

# **The Maverick Investor**

## **LESSON TWO**

by

**Matt Dawson**

### **How to Make Lesser Known Investment Opportunities Work to Build Your Personal Nest Egg!**

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# **The Maverick Investor's Home Study Course**

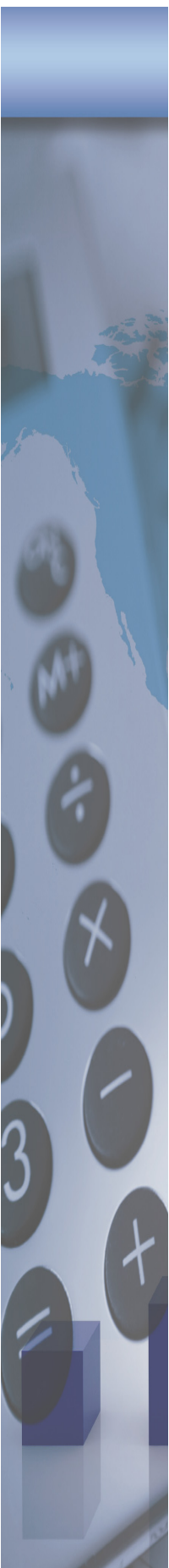
## **PART TWO**

### **Antiques & Collectables**

#### **CONTENTS**

Page:

- 3. Antiques and Collectables
- 3. What You Need to Know
- 9. How to Spot The Winners
- 9. Buying at The Right Time
- 11. Where to Buy Low
- 14. Easy Ways to Increase Value
- 16. Selling at The Right Time
- 18. Where to Sell High
- 21. What to do Now
- 23. Summary
- 24. Further Reading
- 25. Check Your Understanding



Welcome to part 2 of the course. This lesson I want to introduce you to one of the most popular forms of alternative investment – antiques and collectibles.

## Antiques and Collectibles

Mention the words ‘antiques and collectables’ and many would-be alternative investors will respond in exactly the same way. They’ll immediately think of precious and expensive works of art – 17th Century paintings, ornate Chippendale chairs and the like. Next, they’ll think ‘Not for me! Too expensive and I’d need decades of knowledge.’ But antiques and collectables are incredibly varied – whatever your tastes, there are profitable alternative investments here for you!

Read on, and you’ll get the lowdown...

- **What You Need to Know**
- **How to Spot The Winners**
- **Buying at The Right Time**
- **Where to Buy Low**
- **Easy Ways To Increase Value**
- **Selling at The Right Time**
- **Where to Sell High**
- **What to Do Now**
- **Summary**

Better still, investing successfully in antiques and collectables is really very easy. You don’t need any previous knowledge or expertise. **You can invest by following some very simple golden rules that apply to almost all antiques and collectables.** Best of all? You can invest anything from a tenner upwards and still profit.

What are you waiting for! Let’s get going...

### What You Need To Know

‘Antiques and collectables’ cover a huge and diverse range of alternative investments. You can invest in all sorts of antiques. Royal Doulton china figurines, for example, regularly increase in value by more than 10% per annum; much more than you’d get if you kept your money in a deposit account!

There are many types of collectables too. If you were one of the clever people to get your hands on a first edition of Harry Potter and the Philosopher’s

Stone, you'd now be sitting on an alternative investment that's worth more than £20,000. There's money to be made from all sorts of antiques and collectables – from china, pottery and furniture through to teddy bears, toys and comics. You've lots to choose from!

So what are the potential rewards? If you only buy in-demand antiques and collectables that are here to stay then you've a great chance of making more from them than any other mainstream investment.

The only real mainstream rivals are shares and property during their boom years – but, even then, antiques and collectable investments will normally hold their own and more besides. Rule of thumb for price-rises? Pick wisely, and about 10% per annum is a ballpark figure in many cases. But it can vary. China, pottery and ceramics tend to be steady price-risers.



Some other antiques and collectable investments can offer bigger rewards, but tend to ebb and flow in demand. 1970's children's toys are a good example here. The real beauty of investing in these alternative investments is the mouth-watering prospect of that 'miracle find' investment – the early Beano comic that sold at auction for more than £6,000 and the two Steiff teddy bears that went for a whopping £27,000!

And the possible risks involved with these alternative investments? There are risks with any investments, of course. There's never any cast-iron guarantee that prices will rise – and they could even fall, just as they can for any mainstream investments such as shares. But for many alternative investors – those who aren't satisfied with a paltry 2% (after inflation) from a deposit account – that's all part of the fun and the challenge. You can minimise the risks by picking well, and I'll show you how to do that later in this part of your course.

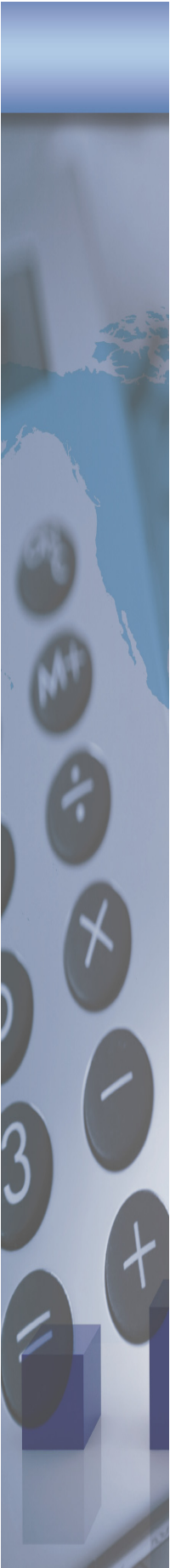
## Buy What You Like

There's also a golden rule here that offsets some of the risks – it's a good idea to invest in something you like, whether that's Edwardian furniture or Laurel and Hardy autographs (you can invest successfully in both).

If you like something, it's both an investment and a pleasure. If it doesn't increase in value quite as much as you'd like, you'll still have had the pleasure of owning it, looking at it, touching it and displaying it. These are alternative investments that you can enjoy!

If these alternative investments catch your imagination, the best advice is to think about those types of antiques or collectables that appeal to you. There really are loads to choose from – paintings, furniture and other antiques through to modern animation art, ceramics, autographs and other collectable investments.

Whatever you choose, there should be some investment potential in there



somewhere. Take autographs, for example. Laurel and Hardy autographs recently doubled in value over a three year period - few mainstream investments have got anywhere near that! And if you really like something, you'll find it much easier and more enjoyable to research it – it becomes fun.

You'll also have a natural affinity with it and will become an expert that much faster. Just think, maybe you could invest in football memorabilia, postcards or even those toys you loved from your childhood. Great fun – and some major returns for you too!

## How To Spot The Winners

So what's the secret of investing in the most profitable antiques and collectable investments? It's really very simple. All you have to do is to find antiques and collectables within your areas of interest that meet the following criteria. **Uncover something that meets all three criteria, and you should have found yourself a price-rising alternative investment!**

- **High Quality**
- **Limited Supply**
- **Increasing Demand**

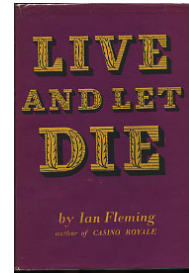
Of course, there are one or two exceptions (as there always are with any 'rules'). An early Beano comic can't really be described as 'high quality' – yet it sold fairly recently at more than £6,000! That's because it scored top marks in the other two criteria; a limited supply (so limited there's only one of them that's been uncovered to date) and increasing demand (lots of collectors wanted to buy it). There are occasions when two criteria out of three are enough to push up those prices.

### High Quality

As a rule, the higher the quality of an antique or collectable, the greater its potential as a price-rising alternative investment. A china figurine should be more valuable than a plastic one. Diamond jewellery should be a better investment than costume jewellery. Hardback books should be more valuable than paperbacks, and so on. There are several reasons for this. Generally, the collectors who pay the best prices simply want the best possible quality – they want that china figurine on display, not a plastic one.

Higher quality items also tend to last longer which gives them greater investment potential. A hardback book should survive better than its equivalent paperback edition. Higher quality items also tend to be produced in smaller quantities. There may be only half a dozen of those diamond-studded necklaces, but hundreds of similar ones made from costume jewellery. The fewer that are available, the better the chances of prices rising (assuming they are in demand).

And yet this rule does not always apply! For every high quality item, there's at least one low-quality item that's a price-rising alternative investment as well. That Beano comic, for example. The first edition paperback of a James Bond novel (*Live and Let Die*) that was uncovered recently in a Glasgow charity shop and was worth £5,000! The scruffy autograph book with the signatures of the World Cup Winners 1966 and worth (with other autographs included) more than £4,000.



