera's trunk shows provide clients with beautiful, contemporary clothing, available through the efficient ease of personal shopping.

Etcetera is a division of The Connaught Group, a leader in direct sales fashion for women. For over 28 years, The Connaught Group has cultivated a reputation for creating exquisite clothing held to couture-level design standards.

Bill Rondina, CEO and Chairman of The Connaught Group, founded Etcetera in 2000. Rondina recognized that women needed and deserved a more customized and rewarding means for building their everyday wardrobes. With this in mind, in 2001, the first Etcetera collection was introduced as Connaught's chic, everyday lifestyle brand for the woman on the go. Today, the line is offered via trunk shows in over 680 cities and towns within 45 states across the country.

Etcetera brings women high-end, well-priced contemporary clothing with jackets starting at \$275, pants at \$155 and dresses at \$225. The line features everyday wear made with exquisite detail far superior to those found in traditional department stores. Each Etcetera collection offers pieces ranging from fun and casual separates to office-appropriate suits and dresses. From morning to night, the Etcetera woman appears effortlessly stylish.

Etcetera consultants personalize the shopping experience for our clients by offering first class wardrobe development expertise that is absent from most retail experiences today.

Etcetera clothing can only be purchased via appointments with our Wardrobe Consultants. There are four seasonal clothing collections presented each year and each consultant has the collection for one week. During this week, they transform their homes into upscale boutiques and take appointments that meet their clients' calendar needs.

Mary Alice Heape is the President of Etcetera. In this role she oversees the growth strategy for the company's brand throughout the United States. She manages a team of Regional Managers and Area Development Managers who, in turn, grow their territories through Wardrobe Consultants that serve as ambassadors for the Etcetera line within their network of clients.

The Etcetera design team is comprised of designers who have been hand-picked, based on their experience working at the most elite design houses in the world, including Burberry, Albert Nipon, Mary Ann Restivo, Carmelo Pomodoro, Episode, Ellen Tracy, Anne Klein, and Tahari. What's more, the couture-grade of fabrics and materials used in creating each Etcetera collection is selected, with care, from the best mills in Europe.

It's no surprise that Etcetera is ranked in *Money Magazine's* Top 5 "Best Jobs in America for Parents Returning to Work" and among their Top 5 Sales Representative Jobs. But the awards don't stop there! Etcetera also received an "A" for Flexibility and an "A-" for Family-Friendly, along with other top scores for compensation and job growth potential.

Etcetera is actively expanding their team based on the demand of women from cities and towns across the US who love the line and want easy access to a great wardrobe. Career opportunities with Etcetera are available for women as Wardrobe Sales Consultants, Area Development Managers and Regional Managers. To learn more, please visit www.etcetera.com

CONTACTS: For candidates interested in discussing a possible role with Etcetera's expanding team, please contact Edie Dance at (850) 484-8120 or edance@etcetera.com. For women interested in booking an appointment with their local Etcetera wardrobe consultant, please contact Etcetera at 972-733-6503 or send an email to myconsultant@etcetera.com