

**HERITAGE**  
AUCTIONS  
TRUSTS & ESTATES



# TRUSTS & ESTATES

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Cartier Diamond, Emerald, Black Onyx,  
White Gold Pendant-Necklace  
Sold for \$118,750

Cover: Victoria gold Proof "Una and the Lion"  
5 Pounds 1839 PR64 Deep Cameo PCGS  
Sold for \$690,000



Hermes 25cm Limited Edition Metallic Silver Chevre  
Leather Sellier Kelly Bag with Palladium Hardware  
Sold for \$45,000

# OUR TEAM

Please contact your local representative to discuss how we may help fulfill your estate planning needs.



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214.409.1824 | MichelleC@HA.com



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West Coast, Trusts & Estates  
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**Roberta Kramer**  
Managing Director  
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**Carol Lee Pryor**  
Senior Appraiser  
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**Taylor Strander**  
Business Development  
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# WHY CHOOSE HERITAGE AUCTIONS TRUSTS & ESTATES

Heritage Auctions' Trusts & Estates department offers services to professional advisors, fiduciaries, executors and beneficiaries for the valuation and disposition of personal assets. Our Specialists understand the unique needs of each estate and can provide all of the services needed to manage collections and guide the transition of personal property from generation to generation. Our Trusts & Estates Specialists will advise on and facilitate the sale and liquidation of estate property, including in many cases the removal of non-consigned general household goods. We will provide the estate with our recommendations of the appropriate sellers in your region for this property or identify local charities for distribution, leaving the premises in broom-clean condition.

Whether it is a single item, a small collection across categories or the contents of an entire estate, Heritage Auctions provides a seamless auction and appraisal experience from the initial consultation through a complete settlement.

Heritage Auctions has dedicated its efforts to building a transparent marketplace trusted by passionate collectors worldwide: art enthusiasts, jewelry lovers, wine connoisseurs, devotees of the rare and wonderful. Though their interests span our 40-plus genre-specific categories, they all have one thing in common: they choose Heritage to buy and sell their treasures.

At Heritage, the focus is always on you.



James Surls (American, b. 1943)  
*Into the Flowers*, 2002  
Painted steel, wood  
Sold for \$106,250



Wayne Thiebaud (b. 1920)  
*Blueberry Custard* (detail), 1961  
Oil on canvas | Sold for \$3,255,000

# OUR SERVICES

## AUCTION ESTIMATES AND SALES PROPOSALS

Heritage promptly services requests for auction estimates and sales proposals, whether it is for a single item, or the contents of an entire estate. Your Heritage Trusts & Estates Specialist begins the valuation process with an on-site or virtual estate consultation in order to determine the scope of the collection and identify the expert best suited to your estate. Your Trusts & Estates Specialist will act as your primary Heritage Auctions contact throughout all stages of the valuation process, advising you on how to sell the property in order to achieve the highest returns.

## COLLECTION ADVISORY SERVICES

If your clients are looking to add to or refine their collections, Heritage experts are available to help. Our specialists can work with you or your clients to notify you of pieces and opportunities in our auctions and private sales to meet their goals.

We hold at least two live and online “Signature Auctions” a year. We also offer weekly and monthly online-only sales, with over 7,200 total auctions held to date.

## PRIVATE TREATY SALES

In some cases, a discreet private sale is a desired alternative to a public auction. In partnering with Heritage, you benefit from the expertise and support of our specialists who have direct access to a global group of elite collectors and their “want lists,” bolstering the marketing of your property while it is handled with the utmost privacy and confidentiality.

# OUR SERVICES, *Continued*

## VALUATIONS IN THE VAULT

Heritage Auctions' unique "Valuations in the Vault" concierge service provides complimentary one-on-one private verbal appraisals at the site of a collection. Heritage's knowledgeable experts will meet with you and your clients to discuss an accurate and current valuation of their collection. Should written appraisals for estate tax purposes, charitable donation or insurance be requested, we will provide the costs and timeline for delivering the necessary USPAP- and IRS-compliant documents. All valuations are done in a private, confidential manner with the clients' property remaining on secure premises. This unique service will assist you and your clients with any estate and financial planning needs, as well as appropriate insurance valuation.