All low quality items, but all worth thousands and all rising steadily in price. What this shows is that a combination of extremely low supply to the point of rarity combined with very high demand from collectors can turn just about anything into a price-rising antique or collectable investment. As you get to know 'your' market better, you'll uncover all sorts of low-quality exceptions that are well worth investing in.

### Limited Supply

So, you've got your hands on a high quality item or one that, for one reason or another, has the potential to become a price-riser. What makes the price rise (or fall)? It really boils down to **supply and demand**. Take collectable figurines for example. If a manufacturer continues to produce and supply those items month-after-month, year-after year, demand is often fully met and the price will never rise. In practice, there won't be a 'price' for any high-quality items that you have bought as an alternative investment.

Any would-be buyers will simply go to the manufacturer for brand-new items rather than buying second-hand on the secondary market (via classified ads in collectors' club magazines, at local fairs etc). If you want to sell, you'd have to do so at a lower price than that offered by the manufacturer – so you'd actually make a loss on your investments; and perhaps by 50% or so.

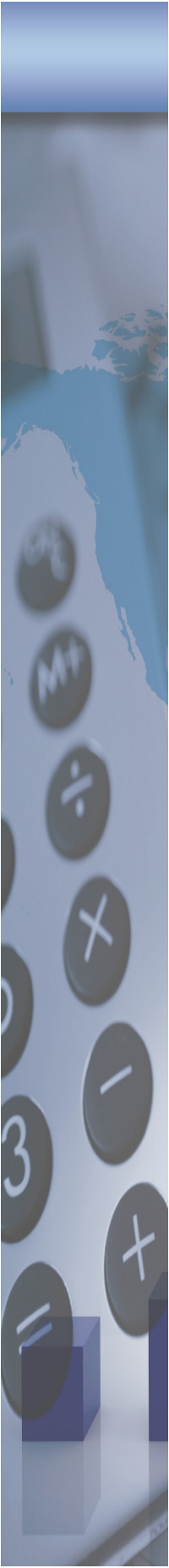
Buying a high-quality item is not enough on its own. You have to buy one (or more) that will be available in limited numbers. Let's say that manufacturer only produced 500 items (e.g. a Sindy doll in a ski outfit which didn't sell well). Prices on the secondary market should start rising as soon as they sold out.

There are only 500 items and maybe 700 collectors wanted them. That means that there could be 200 collectors out there who would still like to buy them – an ideal price-rising scenario! Offer one for sale via an 'offers invited' classified ad and those collectors should bid up the price. As time passes, prices should rise further, assuming that those 200 collectors (and maybe more coming into the market) still wanted these items. Those 500 items would diminish in number as some are lost, others are damaged and some owners won't think of or aren't interested in selling. That makes the remaining items even rarer, more in-demand and potentially very profitable indeed.

### Beware 'Limited Edition Collectibles'

A word or two of warning here! Some manufacturers will market what they're





selling as ‘limited edition’ collectables. This should set alarm bells ringing the moment you see the phrase! It’s often little more than a promotional ploy to encourage sales. Just because a manufacturer says something is a ‘limited edition’ item (and, by implication, is valuable and worth having), doesn’t mean it is.

You’ll even see the phrase ‘limited edition’ all over some plastic movie action figures in toyshops – and 100,000s of those are probably being produced. In a strictly legal sense, it may be a ‘limited edition’ but they are limited to so many that they’ll never sell out and will still be being found in backstreet shops’ bargain bins in five or ten years! A useful tip - **the more you see something advertised, the less likely it is to turn into a valuable alternative investment.** If big money’s being spent on advertising, the manufacturer has a lot of items to sell!

If you’re buying anything that’s a limited edition, check how many are actually being produced – and then compare these to the size of the market. See if the moulds will be destroyed too – if not, they might be re-used again! Once you’ve started researching your favourite collectables a little (reading books, joining collectors’ clubs, talking to other collectors etc), you’ll have a fair idea of what’s a genuine limited edition and what’s a marketing ploy.

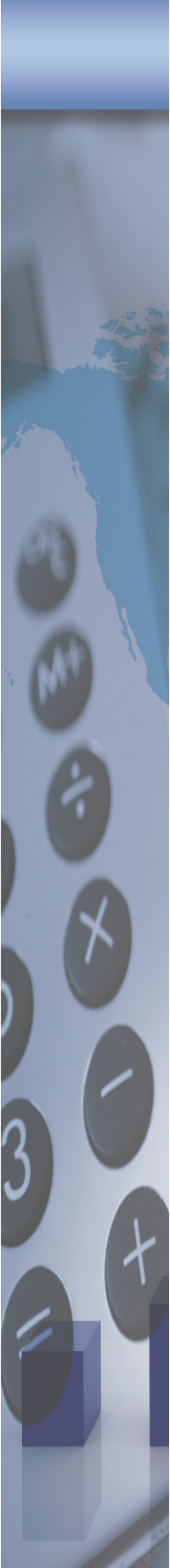
Rough idea? Anything between 500 and 3,000 (depending on market size) is probably a genuine limited edition. Be wary, incidentally, of those manufacturers that produce collectables which are ‘limited by time’. You’ll find that some will manufacture something for, say, one year – and on 31 December, they’ll throw away the moulds! In theory, this gives you a limited edition. But a heck of a lot of items – 100,000’s, millions even – can be churned out in that time. More than enough to keep the market satisfied for many years to come!

One of the great advantages of buying antiques and collectable investments that are available in limited numbers is that you know that their availability is going to reduce further over time. Higher-quality items such as china and furniture are likely to be treasured gifts in many cases, and are simply not going to come up for re-sale. The numbers that do come up should diminish further as some are damaged and perhaps even lost.

Lower-quality items may not be recognised as being price-rising alternative investments. Take that Beano – no-one would have dreamed that it would be a big money-maker some time down the line. Even those Beanos that were kept (more by luck than judgement) will have been scribbled on, torn and made worthless by dirt and grime from being left in a box in a damp garage. The chances of a mint-condition one surviving was remote – and caused huge excitement when it surfaced!

## **Increasing Demand**

Of course, you could have a limited supply of just one item but if there’s no demand for it, you’re not going to see the price rising. Please remember this golden rule:



## **For the price of antiques and collectable investments to rise, you need to have a demand that exceeds the supply.**

If you've one item and two collectors want it, you've made a start – assuming that they both know about each other and are willing to fight over it! If 10, 20 or 50 collectors want it, even better. Everyone gets very excited and many of them will decide that they must have the item, come what may. They'll bid furiously against each other and push up the price. To see prices rise year on year, you need to buy into a growing market, one that is going to *increase* in demand now, next year, and in five years' time.

As with supply, you'll start to get a feel for what demand is like once you start researching your favourite types of antiques and collectable investments (by reading books, joining collectors' clubs and so on). What you need to do is think whether this is going to be long-term market, with demand growing steadily. Without doubt, some items do just go up slowly and steadily year-on-year – Royal Doulton china figurines are a good example. They're the ISAs of the alternative investments' industry, perhaps not very exciting, but you can rely on them for steady returns. With alternative investments like these, you can almost sit back (with half an eye on what's happening, naturally) and just let time do its price-rising work for you.

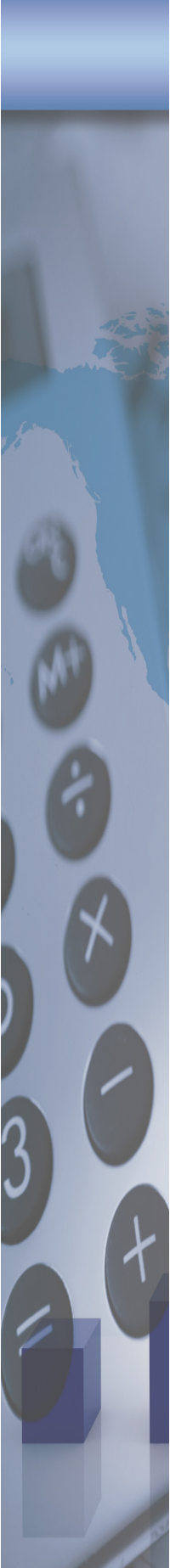
Other collectable investments are 'hot' for a while and then cool, often quite dramatically. If you got your hands on a five-signed photo of the Spice Girls soon after they launched, you could easily have doubled your money if you sold it when they were at their peak a year later. The same applies to most other pop bands from Steps to S-Club 7. But now? Are these already yesterday's news? Let's check. How much is a signed photo of Desmond Decker and the Aces worth, or The Platters, The Drifters or Smoky Robinson? Probably not a lot! Yet they were mega stars in their day.

Other collectable investments tend to come and go in cycles (think Beanie Babies!). The knack is to know your market and to spot trends which occur over and over again so that you buy and sell at the best times. Got a signed photo of the latest hot band? Sell before they split. All you have to do is to sell when interest is at or close to a peak, rather than immediately afterwards when prices have slipped.

