

welcome
on MODE &
INTERNATIONAL
Board

#WORKSHOP
UNITED STATES

by Chloé SLAZAS & Britt YANG
KIRNA ZABÊTE



Chloé SLAZAS & Britt YANG

KIRNA ZABÊTE



2

KIRNA ZABÊTE

KIRNA ZABÊTE STORES



KIRNA ZABÊTE

STARTED IN 1999 IN NYC

7 STORES: SOHO (NYC), MADISON AVE (NYC), EAST HAMPTON (NY), BRYN MAWR (PA), NASHVILLE (TN), MIAMI (FL), & PALM BEACH (FL)

ONLINE: ECOM & FARFETCH

“THE BEST EDIT OF THE BEST DESIGNERS”

BRANDS

RTW

AKRIS
ALAIA
BOTTEGA VENETA
BLAZE MILANO
BRANDON MAXWELL
CHLOE
DRIES VAN NOTEN
ETRO
GABRIELA HEARST
HIGH SPORT
HOUSE OF DAGMAR
JOHANNA ORTIZ
KALLMEYER

RTW

KHAITE
LOEWE
LISA YANG
LOULOU DE SAISON
MISSONI
MIU MIU
NILI LOTAN
PUCCI
PROENZA SCHOULER
R13
SACAI
SAINT LAURENT
TWP

JEWELRY

AUDREY COHEN
BEATRIZ WEREBE
DANY CHADY
THE GEM PALACE
EDEN PRESLEY
GUITA M
GIOVANA BRAIT
MYSTERYJOY
ORLY MARCEL
PREETI SANDHU
RITIQUE
STATEMENT
SYDNEY EVAN
ZAHAVA