## REMOVAL & STORAGE

Heritage regularly provides assistance in coordinating the shipment of consigned property to appropriate sale locations. In addition to overseeing the removal of the property, we will organize insurance, packing and shipping. Heritage can arrange for competitive bids from local or national firms to ensure the seamless delivery of the estate. We also provide complimentary storage for all property awaiting sale.

## INSURANCE

Property consigned to Heritage Auctions is insured solely at Heritage's expense from the time of possession at a value to be determined by mutual agreement. Our insurance is placed through Lloyd's of London, and a copy of our insurance policy is available upon request.

## EXPERT WITNESS SERVICES

We offer a full suite of Expert Witness services. For more information, please contact a member of our team.

## EXPERTISE AND SPEAKING ENGAGEMENTS

We are happy to provide a Trusts & Estates Specialist or an expert from one of our 40-plus categories for special speaker events. Our specialists can advise on any research questions you may have.

## LUXURY REAL ESTATE SERVICES

Heritage Auctions provides a highly specialized real estate platform to produce competitive sale prices in less than 90 days. Our global reach and targeted marketing attracts highly-qualified competitive bidders, often setting local price records. Heritage will help your clients monetize their most challenging asset, eliminate carrying costs and deliver results on your schedule.



Frank Lloyd Wright - The Lykes House in Phoenix, AZ  
Sold for \$1,677,500



A Rattray & Co. 9K Gold Center Bowl Presented to the Earl & Countess of Strathmore, Dundee, Scotland, circa 1931  
Sold for \$60,000

# APPRAISAL SERVICES

As a separate legal entity, Heritage Auctions Appraisal Services, Inc. offers an experienced team of objective appraisers to evaluate and appraise the tangible property in an estate. Our thorough, illustrated reports are tailored to meet your needs, produced in a timely manner and written in compliance with all IRS, USPAP and insurance standards.

## WE PROVIDE FORMAL APPRAISALS FOR THE PURPOSES OF:

- Estate Tax
- Equitable Distribution
- Insurance
- Gift Tax
- Estate Planning
- Collateral Loan
- Charitable Contribution
- Trusts/Conservatorships
- Financial Planning

## OUR CUSTOMIZED SERVICES INCLUDE:

- Confidential consultations to determine the scope of work for the appraisal
- On-site and virtual evaluations
- Assistance with third-party authentication and grading services
- Timely delivery of appraisal document as agreed to meet time and filing requirements

## APPRAISAL FEES

Our competitive appraisal fees are based on an hourly or daily rate per specialist, plus travel expenses when applicable. Once the appraisal assignment is completed, Heritage will provide a complimentary selection for sale upon request. Should you decide to sell the property through an auction or a private treaty sale, Heritage Auctions will rebate the appraisal fee in full or on a prorated basis against the seller's commission.

# OUR AREAS OF EXPERTISE

## NUMISMATICS

- U.S. Coins
- U.S. Currency
- World & Ancient Coins
- World Paper Money

## COLLECTIBLES

- Animation Art
- Comics & Comic Art
- Entertainment & Music Memorabilia
- European Comic Art
- Movie Posters
- Sports Collectibles
- Stamps
- Vintage Guitars & Musical Instruments