Sometimes, these alternative investments take time to get going. And it is not always easy to see that some antiques and collectables are going to become alternative investments when they first become available! For example, would YOU have snapped up a first edition of Harry Potter when it came out? I doubt it – it was just another children's book about wizards from a totally unknown writer. And that's WHY it became collectible! If millions had known it would become a smash hit, millions would have bought a first edition and secreted it away with the result that they would now be valueless. So one trick is to be able to spot what might become hot – not so easy (unless you have 20:20 hindsight!!!)

Imagine having a World Cup Final 1966 ticket stub, a programme, or maybe





some signed memorabilia.

At that time, few people would have thought that England would never win the World Cup again (or at least for 40 years!). Nor would they have expected that these items would become almost revered possessions. Prices will go up and up, peaking on anniversaries up to the 50th anniversary in 2016.

It's often said that many of today's and recent 'crazes' are not worth collecting. They're here today, gone tomorrow junk. That's what some people would have said about that Beano all those years ago. Maybe Pokemon and all the rest will never be heard of again. But history tends to repeat itself and many items do re-surface, often when children have turned into adults and rediscover their lost childhood in their 30's and 40's.

The beauty of many of these items are that they are cheap and cheerful - you can put a few aside, forget about them and bring them back out again 10, 20, 30 years down the line and they could be worth something.

TIP: Pack them away in pristine, mint condition. Boxed unopened. Protect from damp and so on. These items may be in storage for decades, so be careful. **The newer and more 'mint' the item, the higher the price it will eventually fetch.** Condition is everything.

## Buying At The Right Time

So, you know what antiques and collectable investments you want to buy – each alternative investment needs to be something that's usually of high quality, and always in limited supply and in growing demand.

All you have to do is to assess each antique and collectable that comes your way and see if it matches those key criteria. If it does, you buy it. If it doesn't, you don't. It's as easy as that – and a lot more fun than picking shares or unit trusts, that's for sure! But – and it can be a big but – you'll want to maximise your possible returns from any investment you make. You can do this by buying at the lowest possible price, adding value to your investments in a variety of ways and selling at the highest possible price. To buy at the lowest possible price, you just need to know when to buy and where – at the right time and at the right place.

Many successful alternative investors buy into antiques and collectable investments at a time when they are currently out-of-favour – they're not fashionable, no-one's really buying them and, consequently, prices are low. Prices won't rise until demand does! These investors are really speculators, taking a chance that these alternative investments will become popular one day soon, and increase in price.

There are lots of antiques and collectables that are currently out of fashion - from Victoriana through royal collectables to the most recent millennium memorabilia. Once you start rooting around in your particular areas of interest, you'll find that you have plenty to choose from. With antiques and collectables, the secret is to pick something that you also like, remember. If it

doesn't increase in value, at least you'll have had the pleasure of owning it!

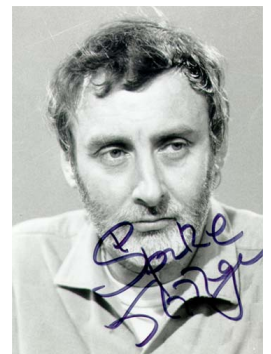
It's worth mentioning here that 'buying low' doesn't necessarily mean the same as buying cheap – although you may be able to pick up some really great investments at knock-down prices from various sources such as car boot sales and general auctions; as we'll see in a few minutes. **'Buying low' really means buying at a price that is lower (and hopefully much lower!) than the price you can sell it for somewhere down the line.** Spending £5,000 on a theatre programme signed by all four Beatles may not feel like you're 'buying low' – it's certainly not cheap! But it will prove to be a good 'buy low' purchase if it subsequently increases in value to £10,000+!

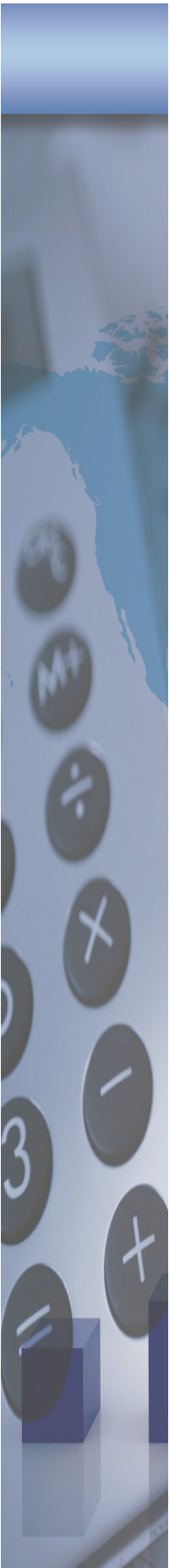
Another good timing-tactic is this - if you can spot some sort of event coming up soon that will trigger interest in particular antiques and collectable investments, then it can be worth buying into these now. Interest develops into demand – and if more people want something and are willing to bid for it, the price goes up...and up...and up. Take that Harry Potter first edition, as an example. Every time a new Harry Potter book or movie comes out, Harry Potter is front page news. Everyone who loves Harry Potter gets excited all over again. New people 'discover' Harry Potter. And more people are interested in Harry Potter first editions. More people...increased demand...higher prices!

There are all sorts of triggers you can watch for yourself. Anniversaries are an obvious one. The 50th anniversary of this, the 100th anniversary of that, and so on. Antiques from the Victorian era, for example, rose by as much as 20% in some cases on the 100th anniversary of Queen Victoria's death in 2001.

It's always worth looking ahead to see what anniversaries are coming up in the next five years for 'your' antiques and collectables. Anything that gets widespread publicity and is likely to pull in more collectors and enthusiasts should see prices moving upwards. But – a golden rule – **don't wait until it happens and then buy in.** You'd then be too late and might even make a loss if prices subsequently dip. You've got to take your chance and buy in now, before anyone else has even thought of it.

Death generally is another trigger – as soon as a newsworthy person dies, the value of their and other, related items start going up. And we all have to die someday! This is seen time and again. There are two reasons for this. One is the publicity-related angle. Interest is stirred up. There is the sentimental angle too. People who admired that person's work want a 'souvenir'; something to remember them by. This sentiment is most noticeable when a celebrity dies and the price of their autograph rockets overnight. When Spike Milligan died, his autograph jumped from about £10 to £40 overnight. That, by the way, would have been the time to sell. A Spike Milligan autograph is probably almost worthless now.





The other reason, of course, involves supply which is suddenly cut off. And, as time passes, the remaining pool of autographs will diminish – some being lost and others being damaged etc.

What else? Much depends on the particular antiques and collectable investments concerned and what might be ‘coming up’ sometime soon. Perhaps there will be a major exhibition of an artist’s work next year. Possibly, the anniversary of a sculptor’s first work will take place. A new book may be published about a long-dead movie star – that can see prices of related memorabilia rise from nowhere. There might be a TV series, or a film.

All sorts of triggers are around for you to look out for. Spot them, and you know you’ve a good chance of investing successfully in related antiques and collectables if you act now.

## Where To Buy Low

If you want to buy low, ‘where’ you buy can be as important as ‘when’ you buy. There is a very definite pecking order with regard to what you will pay where for antiques and collectables.

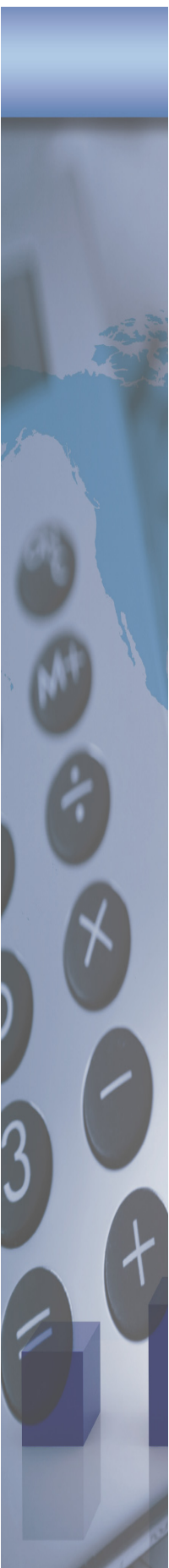
**Top Tip: For the very lowest prices, you need to buy from those sellers who don’t really know the value of what they’re selling.** There are lots of them about if you know where to look. These are the best sources:

- **Car boot sales**
- **Charity shops**
- **Local general auctions**
- **On-line general auctions**

What might be called the ‘going rate’ for antiques and collectables is usually found at fairs where traders get together and buy and sell with members of the public and each other as well. If you buy and sell the right investments at the right times at fairs, you should pocket some healthy profits. At the top of the range, you’ll find specialist auctions selling top-notch antiques and collectables to collectors willing to pay top prices. We’ll look at fairs, specialist auctions and other sell-high outlets shortly, in ‘Where to Sell High’.

