



Client:

Linda's Stuff



## BUILDING A LUXURY CONSIGNMENT EMPIRE

More than 15 years ago, Linda Lightman picked up her sons' old video games and sold them on eBay. When the video games ran out, Linda turned her eyes toward her own collection of designer clothes. They too were soon flying out of her closet, and Linda's Stuff was born. When her luxury consignment business grew from more than just a side gig, Linda, a former labor & employment attorney, called Cozen O'Connor. The firm handles the company's intellectual property needs, and also provides counsel on labor and employment issues the burgeoning business encounters.

Linda's Stuff currently operates out of its 93,000 square foot headquarters in Hatboro, Pa., (a step up from the 58,000 square feet the company occupied in 2014) and employs more than 110 people. The business targets a national and international audience of more than 155 million global shoppers, and draws more than \$25 million in annual sales.

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