## SPECIALTY SERVICES

- Trusts & Estates
- Appraisals

## FINE & DECORATIVE ARTS

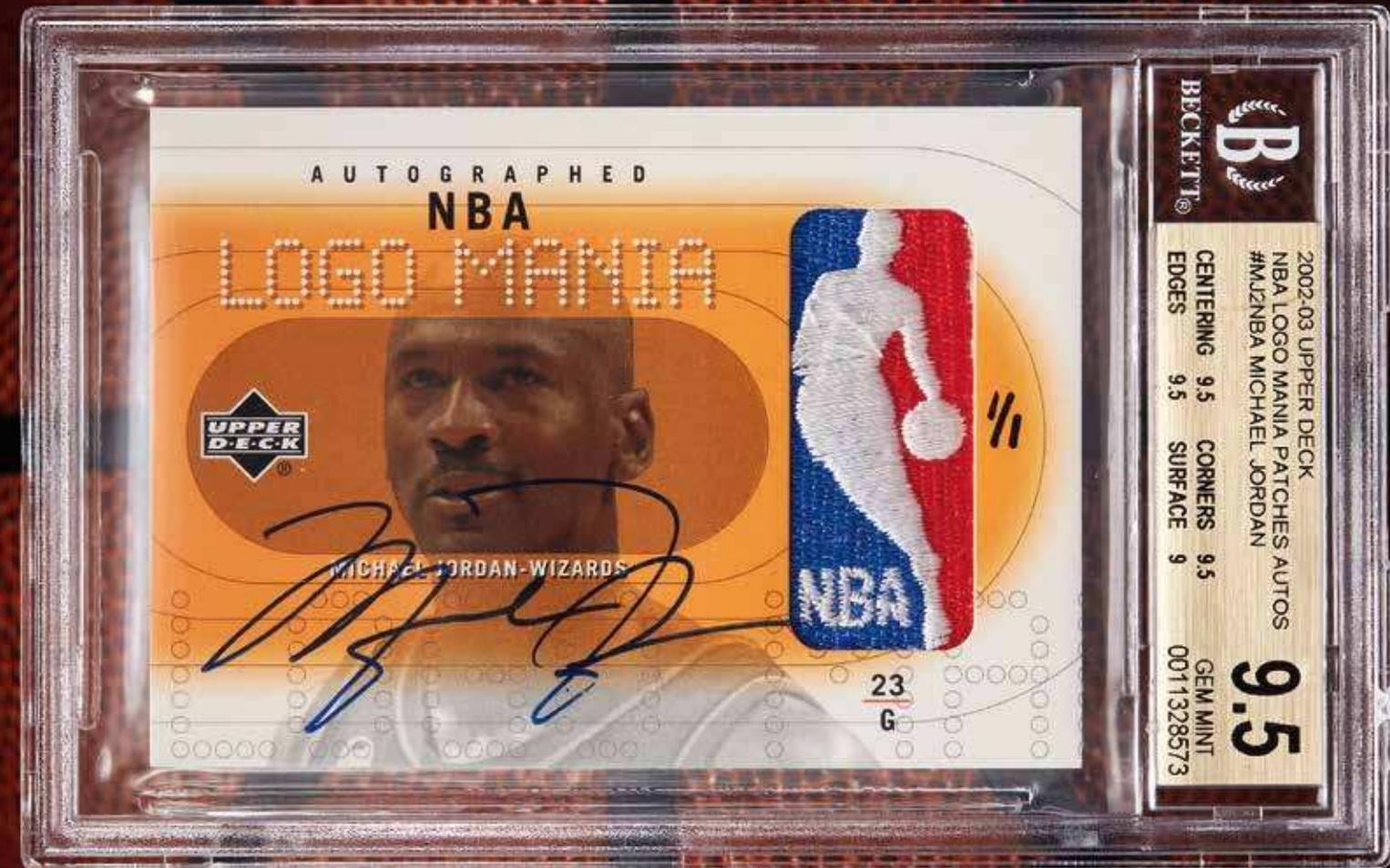
- American Art
- Art Deco & Art Nouveau
- Asian Art
- California Art
- Design
- Ethnographic Art
- European Art
- Fine & Decorative Arts
- Illustration Art
- Modern & Contemporary Art
- Nature & Science
- Photographs
- Prints & Multiples
- Silver & Objects of Vertu
- Texas Art
- Tiffany, Lalique & Art Glass
- Urban Art
- Western Art

## HISTORICAL

- Americana & Political
- Arms and Armor
- Civil War & Militaria
- Historical Manuscripts
- Judaica
- Rare Books
- Space Exploration

## LUXURY LIFESTYLE

- Fine Jewelry
- Handbags & Luxury Accessories
- Luxury Real Estate
- Rare & Fine Wine
- Watches and Timepieces



2002-03 Upper Deck NBA Logo Mania Michael Jordan Logoman Autograph 1/1 #MJ2NBA BGS Gem Mint 9.5 - 10 Autograph Sold for \$204,000



## THE HERITAGE DIFFERENCE

Heritage Auctions is the largest fine art and collectibles auction house founded in the United States, and the world's largest collectibles auctioneer. With \$824+ million in sales in 2019, Heritage serves over 40 unique yet complementary genre-specific categories.

Aggressive marketing strategies, personalized customer service and a top-rated website are vital tools in delivering dramatic, tangible results for our consignors. Coupled with easy access to our top fine art and collectible experts, Heritage Auctions delivers state-of-the-art auction services.