## Car Boot Sales

Car boot sales are a terrific source of miracle finds – it’s where that Beano comic was found! Most alternative investors buying into antiques and collectables add car boot sales to their list of ‘must visit’ places. They may only ever get lucky once – but if they uncover something that’s worth £6,000, it’s well worth it! You can source car boot sales easily – look in your local press, and watch out for road signs near you. They are slightly less popular these days as a result of e-Bay, but there are still plenty.



The biggest and best car boot sales are usually those that are well-promoted in the locality. These attract the most ‘booters’ and the most would-be buyers. Car boot sales will often swell in size at Easter and towards the summer holidays. These are the times when families have clearouts and sell at boot sales to raise cash for holidays. These are exactly the sort of people who don’t know the value of what they’re selling!

Arrive early as the car booters are unpacking - typically about an hour before the official opening time. This is when you’ll uncover any miracle finds waiting there for you. If you go along jiggling your car keys, some booters may assume you’re a fellow booter and will usually let you have a quick search. They’ll expect you to let them do the same later on, although you’ll be long gone by then, of course! The best advice is simply to ‘dig deep’ – go through boxes from top to bottom, open tins, flick through books and magazines etc. Leave nothing unchecked! Double-check – ask the booters if they’ve anything else that’s not yet on display. Some keep items back to top up their display later on.

If you see anything, buy it there and then – don’t hesitate, mull it over or go off to check a reference book to see its true value. Sod’s law, it will be gone when you get back because, surprise, surprise, there are a LOT of other people doing what you’re trying to do. Haggle over everything – it’s expected at a boot sale. If they think you’re a fellow booter, they may even give you a discount (10%+) automatically.

If you are buying anything of a childhood nature – comics, toys etc – it can be a good idea to take a winsome-looking child with you. They may get a lower price than you. Big smile, please and thank you might do the trick! Golden rule? If you do spot something, put on your miserable face – if you look excited, most booters will spot it and may decide not to sell it to you. It happens sometimes! So don’t punch the air and shout “Yes! YES!” if you spot something valuable.

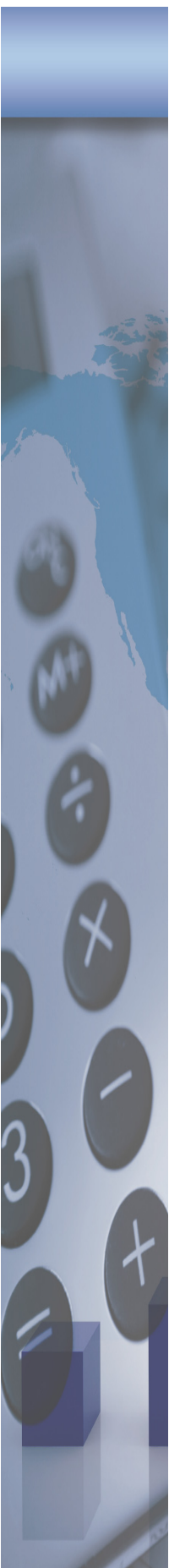
## Charity Shops

Most high streets these days seem to have more charity shops than anything else – and that’s great news for would-be alternative investors looking for antiques and collectables. Few (if any) of the (usually part-time) staff there are going to be up-to-speed on valuable antiques and collectable investments! But don’t assume they’re stupid either.

As with car boot sales, you’re going to have to wade through a lot of junk, but there are miracle finds waiting for you out there somewhere! Remember, a James Bond , ‘Live and Let Die’ first edition was found in a charity shop in Glasgow not that long ago – and that was worth a whopping £5,000. Enough money there to warrant a regular visit once a week or so! For many people, the thrill of the chase is all part and parcel of uncovering these alternative investments – and one which they enjoy immensely. Just imagine discovering a hidden treasure that everyone else has missed!

Charity shops are good sources of all sorts of easy-to-miss antiques and





collectables – china and pottery, costume jewellery, books and the like do surface regularly. The reason is there is such a *huge* variety of possible collectibles (maybe thousands of different areas) that shop staff will only know about a handful. They may spot the Royal Doulton, but do they know that old doll is a Nora Wellings original? Doubtful. How about that old teddy. It doesn't look much but it's a Steiff from the 1940s and worth a small fortune

Most of their stuff comes from house clearances, often when people have died and their children are unloading unwanted belongings. It's a good idea to get to know shop staff – if they know what you are looking for generally, they'll often put items aside for you. After all, it means more sales for them!

Stock nowadays tends to be rotated between shops – at least amongst the larger and more professionally-run charities. Ask when this happens, and make sure you're the first to arrive that morning. As at boot sales, do dig deep and rummage about – photos and postcards are sometimes tucked inside books, and it is not unknown to find a signed copy of a book in charity shops. Several Roald Dahl books have been uncovered in this way.

### **Local General Auctions**

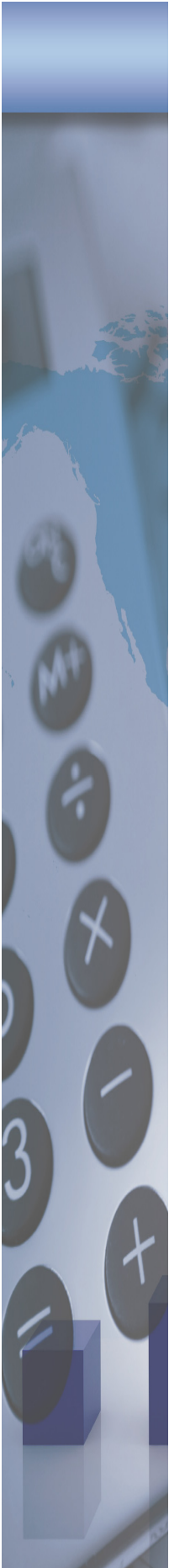
Local general auctions can be a good source of antique and collectable finds. Most of these auctioneers sell off everything and anything that comes their way; from bankrupt and liquidated stocks through police lost and stolen (and unclaimed) property to household goods. They rarely know much about antiques and collectables which is why these items often surface in trays, boxes and tea chests. Many dealers and collectors don't bother to attend these local auctions, leaving the way clear for anyone with a little spare time and an eagle eye to discover some miracle find bargains. You can source local auctions by checking the classified ads of the local press and/or by looking under 'Auctioneers' in Yellow pages. Go along to the next auction, arriving about an hour before it starts. This way, you can have a look at what's coming through. Get a list of what's coming up for sale at reception, and check the terms and conditions of bidding there. Stand at the back of the auction room and watch how the bidding takes place. Move to the front when your lot comes up so you can be seen clearly by the auctioneer.

Decide in advance on your top-price – never exceed this. Don't open the bidding when the auctioneer calls for the first bid. Hold back and the bidding may start at about half of what the auctioneer was asking for. Wait for the bidding to slow. Raise your hand clearly for the next bid. Maintain eye contact with the auctioneer if you want to bid again, look away and shake your head if not!

### **Online General Auctions**

E-Bay – at [www.ebay.co.uk](http://www.ebay.co.uk) for the UK and [www.ebay.com](http://www.ebay.com) for the US – is a brilliant source of cheap bargains, including some antiques and collectables. There are other on-line auctions, of course – do a search via Google at [www.google.com](http://www.google.com) and you'll find 100's of them – but eBay is by far the biggest and has the widest and most diverse range of items for sale. It's also





generally regarded as the safest as it's well organised and regulated. Go to the home page and click on 'New to eBay?', 'Why eBay is safe', 'How do I bid?' and 'Register' to the top right of the home page. These will give you all the know-how you need – and you'll then be ready to bid for those buy-low bargains!

Start by doing a search (from the home page) for whatever you're looking to buy, using more and more specific words and phrases to narrow your search. From the list of items for sale that's then generated, click on whatever interests you. To bid, you really need to look for something with both a clear photograph (so you can see exactly what you are bidding for) and a full description (to clarify what is for sale).

Check the seller's feedback – which is the number (of feedback comments received) in brackets next to the seller's name. You really want to buy from a seller who's been trading on the site for a while (say, six months plus), has been involved with numerous transactions (say, 50+) and has 95%+ positive feedback. You'll feel safer that way, especially if large-ish sums of money are involved.

It's a good idea to e-mail the seller with any questions you have about the item – don't just rely on that photo (which might not show the item from all angles) and the description (the seller may not be an expert and understand what they've got). Ask specific questions – 'Are there any tears, marks, or other blemishes on the autographed page?' will get a clearer reply than 'Is it in good condition?' Make sure that whatever you are bidding for can be posted safely and easily, of course – if it's breakable, don't bid for it should be a golden rule.

