



THE KEYS GUILD

The Keys Guild was created to bridge the gap between individuals with unwanted items in their homes and the experts who can sell them at their highest value. As a founding member of the Keys Guild and a Collectibles Advisor, I am passionate about helping clients earn the money that their collectibles are worth!

“I can’t donate this. It might be worth something!”-- In helping people with the items in their home, I hear this all the time.

Why work with me?

If you want to earn the money your collectibles are worth & gain the peace of mind that comes with a trustworthy source, then you should be working with me. I can help you find out what they are worth, who will buy them, and help you feel secure that you are getting the highest price. I will either buy your items outright, take them on consignment, connect you with an auction house / buyer, or more commonly, a combination of these three.

What you get when you work with me:

- A chance to turn your “stuff” into money and earn what your objects are worth
- Time saved! Eliminate endless hours of research and legwork by going straight to the correct source
- A feeling of confidence that you aren’t donating something that is valuable
- The assurance that you are working with someone who has your best interests in mind and is trustworthy
- Access to The Keys Guild network of experts. I cannot be an expert in all the different categories. But I do have access to the global experts, auction houses, art dealers, jewelry wholesalers, galleries, and collectors that the public does not.



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Tips for IDENTIFICATION

You can get stared working with me by sending me photos. But it always helps if you can do some up front identification.

Here are some tips:

- The Google app has a camera to allow you to search on images. It doesn't always help, but when it does it is a quick way to identify what you have and sometimes see values.
- If Google Lens cannot identify it AND there aren't any markings or writing, it's highly unlikely that the item has value.
- 95% of the valuable silver items I've come across are stamped either STERLING or 925 or some variation. There are two exceptions that are not uncommon. British sterling is identified by a walking lion, or "Lion Passant". Other countries have similar ways of identifying sterling. And antique flatware that has a simple design can be "coin" silver which is 80% or 90% silver. Sometimes they are marked 800 or 900 but not always.
- Research values based on price results, not what something is priced for now. On eBay, filter your results using COMPLETED. This tells you when items had no bids and didn't sell versus the ones in green that sold. If it says Best Offer though, you do not know what the actual selling price was.
- Sign up for a free account with LiveAuctioneers.com and EBTH.com and search on their price results. Again you have to filter based on results not current.



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HIDDEN TREASURES

Top 10 items that may be hidden treasures in your home:

1. **Jewelry** – I have found thousands of dollars’ worth of jewelry with value. In one case I paid the client over \$6,000 for jewelry they thought was worth \$300. I work directly with wholesalers and sometimes refineries and I promise to always pay more than jewelry stores will. I determine which venue will get my clients the most money on an item-by-item basis. By keeping my commission rates low, I can offer more.
2. **Silver** – Many silver items are sterling which is 92.5% silver and the heavy items can have surprisingly high values. I’ve bought dozens of sterling flatware from clients and my offers are always higher than they can get elsewhere.
3. **Designer Fashion** – Chanel, Louis Vuitton, Hermes, and Gucci are just some of the brands I’ve worked with and helped my clients make the most money with the lowest commission rate.
4. **Tiffany & Co.** – The Tiffany brand can make all the difference in value for crystal, china, jewelry, flatware, and collectibles.
5. **Vintage stereo systems and musical instruments** – There has been a resurgence of popularity for old vinyl records (in like new condition). Many collectors prefer the original sound that only a vintage stereo system can provide.
6. **Mid-Century Modern anything** – From furniture to are and décor, this is the most popular style on the market
7. **Trading Cards in mint condition** – Pokemon cards are the new baseball trading card. They must be in mint condition, rare, and often we will need to get them certified.
8. **Old coins** – Older US coins that are pre 1964 that were made with silver are worth far more than their face value. One client inherited a gigantic coin collection and by working with 6 different auction houses and buyers, I was able to pay her over \$14,000 for the collection. Had I gone to the local coin shop, she would have gotten a fraction of that.
9. **Watches** – Some vintage watches and pocket watches have a following with collectors and can have a significant value in today’s market. And I have buyers who pay top dollar for premium brands like Rolex.
10. **Original Art** – It’s always a good idea to check out any pieces of original artwork to determine its current value. Art with certificates of authenticity can have value.



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10 Categories that are usually NOT TREASURES – donate (or sell locally to make a few bucks)

While most of these items are low value, if you have the time, you can check out yours against online value guides. It can be time consuming if you have hundreds though. If you find one that is worth over \$100, reach out to me and I can help you sell it.

1. Lincoln Wheat Pennies struck after 1933
2. Stamps
3. Die cast cars
4. Beanie Babies
5. Trains
6. Hess Trucks
7. Silver plated items
8. Hummel figurines
9. Crystal (Baccarat, Lalique, Tiffany, and Waterford sets are exceptions)
10. China (Royal Crown Derby, Copeland/Spode, Wedgwood, Rosenthal and Limoges have some patterns that are commanding high prices in auctions and so there are exceptions). But you must factor in the cost to ship them.