Willem de Kooning (1904-1997)  
*East Hampton II*, 1968  
Oil on paper laid on canvas | Sold for \$802,000

Helen Frankenthaler (1928-2011)  
*Tantric*, 1977  
Acrylic on Canvas | Sold for \$610,000



Rolex, Very Fine and Rare 14k Gold Ref. 6241 "Paul Newman" Cosmograph Daytona "John Player Special," Circa 1969 Sold for \$804,500

# HERITAGE BY THE NUMBERS

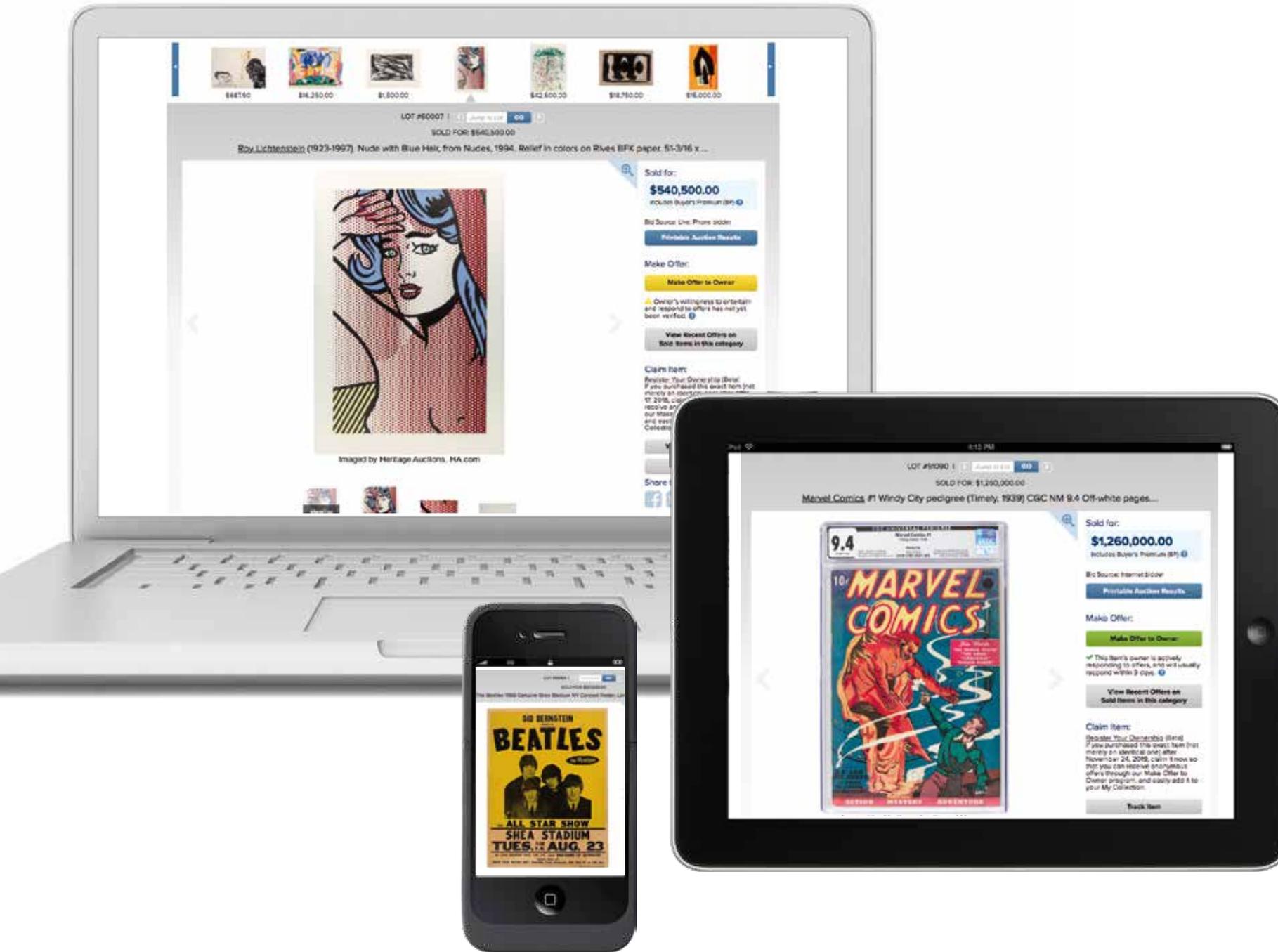
<p>Heritage ranks as the <b>#1</b> largest auction house founded in the United States</p>	<p>Always accepting quality consignments in <b>40+</b> auction categories</p>	<p><b>59%</b> of auction sales conducted online in 2019 (\$483+ million), more than any other auction house</p>
<p><b>\$824</b> million+ in total sales in 2019</p>	<p><b>308,000+</b> consignments sold successfully, with full, timely payment to every consignor</p>	<p>Well over <b>80%</b> of consignments come from pleased, repeat consignors</p>
<p><b>8,500+</b> auctions held to-date</p>	<p>On average, HA.com receives, <b>58,000+</b> worldwide visits per day. The highest web traffic of any auction house. (SimilarWeb.com)</p>	<p>Heritage's free Auction Archives contain <b>5.4</b> million lots</p>
<p><b>1.25</b> million+ online bidder-members from all 195 countries</p>	<p><b>2.8</b> million+ collectors in our database</p>	<p><b>21.3</b> million annual visits to our award-winning website HA.com</p>
<p>A proven record of selling <b>\$10</b> billion+ in fine art and collectibles for more than <b>45,000</b> consignors since 1976</p>	<p>Heritage's award winning <i>Intelligent Collector</i> magazine has a print and digital circulation combined total of <b>100,000+</b> readers per issue</p>	<p>HA.com ranked in the top <b>.008%</b> of most trafficked websites out of 360 million+ sites currently online. (SimilarWeb.com)</p>