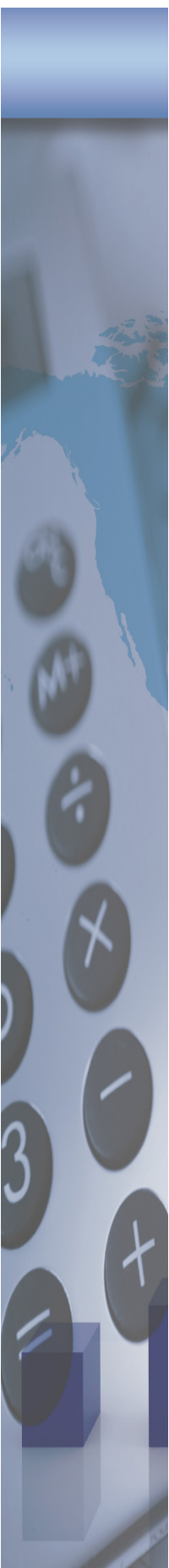
When bidding, simply set a maximum bid based on what it's worth to you, and then forget about it! If you get it at that price or lower, you'll be pleased. If you don't, you've still got your money for the next one, and you've not overpaid.

## Easy Ways To Increase Value

The simplest way to profit from your antiques and collectables is to buy low, typically when they are out of fashion, and then sell high, as they rise in popularity and the supply-demand mix moves in your favour. In many respects, you buy something, put it away safely and then sit back and let time do the rest for you! But there are various ways in which you personally can increase the value of these alternative investments.

Once you've bought your antiques and collectable investments, you will also need to look after them well too – many a collectable investment has been ruined because it has not been maintained in its best condition. Lose the dustcover of that hardback book, and you slash the book's re-sale value later on!

One way to increase value is to 'get the set'. If there are four china figurines representing spring, summer, autumn and winter, having the full set of four



should give you a price equal to the four individual prices, plus a bit more for added value – perhaps 10% to 20%. So, even if you don't personally like the look of that 'autumn' figurine, do buy it to get the set. This is one of those occasions where you shouldn't just buy what you personally like!

Sometimes, investments will not actually be worth very much unless they form a complete set. For example, having a handful of programmes from the Spurs' double-winning season of 1960-1961 isn't going to make you rich on their own. Having a full set will provide you a nice little investment earner though. A complete set sold at Christie's recently for £4,500. Bottom line? If there's a set available, collect it!

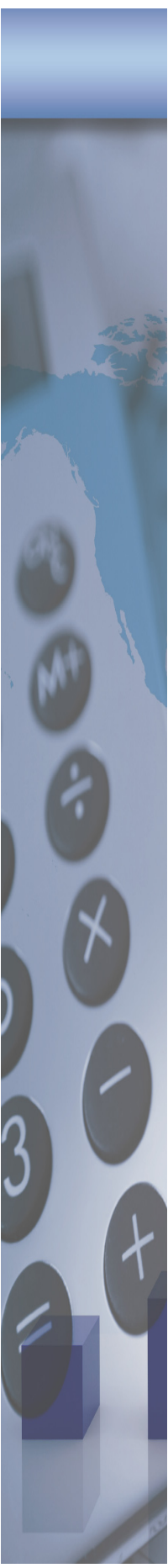
Another way of adding value is to build a themed collection. Basically, you can create your own set by, say, collecting all the signatures of prime ministers of the 20th century, footballers in a team or actors in a TV series or film. This too can have a similar effect on prices, with the overall price equalling all the combined individual prices, plus a little extra.

You can create your own themed collection which can be very effective if there's only one of these themed collections now available. In essence, you have limited the supply to one and if the demand is there, you should see the price rise up and up. For example, having the autograph of ALL of the actors in the first Star Wars film might be quite a valuable thing.

You can also often add value, perhaps surprisingly, by keeping all of the 'little extras' that come with the antique or collectable investment. Say you've invested in an enamel pill box. That will probably have come with some protective packaging, a box, a receipt, and maybe a small leaflet or set of instructions. Keep all of these – and even the carrier bag it came in. This may seem like a lot of wasteful junk, but it's something that appeals to many collectors. In some cases, it can even double (or more) the value of your investment. And in really rare cases, the packaging itself can even become the collectable. An example would be when McDonalds first introduced their Happy Meals in the late 1970's. The first Happy Meal boxes are more valuable than the first giveaway toys. No-one at the time thought of keeping them so they are incredibly rare.

## **What's Its History?**

'Provenance' is a big value-adder. Can you prove that this antique or collectable investment is 100% genuine? Can you prove its history? Autographs are a good example here. Say you have those Laurel and Hardy autographs on a page in an autograph book. How can you prove they are genuine? After all, they have been dead for about 40 years (or more in the case of Oliver Hardy). Perhaps there is a photograph of the signing. Maybe it is on a theatre programme and research shows the duo were there at that time. Perhaps it's been authenticated by an expert in that field. There are all sorts of ways of confirming provenance – and the closer you get to proving something is 100% dead-cert genuine, the higher the price! The more rare and valuable the item, the more you must have provable provenance. The 'Hitler diaries' are a case in point. Also, if you thought you had a plate used by Christ at the



last supper (rather than just any old plate from the period) you'd jolly well better be able to prove it! Your say so, strangely enough, would not quite do the trick!

## Maintaining Condition

It is absolutely crucial that – whatever you've got – you maintain its condition as it is now for as long as possible. If you can keep your alternative investment in that condition whilst others are being damaged and are decaying, you will do more than anything else to add value. Obviously, it's worth talking to collectors' clubs and collectors about how you do this for whatever particular items you own. As a general rule though, there are three factors to consider - heat, light and damp.

For most antiques and collectable investments, these three that will cause damage given half the chance. Say you put a signed photo of Pierce Brosnan on the wall. That sounds like a good idea (it isn't!) as you'd like to look at it whilst it's growing in value. You've framed it, put it behind glass and made sure it's not in direct sunlight. Even so, you're going to ruin it as an investment. Why? Because the sun, the dust in the air and maybe even the damp in winter will get at it!

## Selling at The Right Time

So far, so good! You know what sort of antiques and collectables you're looking for; usually high-quality, limited supply, in-demand items. You know when and where to 'buy low'. You know how to add value and (equally important) how to maintain your antiques and collectables in the best-possible condition. All surprisingly easy to do, even if you haven't done anything like this before! Now you need to profit – and you'll do that by 'selling high'. Like 'buying low', 'selling high' really means selling at the right time and the right place so that you secure the highest-possible price. Buying at £5 and selling at £15 is just as good an example of this principle as buying for £1,000 and selling for £3,000.

When it comes to selling at the right time, you will want to sell when that antique or collectable is at a peak price-wise. You already know when to buy low - when antiques and collectables are out of favour, or when you see a related anniversary, death or other 'trigger' event coming up on the horizon. So it's equally easy to know when to sell high – when the antiques and collectables have moved back into favour or on an anniversary, on a death or another trigger event.

As a general guideline, you can sell to profit whenever that antique or collectable (or anything related to it) is in the news, getting a higher profile than usual or is simply hot at the moment. This is the time when new collectors are coming into the market and stirring everything up. They and existing collectors are all getting excited and willing to pay the highest prices.

It is important to realise that these price rises are sometimes little more than temporary surges though. They don't always go up and up and up! For

example, a celebrity may have been in semi-retirement for years and interest in them could have waned slowly but surely. Suddenly, they die. There is an immediate surge of renewed interest in them, but it then fades away, within months or even weeks or less. **You need to sell immediately after that death if you are to achieve the best possible price.**

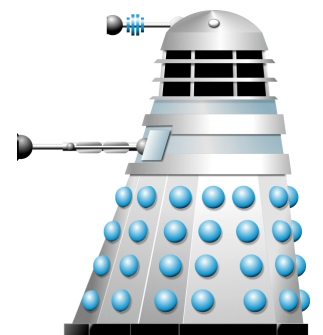
It is tempting to hold on and on, assuming that prices will move ever upwards. But it simply doesn't always happen in these circumstances. The price may go up a little tomorrow or even next week, but it is going to plummet back down to (or even lower than) its pre-trigger event level very soon unless the person is staggeringly famous. It's wiser to take your best price now than run the risk of that sudden plummet. The price may never go back up again after that.

Sometimes, prices for particular antiques and collectables will ebb and flow. Victoriana – antiques from the Victorian era – would be a good example here. Interest has tended to come and go in cycles. It was last 'in' back in 2001 on the anniversary of the death of Queen Victoria and is currently moving 'out'. On a more populist note, movie collectables tend to do the same, especially series of movies where a new movie (whether Star Trek, Harry Potter or Lord of the Rings) tends to pull up interest again.

