

Consulting News

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“Be *the change* you wish to see in the world.”

Mahatma Gandhi

01

Editorial

No time to take a deep breath! The announced tariff increases on imports to the USA are now casting their shadows - and hitting many European brands at the heart of their sales strategy. However, those who are now in a state of shock are missing the opportunity to emerge stronger from the crisis. Markets are constantly changing - sometimes more, sometimes less, sometimes faster, sometimes slower. Leadership means reacting with foresight, clarity and courage.

Not just when the storm is raging, but before it hits. Now is the time to question structures, empower teams and develop new market strategies. As a management and sales expert, you should therefore ask yourself: How agile are your sales processes? Have you developed scenarios - from the supply chain to pricing? And above all, how well prepared are your teams for real change?

I wish you every success!

Your Monique Fischer

Monique Fischer

Vertriebs News

WORLD!

Giorgio Armani Privé 2005-2025,
Twenty Years of Haute Couture

The exhibition features 150 couture pieces from the last two decades and highlights Armani's simple, timeless aesthetic and craftsmanship that outlasts trends, Until December 28, 2025, at the Armani/Silos Museum in Milan.

Switzerland imposes import ban on furs
produced in cruel conditions

This makes Switzerland the first European country to set an international example. The import ban is to come into force as early as July 1, 2025.

02

Forum - TextilWirtschaft 2025: Great emotions

A new era has begun under the leadership of Bettina Billerbeck and her two colleagues Silke Emig and Jelena Faber. A big thank you to the TW and the whole team for this valuable day with great presentations and inspiring encounters. There was a standing ovation for the award winner Andreas Weitkamp from Modehaus Schnitzler. In a highly emotional, critical and motivating speech, he called on the industry to show courage, innovation, pragmatism, responsibility and attitude. „The egalitarian era is over. The time without attitude, without backbone, without values. It is over.“

Bettina Billerbeck's conversation with Caroline von Kretschmann, owner of the Hotel Europäischer Hof in Heidelberg, also got under my skin. Tenor: leadership is relationship management. Managers must go where it hurts, because they are role models and not privilege users. Genuine cordiality is rewarded because guests can sense whether it is meant seriously or just about economic success. She spoke from my soul.



03

Pitti Uomo – Why I still love fashion

Cool, stylish people, a great atmosphere, inspiring conversations at an international level - and reunions with long-time friends and companions. Every year, Pitti shows anew why I love the fashion industry so much.

At the same time, it was clear that times are challenging. The almost complete absence of American buyers, global uncertainties, changing consumer behavior - all of this was openly addressed. This makes clear brand and sales strategies, defined target groups, strong products with a story, quality and a comprehensible price at the point of sale all the more important. What counts are reliable partnerships, smart concepts and people with attitude - at C-level as well as at the POS. Internationality remains important, but the focus is shifting back to Europe.

Read more



04

Strategy with attitude:
Why I take responsibility as a member of the Supervisory Board

Today, a supervisory board is much more than just a supervisory body. In a world characterized by technological innovation, economic uncertainty and social pressure, boards that think strategically, communicate openly and act responsibly are in demand. Taking on responsibility is not a new role for me, but a conscious decision. After many years in the fields of management, consulting and corporate development, I trained to become a certified supervisory board member. Why? Because I am convinced that in times of great upheaval, a good board makes the difference between stagnation and change, between risk and opportunity.

Read more



05

The path to leadership:
define your direction, path and goals

Everyone needs to know and understand your strategy. Therefore, communicate it clearly. Keep in mind that the planned turnover is not a goal, but the result of a successful strategy.

My Leadership trainings

06

The “hidden” master plan of ruin:
competitor analysis? Tradition is important!

Don't close yourself off to technological developments. Stay loyal to your old IT systems, even if they only run with luck and tape. After all, fax machines still work and consume less power. Technology trends come and go. Tradition remains.

But innovation is not a contradiction in terms. It is your responsibility to bring the two together.