# HA.com – THE WORLD’S MOST POPULAR AUCTION WEBSITE

On average, more than 58,000 collectors worldwide visit HA.com every day to view and bid – the highest web traffic of any auction house (source: SimilarWeb.com). Our award-winning and U.S. patented Heritage Live®1 web software allows bidders to participate in live floor auctions from the comfort of their homes or offices. As a research tool, HA.com offers complimentary access to prices realized for more than 4 million past auction lots, along with advice from top experts across all numismatic and collectibles categories. HA.com is a robust database and marketplace, cultivated by collectors and researchers worldwide.

Securing the personal data of our 1.25 million+ bidder-members from cyber theft is a priority at Heritage Auctions. In fact, HA.com has an “A” rating for network security from Qualys®, ranking Heritage significantly higher than our largest competitors.

*Y*ou don't want to miss this site! It's amazing!  
— The New York Times' About.com



# STRATEGIC MARKETING AND PUBLIC RELATIONS SUPPORT

A team of marketing and creative professionals supports the sale of your consignment through campaigns across multiple touch points including advertising in top industry publications, direct mailings to targeted collectors, the HA.com website, auction catalogs and social media. Heritage invests more than \$20 million annually to promote auctions and key items in order to reach the maximum number of bidders. Our thoughtful campaigns, paired with our media connections, will ensure the successful sale of your consignment.

## PUBLIC RELATIONS

Our public relations specialists are dedicated to cultivating significant pre- and post- auction coverage through maximum exposure from our worldwide network of the largest global media outlets, social influencers, reporters and editors. In 2019 we received more than 80,000 high-profile press and media mentions worldwide.

Heritage regularly receives press coverage of its auctions from media outlets including:

- *The New York Times*
- *Los Angeles Times*
- *USA Today*
- Yahoo
- *Time Magazine*
- The Canadian Press
- Deutsche Presse Agency
- Kyodo News Service
- Bloomberg News
- Reuters
- CNN
- NBC
- Fox News
- *Chicago Tribune*