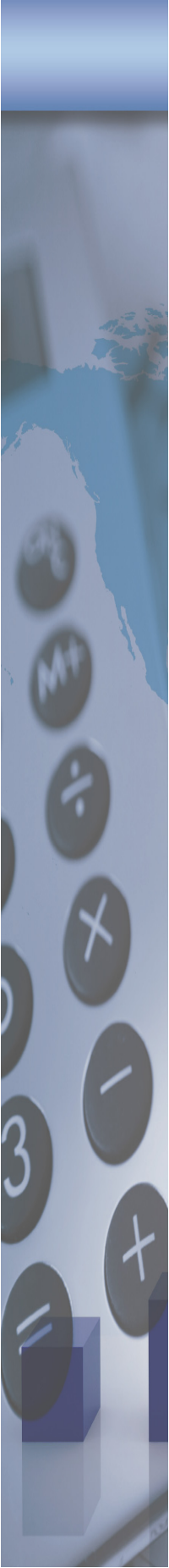
If you can see this ebbing and flowing in your areas of interest, you may prefer to hold on to your antiques and collectable investments until the interest surges again later on. If you are going to hold, it is sensible to re-assess what you have, asking yourself the same sort of questions you did when first buying in. Is it going to remain in short supply, and become harder to find? Is it going to stay in demand, and become even more wanted in the years to come? Yes – stay put. No – sell now.

With some antiques and collectables, prices will generally just continue to rise. Take that Beano comic for example. There may be only one of them available. Demand is generally very strong and should continue. If or when it comes back on the market, you might expect the price to be even higher than before. Be slightly cautious though - there is always the possibility that interest will wane at some stage. With what might be described as popular collectables - comics, TV memorabilia and the like - there is a tendency for demand to lessen once they move beyond living memory. TV is particularly fickle. How much is a photo of the cast of The Sweeney worth? Or Dallas? Or any programme from yesteryear. Chances are, next to nothing.

Many of these collectables are linked with the collectors' childhoods – **they are nostalgia-driven**. As these collectors age and no new collectors come into the market, interest and prices fall away. Here's a great example: Dr Who and the Daleks. This was just moving out of collectible and into obscurity before the pesky little devils were put back into the new series. Had they not been re-introduced, once the current generation of 50-somethings had retired and died, few, if anyone would be interested in Daleks. Now they have a new lease of life – another 50 years, in fact!







The Beano looks a fairly safe bet; after all, the comic still continues today and will therefore be remembered by new collectors coming into the comics' market in decades to come. Other soon-forgotten comics of yesteryear (TV Comic, Look In etc.) are more likely to fade away.

## Where To Sell High

To sell for the best possible price, you need to sell at both the right time and in the right place too. Remember that price hierarchy for antiques and collectables – you need to use it to your profit-making advantage. You buy low from those 'buy low' sources of car boot sales, charity shops, local general auctions and on-line general auctions. You can then turn around and sell high at various 'sell-high' sources:

- **Fairs**
- **Collectors' clubs**
- **Traditional specialist auctions**
- **On-line specialist auctions**

The sell high secret is really very simple - **you just sell to must-have collectors who will pay the best prices.** That George Formby signed, original ukelele is an absolute treasure to a George Formby fan – but absolute junk to lots of other people with no interest at all in the wartime entertainer. The more must-have collectors you can attract to your collectables, the better – must-have collectors will often bid against each other and push up the final selling price!

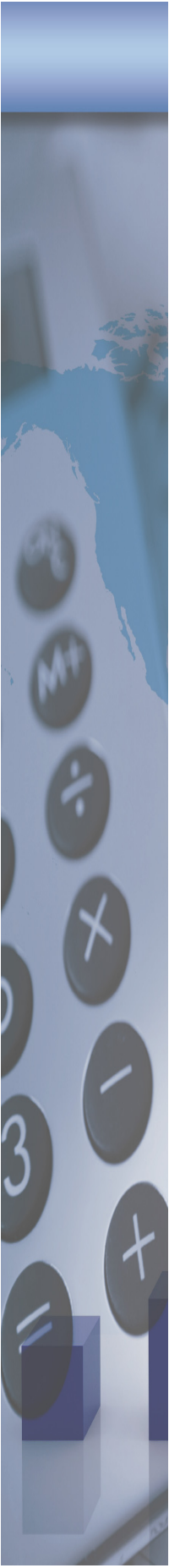
## Fairs

Fairs – where professional dealers, amateur traders and members of the public all mix together to buy and sell – are hard to categorise one way or the other as they really fall somewhere between the 'buy low' sources and the 'sell high' outlets. You can often buy antiques and collectables there at what might be described as a 'trade price' – higher than you'd pay at a general auction for example, but less than you'd pay at a specialist auction. Likewise, you can take a stall yourself and sell at these 'trade prices'.

Buy at a fair, go back in two or three years and – if you've bought wisely – you can sell at a higher price than you paid. You'll find fairs advertising in the local press, or check magazines like *Antiques & Collectables* and *Collect It!* for details of bigger, better-known events. Fairs are a great source of know-how too, of course – you have instant access to dealers, collectors and the like.

If you're buying, many of the 'rules' relating to other buy low sources – arrive early, dig deep, haggle etc – are equally valid here. You can find bargains, especially amongst general dealers who have stumbled across specialist stocks without realising it. If you're selling, fairs will generally be at the bottom of your hit-list (behind specialist auctions and collectors' clubs) – remember,





prices are higher than at general auctions but lower than at specialist ones.

You may want to sell quickly – in which case a dealer may be the quickest way of getting some cash; but expect to receive around one third less than the true value (and maybe even less). You can sell direct to the public – but you'll normally need to take (and fill!) a stall unless you've got friendly with a stallholder who'll rent you a bit of theirs in return for a percentage of the selling price.

## **Collector's Clubs**

The obvious place to find collectors who'll usually pay the best prices is to see if there is a collectors' club (or fan club or similar) – check in those magazines such as *Antiques & Collectables* and *Collect It!* Most of these magazines offer a back-issue service. You can trawl through a list of topics that have been covered over the past year or two and then buy the appropriate issue. Most articles on particular antiques and collectables will include a list of useful contacts, and collectors' clubs will normally top this list. You can also trawl the internet for references – go to Google at [www.google.com](http://www.google.com) and enter the name of whatever you're selling to see what surfaces. In addition to the name of the antique or collectable, you might want to add 'fan club' and similar variations on 'collectors' club'.

The easiest way to sell is to see if you can put an advert on the collectors' club message board or classified ads' section of one of their newsletters – most collectors' clubs offer these and similar facilities for their members. Bear in mind though that if you are in contact with a fan club or appreciation society (or similar), members will have joined for the love of it – and they may regard investing and profiting from collectables as being beneath them.

In short, they can be a bit sniffy - although that's not to say they won't still pay good money to buy what you've got to sell! Instead of putting a price in your ads, it can be more effective to state 'Offers Invited'. This way, you can often create an auction environment where must-have collectors will battle each other to get what you're selling – and that can push up the prices! Put it up for sale at a set price and, if it sells quickly, you may regret it, and thinking you could have got more. Often, you could!

## **Traditional Specialist Auctions**

The big London auctioneers of Bonhams (020 7393 3900), Christies (020 7581 7611) and Sothebys (020 7293 5000) all run specialist auctions for upmarket, top-of-the-range antiques and collectables – everything from fine art through to TV collectables from the 1970's. Generally, these auctioneers will achieve the best selling prices for you, assuming that you have upmarket items to sell.

If your antiques and collectables are good investments but not the very top-of-the-range, these auctioneers should suggest alternative outlets, including their own regional auction houses around the country and other specialist auctioneers in the different regions. Specialist auctioneers attract the most enthusiastic and committed collectors though - those who will pay the top

prices for what you are selling.

When selling via a specialist auction house, do shop around – don't assume that the first auctioneer you approach will get you the top price. Go to several. Ask when the next specialist auction for your antiques and collectables is scheduled – you may prefer to go for the next auction at a slightly less high-profile auction house than wait six months for the better-known auctioneer to stage an event. Get valuations, and an estimate of what you can expect to walk away with; check on auctioneer's commissions and other costs as these can bite into your profits; often by as much as 20% or so. See previous catalogues and compare estimated selling prices then with what was actually achieved at the following event. It's easy for an auctioneer to give a high valuation - much harder to match it in the auction room. You need to find an auctioneer that achieves or exceeds it!

## Online Specialist Auctions

The internet does offer sell-high opportunities for you, both in the UK and to overseas' buyers. As a rule, eBay – [www.ebay.co.uk](http://www.ebay.co.uk) and [www.ebay.com](http://www.ebay.com) – is the place to buy rather than sell. But – as we have seen with some of the other golden rules – there are exceptions. eBay can be a good way of selling some antiques and collectables at a profit, particularly overseas where you might not otherwise be able to get to those markets.