1

US MARKET INSIGHTS

STORES – CLIENTS – TRENDS

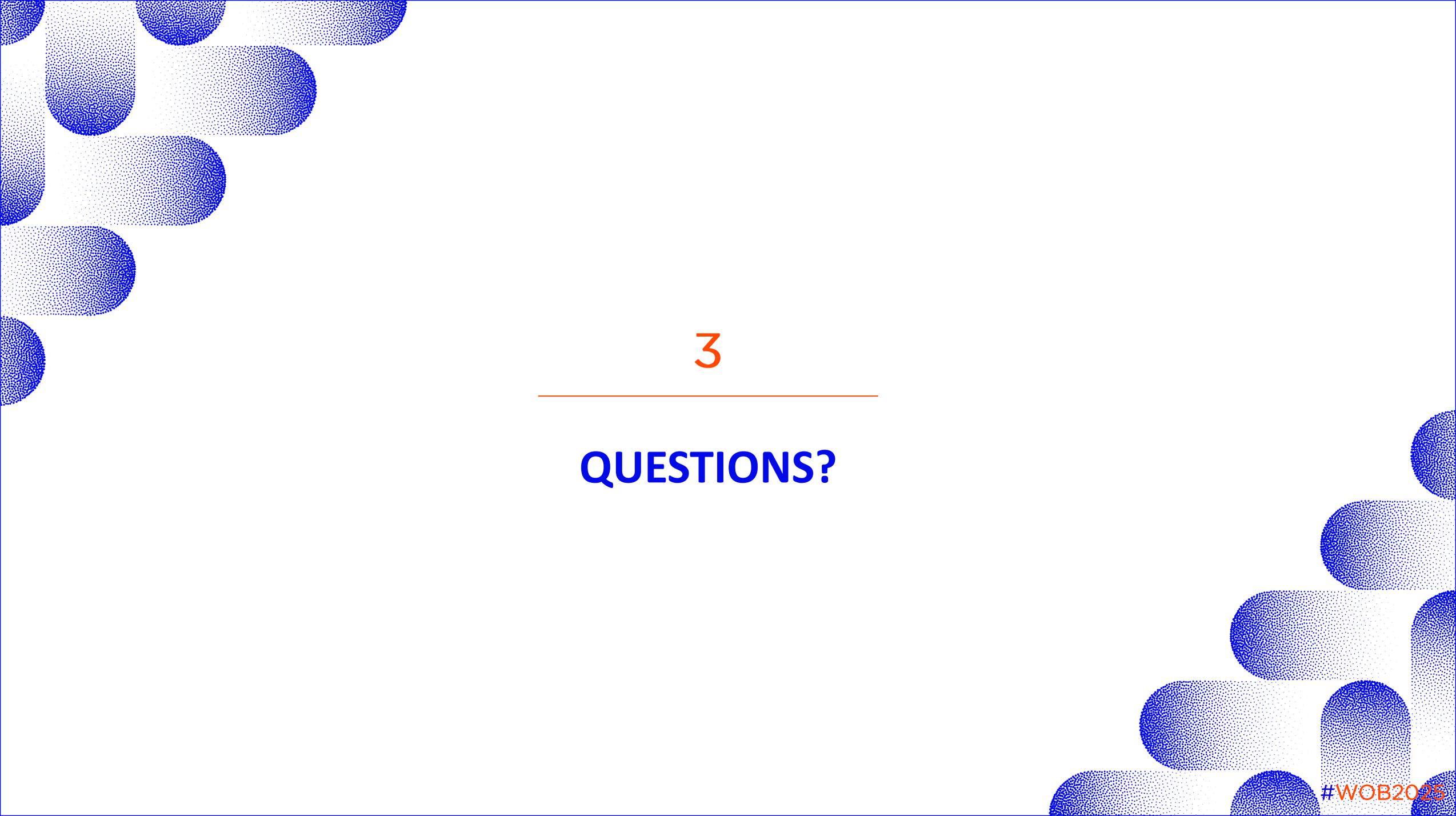
CLIENT DIFFERENCES BETWEEN LOCATIONS/ CURATION OF BRANDS

HIGH AND LOW SEASONAL DOORS VS. STEADY DOORS

SEASONALLY DEPENDENT BUYS BASED ON LOCATION

FASHION TRENDS VS. CORE ESSENTIALS

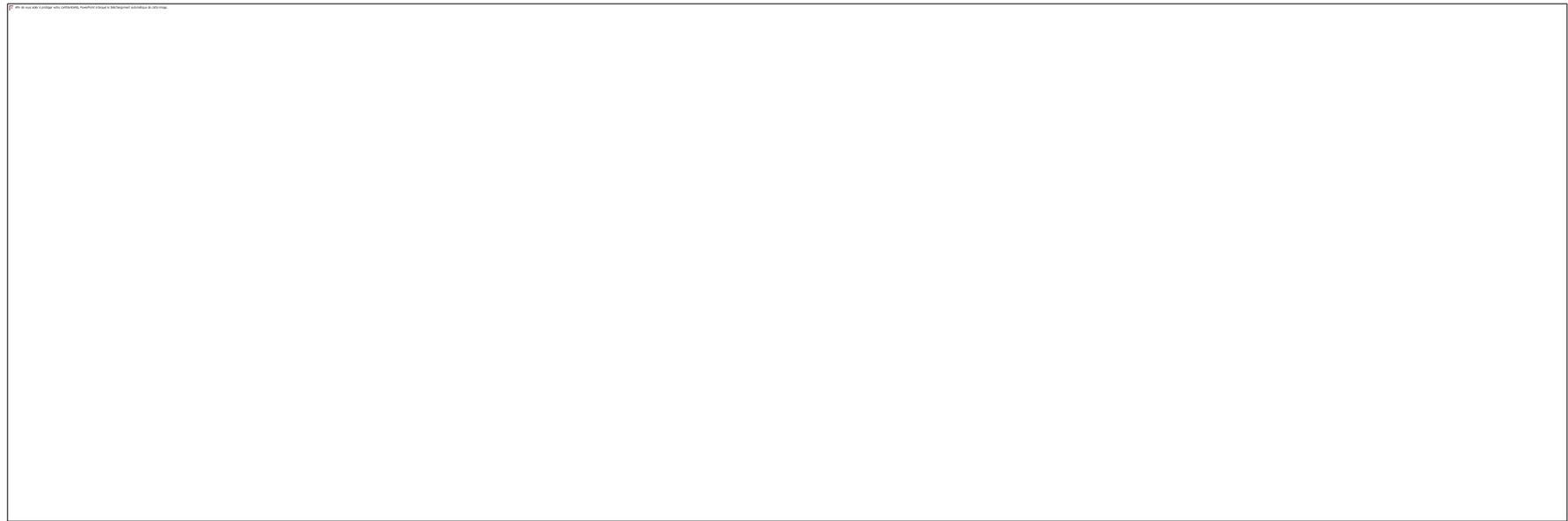
OMICHANNEL CLIENTS + TRAVEL HABITS



3

QUESTIONS?

UN ÉVÉNEMENT ORGANISÉ PAR





Welcome
On MODE &
INTERNATIONAL
Board