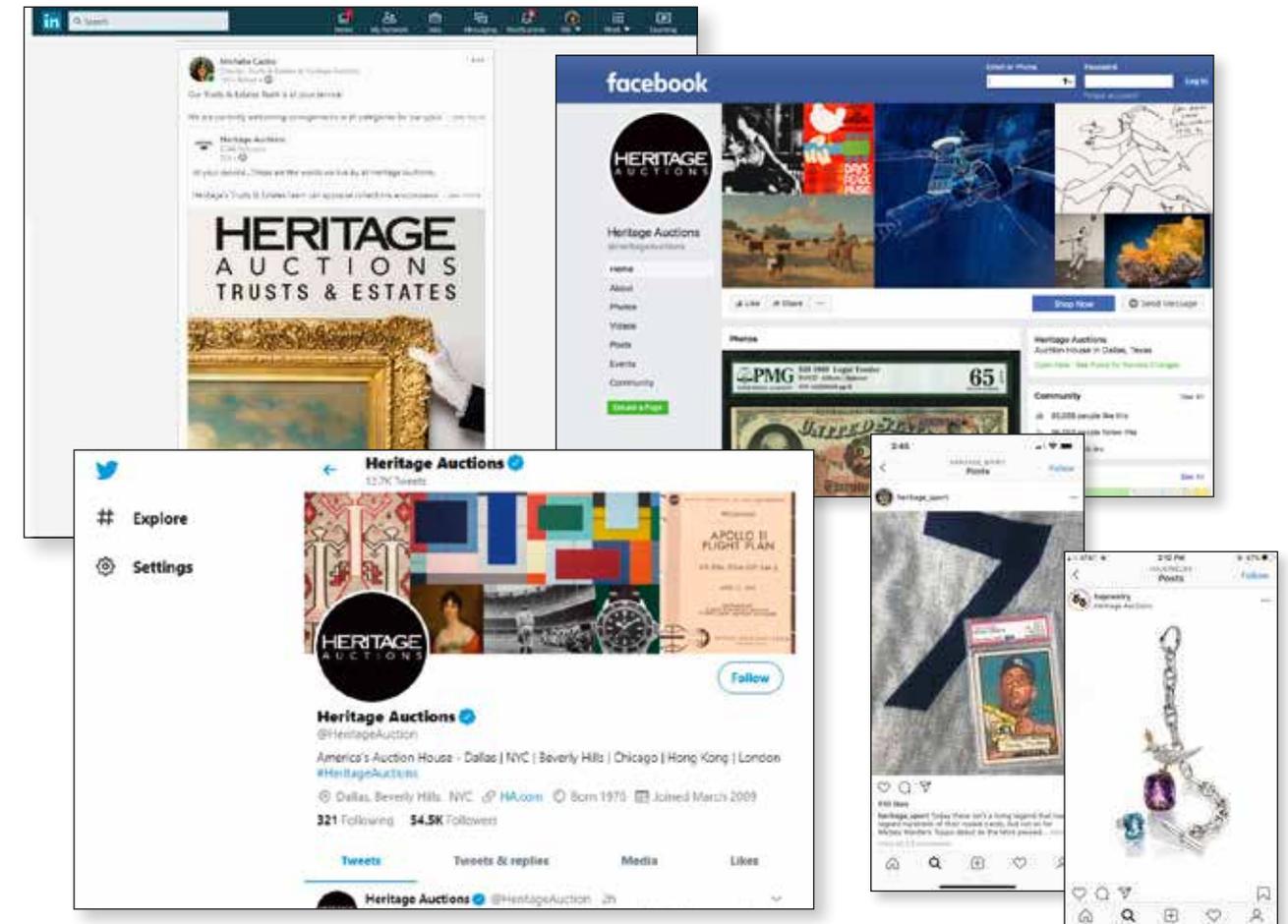


Kashmir Sapphire, Diamond, Platinum, Gold Ring, Schlumberger for Tiffany & Co. Sold for \$250,000

“Heritage enjoys the highest online dollar volume of any auction house on earth.”  
 – *Hiscox Online Art Trade Report*

# SOCIAL MEDIA

As a company that has been holding online auctions long before many of its competitors, Heritage Auctions understands the power and importance of digital storytelling to generate business. Platforms such as Twitter, Facebook, Instagram, and LinkedIn allow us to engage with a global audience of consignors and clientele. Our followers receive the most up-to-date information on upcoming auctions, a first look at new auction lots, and unprecedented insight from Heritage Auctions’ specialists. Whether you are interested in rare coins, fine art, or sports memorabilia, our social platforms cover a diverse range of categories that satisfy any collector’s interests. Our talented Public Relations team reaches a repeat potential audience of more than 25 million readers, listeners, viewers and mobile news consumers.