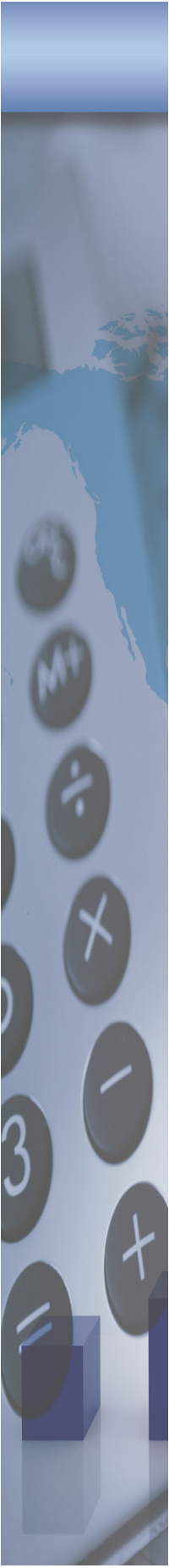
Consider eBay if the market seems to be bigger and growing better overseas than over here. Royal memorabilia – which has lullied in the UK – has sold well via eBay auctions to collectors in Australia, Canada and New Zealand. Harry Potter is another area where demand is strong in different parts of the world. Work through the UK and US eBay sites to find their counterpart sites in Australia, Canada etc.

Check for other on-line auction sites too – there are 100's of small sites selling everything from comics through to those cards that you used to get in packets of tea. Just do a search via Google at [www.google.com](http://www.google.com) – 'postcard auctions', 'autograph auctions', 'tea card auctions' and so on. Look for a site that's been running a while, has plenty of transactions, and good feedback on its message boards etc. from satisfied customers.

Here is a useful tip if you are building know-how about whatever you're investing in. Contact the organisers of the web site. You'll often find that the people behind the site are red-hot enthusiasts and are also a good source of advice and information on what you're selling.

To sell, you really need to offer everything that you were looking for when buying on eBay. First, you really need to get some positive feedback about yourself on the site – few





buyers will feel comfortable sending money to someone with no feedback at all.

What a lot of sellers do is to buy a few small items first just to build up some feedback about themselves and their dealings. Give a full description of what you're selling, and think specifics rather than generalities. 'Good condition' means nothing – everyone defines words like 'good', 'attractive' etc in different ways. Imagine the phrase, 'He's an attractive man' or 'She's an attractive woman' - it doesn't say much does it? How tall are they? Weight? Size etc? Describe the goods as carefully as you can. Include a photo too – and not just one, have several from different angles. Any damage? Show it – this reveals your honesty and, perhaps surprisingly, can actually increase bids.

If you don't want to sell your antique or collectable investment for less than a certain sum, build a reserve into it - although this can sometimes put people off bidding! It can be better to set a high sum that's required for the opening bid – make that opening the minimum you're happy to accept and you know you'll be pleased with whatever it sells for.

Always be open and receptive to e-mails – the most successful sellers suggest that would-be buyers get in contact with any questions. Again, it may be surprising but this does not generate endless calls from people who aren't going to bid – you simply get one or two calls from would-be buyers, many of whom are experienced collectors and may prove to be useful contacts.

The more contacts you can build, the better – for buying, adding value and for selling as well. Two final tips – never release the goods until the cheque has cleared. It's better to be safe than sorry. And make sure you wrap well and get proof of postage!

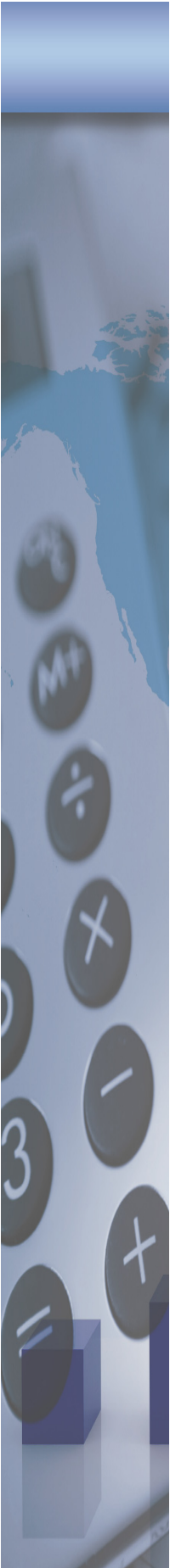
## **What To Do Now**

You've now got all the know-how you need to buy into antiques and collectables successfully and turn them into profitable alternative investments for your portfolio. The framework for your success is in place, ready and waiting for you. All you now have to do is to take up this money-making opportunity whenever you want to. Here's what you should do.

Begin by picking those types of antiques or collectables that appeal to you. I've mentioned quite a few, and one or two will probably have caught your imagination already. Even if they haven't, there are plenty of others to choose from. What pops into your head right now when you read the words 'antiques and collectables'? What really appeals to you? Powder compacts? World War II memorabilia? Doctor Who? Ball gowns? Postcards? The list is endless.

The great thing about all of these (and other) antiques and collectables is that the basic framework for success - high quality, limited supply, high demand, buy low, add value, sell high etc – still applies. You can apply these golden rules to whatever appeals to you and invest successfully in it! There are loads of different types of antiques and collectables out there and you're sure to find something within each field that is a price-rising alternative investment.





So, you've made your choice of whatever interests you. It's not set in stone though - you can change it or add to it any time you want. You can act on it now or wait a while if you're not quite ready to begin. The good news about antiques and collectables is that they're always there!

Do some background research at your own pace. Pick up monthly magazines such as *Antiques & Collectables* and *Collect It!* from your local newsagents. Read these regularly to get a good overview and some leads on those antiques and collectables that appeal to you. These magazines may also show you other antiques and collectables that you'd never have thought of. Just read around and soak up the know-how until you feel comfortable with what you're doing.

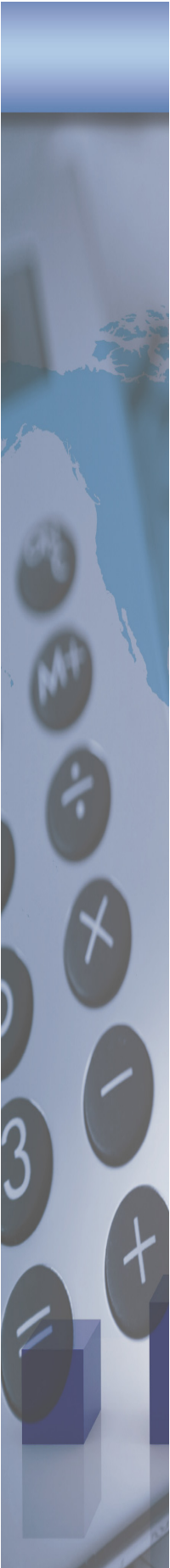
Don't stop there though! Articles about antiques and collectables that interest you should also suggest relevant books, collectors' clubs and even upcoming events for you to attend. Keep reading – the Millers' *Collectables Guides* in particular are the best-known and are well worth checking out. You can get them at W H Smith and on Amazon. They should give you advice on what the collectables are worth, how to look after them etc. You can also order these guides from your local book shop.

Collectors' clubs are worth joining - for little more than £10 to £20, you'll typically receive a regular newsletter, perhaps e-mail updates and (most important of all) access to the organisers and fellow club members. You can pick their brains! It's always worth attending events, especially collectors' get-togethers when you can meet experts (and potential buyers, don't forget) in a relaxed atmosphere. Remember that most of these collectors do it for love not money, so you'll feel more welcome if you like what you're investing in too – and don't mention the money-side of things too much!

Got access to the Internet? Even if you don't have a computer, it's worth dropping into a cyber-cafe or your local library to log-on. Go to Google at [www.google.com](http://www.google.com) and/or to Dog Pile at [www.dogpile.com](http://www.dogpile.com). Enter the name of the antiques or collectables that interest you and see what is thrown up. It'll be a horrendously long list, but may be worth ploughing through the early entries to build up extra information. You can narrow and focus the list by adding other words to the antique or collectable name – add 'book', 'club', 'society', 'for sale', 'wanted' etc in turn to see what surfaces.

Check into on-line auction sites such as eBay ([www.ebay.co.uk](http://www.ebay.co.uk) for this country, [www.ebay.com](http://www.ebay.com) for the US) to see what's selling. There are lots of on-line auction sites these days – do a Google or Dog Pile search to generate leads.

