

PRESENTED BY RETAIL SUMMITS

ECOM EDIT

HEALTH & BEAUTY WEST



2026 ECOM EDIT

3515 Wilshire Blvd. Los Angeles, CA.
THE LINE LA

 **RETAIL
SUMMITS**

December 3rd, 2026

MEET OUR PARTNERS

Your valued support enables impactful conversations and collaboration that advance the retail sector on a national scale.

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AGENDA

8:00 AM – 9:30 AM

CHECK IN & NETWORKING BREAKFAST

NETWORKING BREAK

Kickstart the day with casual networking and a light breakfast in the exhibitor hall.

9:30 AM – 10:15 AM

SHAPING THE FUTURE

CXO & FOUNDER INSIGHTS ON THE EVOLUTION OF HEALTH & BEAUTY ECOMMERCE

Step into the future of the health, wellness, and beauty eCommerce industry during this interactive discussion with the Founders & C-Suite leaders who are shaping the industry. Learn how top brands drive innovation, stay competitive in a saturated market, and leverage cutting-edge technologies and data to build stronger customer connections and accelerate growth. Explore the latest in marketing, product development, and personalization. Get practical insights, inspiration, and leadership advice straight from the trailblazers redefining the future of health and beauty eCommerce.

Moderator:

- **Rachel Thaw-Steindel**, VP of Customer Success and Advocacy, **Kim.cc**

Panelists:

- **Kat Dey**, Co-Founder & President, **Ettitude**
- **Val Emanuel**, Founder & CEO, **Rif care**
- **June Van Heel**, Founder & CEO, **supervibes**
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10:15 AM – 10:45 AM

PRESENTATION BY HIGH BEAM

Speaker:

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10:45 AM – 11:25 AM

MORNING NETWORKING BREAK

11:25 AM – 12:10 AM

SCALING WITH INTENTION

BUILDING SUSTAINABLE OPERATIONS IN HEALTH & BEAUTY

As health & beauty eCommerce continues to evolve, operations leaders are balancing rapid scale with mindful production, ingredient integrity, and a low-waste mindset. In this session, industry experts will share how brands are meeting rising customer expectations through 3PL partnerships, localized fulfillment strategies like micro-warehousing, intentional approaches to sustainability, and more. Learn how innovative brands are rethinking logistics to reduce waste, improve inventory efficiency, and build resilient, scalable operations.

Moderator:

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Panelists:

- **Manuel Salazar**, Senior Director of Supply Chain, **Dr. Squatch**
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12:10 AM – 12:35 PM

PRESENTATION BY MOONSHOT AI

Speaker:

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12:35 PM – 1:25 PM

NETWORKING LUNCH

Join us in the exhibit hall for networking, meetings, and grab & go lunch service.

1:25 PM – 1:40 PM

PRESENTATION BY PARTNER

Speaker:

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1:40 PM – 2:30 PM

RECURRING REVENUE: DRIVING GROWTH THROUGH SUBSCRIPTION MODELS

Health and beauty brands are increasingly tapping into subscription-based models to strengthen customer relationships and drive consistent growth. Customers love the ease of having the products they use regularly delivered on a convenient cadence, the cost savings, and the sense of connection to the brands they trust. For brands, subscriptions offer lower customer acquisition costs, predictable recurring revenue, and better visibility into demand. Join industry leaders as they discuss how they've implemented subscription-based programs, from auto-replenishment and personalized regimens to bundled product routine, and how they're leveraging these models to increase retention, boost lifetime value, and build lasting loyalty with their customers.

Moderator:

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Panelists:

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2:30 PM – 2:45 PM

PRESENTATION BY PARTNER

Speaker:

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2:45 PM – 3:15 PM

AFTERNOON NETWORKING BREAK

3:15 PM – 4:05 PM

AFTERNOON ROUNDTABLES

Organized roundtables for peer-to-peer networking and idea sharing.

Topics to be announced.

4:05 PM – 4:55 PM

BEYOND THE FIRST PURCHASE: PERSONALIZATION AND LOYALTY IN HEALTH & BEAUTY

Personalization is reshaping how health and beauty brands attract customers, and more importantly, how they keep them coming back. By leveraging tools like AI-powered recommendations, interactive quizzes, and virtual try-on experiences, brands are creating more tailored and engaging shopping journeys. Join industry leaders as they discuss how personalization has become a powerful strategy for building loyalty, helping consumers find the right products while strengthening their connection to the brand. Learn how these technologies are driving deeper engagement, increasing repeat purchases, and turning first-time buyers into long-term customers.

Moderator:

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Panelists:

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4:55 PM

4:55 PM

OPEN BAR & NETWORKING

Join us in the exhibit hall for open bar + networking.

Event Ends at 5:55 pm.

JAN 27

eCom Edit: Fashion East

New York, NY

APR 01

eCom Edit: B2B

Chicago, IL

MAY 14

Minneapolis eCom Summit

Minneapolis, MN

JUN 04

Nashville eCom Summit

Nashville, TN

AUG 20

Salt Lake City eCom Summit

Salt Lake City, UT

SEP 10

eCom Edit: Health & Beauty East

Brooklyn, NY

OCT 29

Seattle eCom Summit

Seattle, WA

DEC 03

eCom Edit: Health & Beauty West

Los Angeles, CA

2026 EVENTS