

# NORDSTROM

## Nordstrom-Owned HauteLook Announces Leadership Change

October 3, 2013

SEATTLE, Oct. 3, 2013 /PRNewswire/ -- [HauteLook](#), a leading flash sale retailer owned by Seattle-based [Nordstrom, Inc.](#) (NYSE: JWN), announced today Adam Bernhard is stepping out of the CEO role and day-to-day operations of the business, but will remain with HauteLook in an advisory capacity as Founder. Since Nordstrom purchased HauteLook nearly three years ago, Bernhard helped take the business from just over four million members to more than 14 million, while achieving impressive sales growth.

Terry Boyle will continue to lead the business as President of HauteLook, reporting to Jamie Nordstrom, President of Nordstrom Direct. With HauteLook fully operating as a division of Nordstrom, no CEO will be appointed in Bernhard's place. Boyle has been a key contributor to HauteLook's senior leadership since starting with the company as COO/CFO in 2008, and he has been instrumental in leading the business through significant growth.

"Since Adam started this business in 2007, he has worked tirelessly to build a great team and bring a compelling shopping experience to his customers," said Jamie Nordstrom. "Even after selling the business to us, his commitment to scaling the business and bringing it to profitability never wavered. Adam and his team have more than held up their end of the bargain, and we are thrilled to be in a position where he can pass the reins to Terry and focus on some new opportunities for us."

"HauteLook is performing well—the business is growing, it's profitable, and Adam has built a strong team," Nordstrom continued. "While we're sad to see Adam step out of this role, we look forward to continuing to collaborate with him as we move forward and develop additional capabilities to better serve customers."

"It has been an unbelievable journey to grow HauteLook from a four-person startup into the thriving division of Nordstrom that it is today," said Bernhard. "Although I'm eager for the new opportunities to come, HauteLook will always be my pride and joy."

HauteLook is a key part of Nordstrom's strategy to improve the customer experience by serving customers on their terms however they want to shop. The company is uniquely positioned to offer customers multiple ways to shop with Nordstrom, whether in its full-line stores, on [Nordstrom.com](#), or through its differentiated off-price offering via Nordstrom Rack stores and HauteLook.

### About HauteLook

Acquired by Nordstrom in March 2011, [HauteLook](#) is a place where you'll discover thousands of the top fashion and lifestyle brands at amazing savings. Each day at 8 AM Pacific, shop new sale events featuring the best names in women's and men's fashion and accessories, beauty, kids' apparel and toys, and home decor at up to 75% off. Membership is free and everyone is welcome.

### About Nordstrom

[Nordstrom, Inc.](#) is one of the leading fashion specialty retailers based in the U.S. Founded in 1901 as a shoe store in Seattle, today Nordstrom operates 252 stores in 34 states, including 117 full-line stores, 132 [Nordstrom Racks](#), two [Jeffrey](#) boutiques and one clearance store. Nordstrom also serves customers through [Nordstrom.com](#) and through its catalogs. Additionally, the company operates in the online private sale marketplace through its subsidiary [HauteLook](#). Nordstrom, Inc.'s common stock is publicly traded on the NYSE under the symbol JWN.

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