Go to local antiques' and collectables' fairs too. This is another good way to meet dealers, collectors and other enthusiasts and to build know-how. Source local fairs by checking the classified ads section of the local press. For larger and better-known fairs, get hold of a copy of *The Antiques Fairs and Centres Guide*, a glossy magazine from local newsagents. Visit those specialist auctions as well. You can view antiques and collectables up close, talk to expert valuers, must-have collectors and specialists in that field. Study



catalogues, and see what sells at what prices.

Those three big-name, specialist auctioneers that are well worth a visit – Bonhams (020 7393 3900), Christies (020 7581 7611) and Sothebys (020 7293 5000) in London. There are others around the country – your collectors' club can advise. There are various, specialist on-line auction sites too that the collectors' club should know about.

As you start building expertise, you can start 'papertrading'. This simply means pretending to buy and sell antiques and collectables that catch your eye. At a fair, find something you think is worth investing in – talk to the dealer, see what's available on other stalls, and work out what you think it might be worth. Check the label! At a specialist auction, imagine you are selling something that you like the look of. Estimate what you think it will sell for. Check the guide price and then wait and see what the highest bid is. This is fun but it serves a serious purpose too – to check that you are developing know-how and judgement. As you find yourself getting more and more estimates correct, you'll know you're ready to start investing in these antiques and collectables.

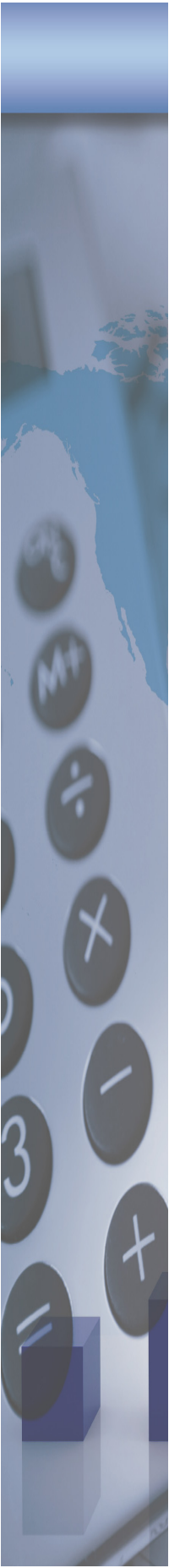
Ready to invest? Start small – test the waters with something like an autograph, a set of postcards or another low-priced antique or collectable. Pick something you like so you get pleasure from it too – remember, these alternative investments can be fun. Buy from a car boot sale or a fair or another buy-low source. Have it valued. Your collectors' club will give you some idea of what it's worth. You may be in profit straightaway!

For better quality buys, you can contact Bonhams, Christies or Sothebys for a valuation. Most will give you a ballpark figure over the phone or you can send in photographs for a valuation. Even these big auctioneers will value for free – you may have a valuable antique or collectable they can sell for you now or in the future when you want to bank your profits!

## Summary

1. 'Antiques and collectables' cover a huge and varied range of items, as diverse as Edwardian furniture to Laurel and Hardy autographs. Invest wisely, and you could generate returns of about 10% per annum. As with any investments, there are no guarantees though. It is sensible to invest in what you like - if you don't profit, at least you'll have the pleasure!
2. The antiques and collectables that are most likely to increase in value meet three, key criteria - high quality, limited supply, increasing demand. There are exceptions though. A low quality item - such as an early Beano comic - can be an excellent investment if supply is very low and demand is extremely high.
3. You can profit most by buying at a low price (in relation to what you can sell it for now or at some time in the future). It is important that you buy at the right time - usually, when antiques and collectables are out of fashion and before a 'trigger event' such as an anniversary or death sets prices moving





upwards.

4. There are numerous 'buy low' sources that you should check out - car boot sales, charity shops, local general auctions and on-line general auctions. The secret is to uncover sellers who do not really know the true value of what they are selling.

5. The best way to profit from antiques and collectables is to 'buy low, sell high' but there are other ways of adding value. You can complete a set of antiques or collectables; build a themed collection; keep all of the little extras such as packaging; provide proof of authenticity; maintain condition for as long as possible.

6. You can maximise your profits by selling at a high price (in relation to what you paid for it). It is often wise to sell when the antiques and collectables are back in fashion, perhaps after a 'trigger event' such as a 50th anniversary. You should be wary of holding on for very long after a trigger event though - prices can often fall back down soon after the event. Other antiques and collectables tend to come and go in popularity, whilst others move up steadily in price. If you are thinking of holding on, think what will happen to the supply and demand mix over the next few years.

7. There are various 'sell high' outlets that you should consider using - fairs, collectors' clubs, traditional specialist auctions and on-line specialist auctions. The trick is to discover as many must-have collectors as you can so that they bid against each other for what you're selling. This will push up prices!

Once you've decided to invest in antiques and collectables, you should choose those that interest you most – whether that's old toys or Dr Who memorabilia. You should then research (reading magazines, books, joining collectors' clubs etc). 'Papertrade' – pretending to buy and sell to gain experience. Then start investing slowly and carefully, with a small purchase to build know-how and expertise.

## Further Reading

There are many books available that will help you to build your understanding and know-how of antiques and collectables. These ones in particular are all excellent and will give you a broad and deep grounding of knowledge...

**Discovering Antiques:** A Guide to the World of Antiques and Collectables by Eric Knowles (1854106694, Aurum Press)

**Miller's Collectables Buyer's Guide** edited by Madeleine Marsh (1840006951, Mitchell Beazley)

**Miller's Antiques Price Guide** edited by Elizabeth Norfolk (1840006129 Miller's Publications)

**Collectors' Price Guide** by Judith Miller (0751364371, Dorling Kindersley)



**Dickinson's Bargain Hunters' Handbook** by David Dickinson  
(0752841459, Orion)

**Miller's How to Make Money Out of Antiques** by Judith Miller  
(1857325842, Miller's Publications)

**Starting & Running an Antiques Business** by Fiona Shoop (1857038347,  
How To Books)

## **Check Your Understanding**

Before moving on to the next part of your course, stop for a moment and work through the following questions. By answering them, you will check your knowledge of this second part of your course. You can always refer back to the appropriate section if you're not sure of an answer!

### **What You Need To Know**

1. List the first 20 antiques and collectables that come into your mind.
2. What are the rewards of investing in antiques and collectables?
3. What are the risks – and how can you offset these?
4. Looking at your list of 20 antiques and collectables, which ones are of most interest to you?

### **How To Spot The Winners**

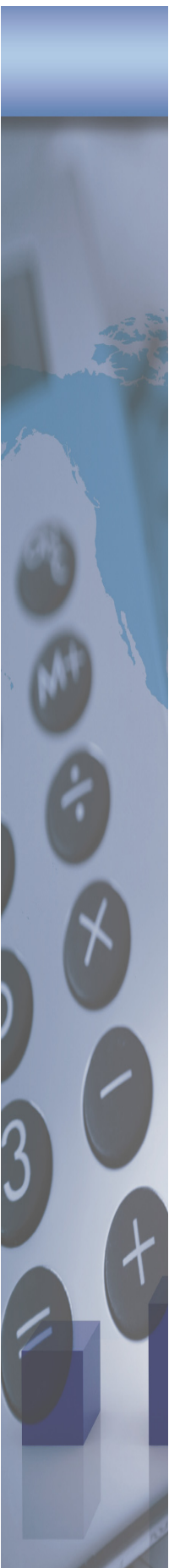
1. What are the criteria for picking profitable antique and collectable investments?
2. Why is high quality usually important?
3. When is high quality not so significant?
4. Why is limited supply always relevant?
5. How important is it to have a 'limited edition'?
6. Why is high demand always relevant?

### **Buying At The Right Time**

1. When is the best time to buy into your chosen antiques and collectables?
2. State three 'triggers' that should push up prices

### **Where To Buy Low**

1. State four good buy-low sources for antiques and collectables

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2. Can you give three tips for uncovering finds at car boot sales?
  3. List three ways of bagging bargains at charity shops.
  4. Can you state three tips for discovering finds at local general auctions?
  5. List three ways of buying safely and well at on-line general auctions.

### **Easy Ways To Increase Value**

1. State five ways you can add value to your antique and collectable investments.
2. What are the three 'collectable killers'?

### **Selling At The Right Time**

1. When is the best time to sell your antique and collectable investments?
2. What usually happens to prices after a 'trigger event', and why?

### **Where To Sell High**

1. State four good sell-high outlets for antiques and collectables
2. Can you list three tips for selling at antique and collectable fairs?
3. What is the best way to sell at a high price via a collectors' club?
4. Can you list three tips for selling at specialist auctions?
5. State three ways to sell successfully via specialist on-line auctions.

### **What To Do Now**

1. State five step-by-step activities you should be ready to take now or as and when you want to start investing.

**Have you checked the summary?**

**Have you answered all of these questions satisfactorily?**

**You're ready to go to part 3 of your course!**