

CHRIS DEL GATTO: CO-FOUNDER, CHAIRMAN & CEO

Del Gatto has recast the idea of selling jewelry as not only an acceptable luxury service, but also an accessible and inspirational practice. His ability to relate to and include his clients in the emotional and intellectual process of selling a prized jewel has allowed him to bridge the tragedy of divorce, family loss and bored baubles to the global market.

Del Gatto's magnetic character relays a zeal and passion for an industry that he and his co-founders have revolutionized. That energy, forward attitude and charisma allow him to relate to clients on the level at which many come to CIRCA – with the hope of obtaining something new. Del Gatto heartily concedes, 'We want the consumer to feel at home at CIRCA. We'd love to hear that we are "the only place" that you want to go to part with your jewelry. Our loyalty is a direct bi-product of being consummate consumer advocates and educators. It's the foundation on which we stand!'

A native New Yorker, his measured eye for beauty and love of aesthetics is a passionate force in his personal infatuation with beautiful jewelry. He nurtures CIRCA as a luxury brand conglomerate itself – a precious collection of talent and quality in expertise. 'The secret to our philosophical success lies in how our internal team celebrates the industry and truly enjoy their role as facilitators in such a

milestone time in our client's lives. We are customer service fanatics; anyone that walks into CIRCA feels it, as they are given full reign of information about their jewelry and its value.'

A licensed gemologist of the Gemological Institute of America by 17, a diamond cutter in Manhattan's Diamond District by 18 and a partner in a diamond-cutting facility by 20, Del Gatto sold his business to become a partner in MHR Estate & Fine Jewelry with Jeffrey Singer, a third generation dealer in estate and antique jewelry. MHR purchased jewelry from individuals and wholesalers, and then sold it at high-end retailers around the country.

Del Gatto's personalized counsel to CIRCA clientele is priceless. Self-financed by Del Gatto and his co-founders, Jeffrey Singer and Richard Tilles, as well as by a New York-based venture capital firm, CIRCA utilizes its collective expertise, contacts and resources to satisfy the demand for estate and collectible jewelry on an international level. Del Gatto's tenacity has carried the jewelry industry a leap forward. He notes, 'Through professionalism, honesty, expertise and a tremendous depth of knowledge, CIRCA has set the new standard for caring consumerism. We see an incredible amount of jewelry and our breadth and depth is truly valuable.'

As a pioneer for luxury market growth and with over 20 years of experience in the field, Del Gatto often speaks at professional service gatherings and charity fundraisers. Del Gatto lectures on jewelry's powerful status as a moveable asset in our overall wealth portfolio. 'Jewelry is rarely an investment; it is a luxury purchase. But it is a good luxury purchase. Unlike others, jewelry will still maintain value after it has been used.'

Del Gatto's competitive nature and penchant for excellence spurred him to take up polo. The hobby initially sparked when CIRCA began sponsoring polo teams and tournaments in the summer of 2004 as an adjunct to its luxury demographic, but soon became a triumphant passion. Thirty-seven year old Del Gatto indeed lives the dedicated life of the polo player. His high-powered enthusiasm, intellectual curiosity, fierce competitiveness and adrenaline-fueled athleticism inaugurated his 'baptism by fire' induction to the sport. He participates in tournament play in The Hamptons, Palm Beach and Argentine Polo circuit.

