

# Consulting News

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„Imagine how nice it would be if we had *less fear*.“

Charlie Mackesy

## 01 Editorial

In the past three years, we have been continuously confronted with completely new situations that have certainly awakened unfamiliar fears in many of us. That is why the preceding quote by artist Charlie Mackesy immediately spoke to me. How much happier and more fulfilling could our lives be if we had less fear? We could focus on the present instead of constantly worrying about the future. We could focus on the positive instead of being constantly dominated by negative thoughts. Fears are part of human life. It is natural to feel them. They help us stay alert and cautious. However, they can also keep us from reaching our full potential and enjoying life to the fullest. By listening more to our dreams instead of our fears, we can live happier and more fulfilling lives.

I wish you this from the bottom of my heart  
Yours, Monique Fischer

## 02 A glimpse behind the scenes of my „Mindstep“ seminar

In a world where digitization is strongly in the spotlight, personal contact between people is even more important. Likewise, building reliable relationships is an indispensable prerequisite for sales success in retail and the successful management of a company or employees. For companies to remain fit for the future, the role of managers must change. Why executives should dance the tango and how they can achieve a new understanding of their leadership role in the process can be seen [in this short video](#) and in the new blog post I explain what the „Mindstep“ means.

[Read my new blog article!](#)

## 03 Germany City Center Study 2022: Who looks for what in city centers?

Another interesting result of the study relates to the preferences of age groups and regional classes. In the last newsletter, I pointed out that the city center remains a space for inspiration, individuality, special experiences, and surprises. Even if the weighting of the product groups has shifted, they all remain relevant. Above all, a good mix is important. Looking at age and regional categories, it is noticeable that the younger generation is particularly likely to look for furnishings in the city center (56.6 percent). Best agers look predominantly for classic merchandise categories (stationery, toys, and hobby supplies). Silver Agers attach great importance to sanitary articles, optics, and acoustics. People from rural areas with a stable socioeconomic situation look for luxury items such as watches, jewelry, china and household goods. In terms of differences in age groups, it is also noticeable that young adults increasingly demand open Sundays and extended opening hours.

In which neighborhood is your store located? Can you confirm these observations and how do you manage to attract customers to your store?

[Get in touch!](#)

## 04 Will full warehouses become a risk factor in 2023?

In recent months, many stores have had to contend with prolonged supply chain problems. Now, most warehouses are full again. Due to high inflation, many retailers feared that consumer spending would plummet. The fact is, however, that due to early cold spells and turned-down heaters in homes and workplaces, demand for warming clothing was very pleasing in the fall and winter, the BTE Handelsverband Textil Schuhe Lederwaren reported. For this reason, some retailers had already largely emptied their warehouses and were able to tempt customers once again with price reductions in the final sale. The end of the zero-covid strategy in China and the shortage of materials, as well as the general easing of supply chains, mean that stationary retailers are once again more optimistic about the future. In addition, the peak of inflation seems to have been reached and, in contrast to overall consumer prices (+8 percent), retail prices in Germany for clothing and shoes did not even increase by three percent. However, it is doubtful whether the fashion industry will be able to maintain this extensive price stability in 2023, given the massive cost increases in almost all areas and stages of the value chain.

## Consulting News WORLD!

### Gianni Versace Retrospective

The Groningen Museum (NL) presents everything about the eccentric Italian fashion designer and his extravagant clothes in this colorful as well as dazzling and emotionally charged show. In his exuberant catwalk shows, fashion, pop and design merged beautifully. Through May 7, 2023.

### Transparency at Mango

Mango has become the first major Spanish fashion company to publish a list of its Level 3 factories (suppliers of fabrics and hardware). The publication is part of its new sustainability strategy aimed at full traceability and transparency of the value chain. Watch out ZARA!

