



# GEMSTONE CONCIERGE

Independent guidance for ethical gemstone buyers



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# GEMSTONE CONCIERGE

## Independent guidance for ethical gemstone buyers

Buying a fine gemstone is meaningful, and often nerve-wracking. Especially when everyone in the room seems to “have a very good price just for you”. 😊

My role is to make sure it becomes an unforgettable experience for the right reasons.

I give you clear, independent advice so you can buy a beautiful stone safely, ethically, and with confidence, wherever you are in the world.



**I work for you. Not the seller.**

## HOW YOU CAN WORK WITH ME

### REMOTELY

Support from anywhere in the world.

I will help you:

- assess a stone you've been offered
- source the right gemstone
- understand quality, treatments, and pricing
- avoid overpaying

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## WITH YOU ON THE GROUND

If you're travelling to a gemstone destination, I will:

- guide you through the buying process
- introduce you to trusted suppliers
- help you negotiate and occasionally slow things down when everything suddenly becomes "today only". 😊
- verify what you're being shown

**I'm the calm voice when the decision starts to feel rushed!**

## ON YOUR BEHALF

I can source and shortlist stones for you through my trusted trade network.

## WHO THIS SERVICE IS FOR

You want to work with me if:

- you're planning to buy a gemstone while travelling
- you're choosing a significant stone or piece of jewellery
- you've already been offered a gemstone and want an independent opinion
- you care about ethical sourcing
- you don't want to rely on sales talk
- you don't want to make a decision based on good lighting and a persuasive story. 😊

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## WHY CLIENTS COME TO ME

Most people selling gemstones are working towards a sale.

I work towards the right decision for you.

That means:

- independent assessment
- honest guidance on value and quality
- access to carefully vetted suppliers
- ethical sourcing at the centre of the process

## FEES & TRANSPARENCY

I work on a **consultation fee** plus a **trusted trade fee**, agreed in advance so you receive independent advice, access to vetted suppliers and support from shortlist to final purchase.

My role and payment structure are always explained clearly at the outset, so you know exactly how I represent you throughout the process.

This structure means:

- you receive professional, unbiased advice
- you gain access to my supplier network
- I support you from shortlist to final purchase

**Everything is agreed in advance. No surprises. No pressure to buy.**

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## THE CONCIERGE PROCESS

### 1. First consultation

We define:

- your goals
- your budget
- where you are in the journey

### 2. Sourcing & evaluation

I will:

- review stones
- source options
- explain what matters and what doesn't

### 3. Confident purchase

You move forward knowing:

- the stone is right
- the price is fair
- the sourcing aligns with your values



## **ETHICAL SOURCING, IN REAL TERMS**

Ethical buying isn't about buzzwords. It's about:

- knowing where the stone came from
- understanding the supply chain
- paying a fair and realistic price

I help you ask the right questions and recognise honest answers.

## **FREQUENTLY ASKED QUESTIONS**

### **Can I work with you remotely?**

Yes. Many of my clients do.

### **Do I need a large budget?**

No. The focus is on buying well, not spending more.

### **Will you tell me not to buy something?**

Yes. Quite often, in fact. That's the job. Protecting you is part of the service.

### **Do you only work in one country?**

No. I work internationally and travel regularly to sourcing regions.

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## ABOUT ME

I'm Kim Rix, also known as the *Gemstone Detective*.

A qualified gemmologist and independent buyer's advocate with on-the-ground experience in gemstone trading locations and a global network of trusted suppliers.

## YOUR NEXT STEP

If you're thinking about buying a gemstone, or already have one in front of you, start with a private consultation.

→ **BOOK YOUR [GEMSTONE CONCIERGE CONSULTATION](#)**



**For ethical gemstone buyers who  
want to get it right.**

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## Gemstone Detective Concierge Sourcing Fee Framework (2026)

### 1 Private Planning Consultation

- £125 (fixed)
- 1-hour session (in-person or video call)
- Define brief: colour, size, cut style, treatment preference, intended use, and budget.
- Paid before any sourcing begins.

### 2 Sourcing Stage – Initial Assessment

- From £350
- Covers: initial search, supplier network assessment, review of available stones, remote enquiries.
- Includes professional assessment of feasibility for requested colour/cut/size.
- Note: does not include extensive fieldwork or multiple trader visits.

### 3 Field Sourcing (if required)

- Additional quotation if brief requires:
  - Visiting multiple traders in person
  - Travel (time, transport and coordination)
  - Specialist cutting consultation



- Suggested rates (internal guidance):
  - Half day: £250
  - Full day: £450+
- Purpose: to cover time, travel, and logistical coordination

#### **4** Completion Fee

- Paid only if a stone is successfully secured
- Usually 10% of the final stone price
- Reflects specialist sourcing, assessment, and delivery of the brief
- Stone itself priced separately (quality, rarity, cut, treatment)

#### **5** Stone Purchase

- Always separate from fees
- Price depends on colour, clarity, carat, cut, and treatment
- Not included in consultation, sourcing, or completion fees