# NOTABLE ESTATES & COLLECTIONS

## CORPORATE CONSIGNORS

7-Eleven  
Bank of America  
Playboy Enterprises  
Random House  
Time-Warner/AOL

## GOVERNMENT AND INSTITUTIONAL PARTNERS

American Red Cross  
Deposit Insurance Corporation  
Federal Trade Commission  
Internal Revenue Service  
Library of Congress  
St. Jude Children's Research Hospital

## UNIVERSITIES AND MUSEUMS

Amon Carter Museum of  
American Art  
Art Institute of Chicago  
Columbia University  
Dallas Museum of Art  
Los Angeles County Museum of Art  
Millport Conservancy –  
Franklin & Marshall College  
National Baseball Hall of Fame Museum  
National Portrait Gallery  
Rock and Roll Hall of Fame Museum  
Smithsonian Institution  
Stanford University  
Texas A&M University  
Toledo Museum of Natural History

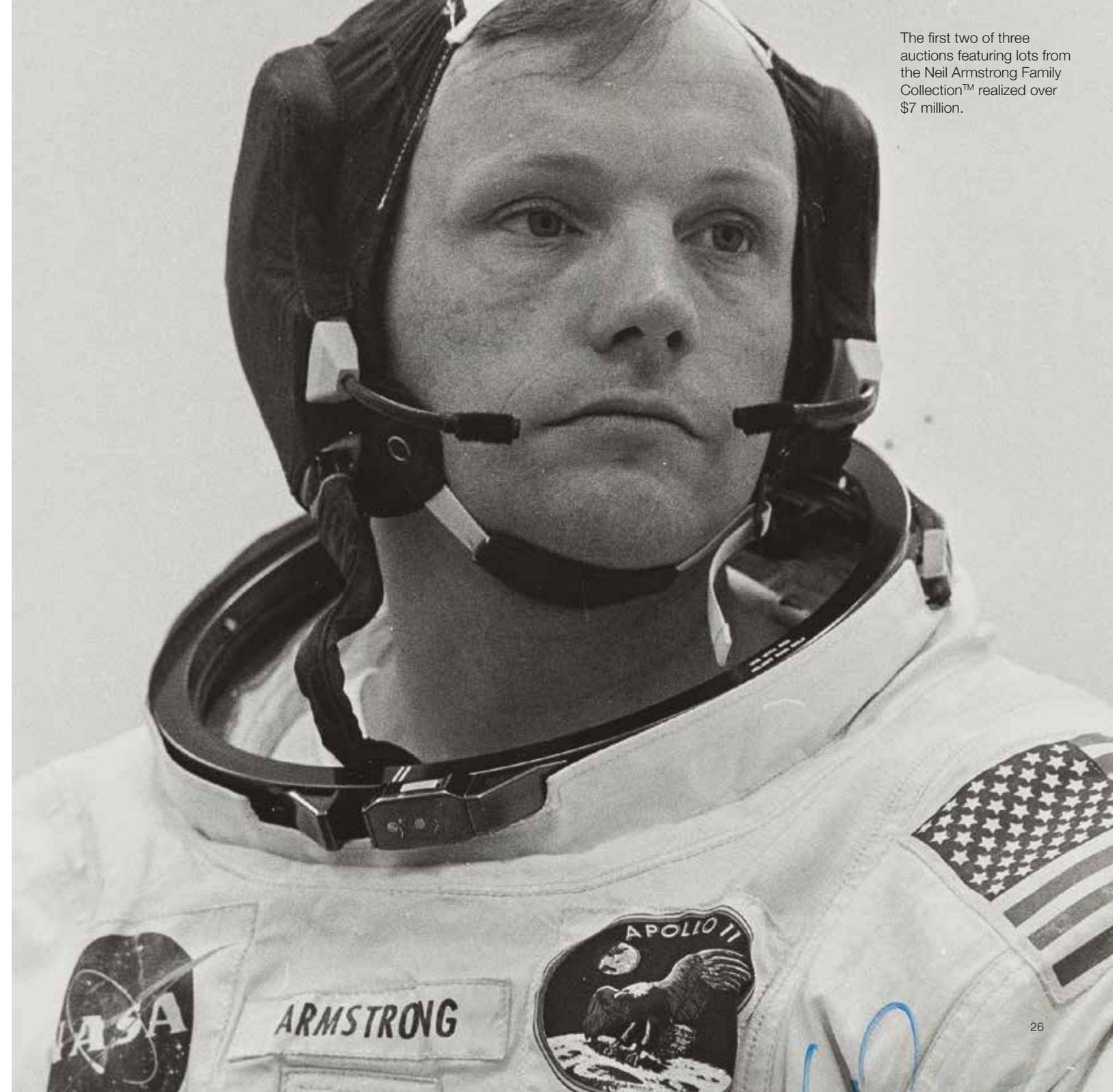
## CELEBRITY COLLECTIONS AND ESTATES

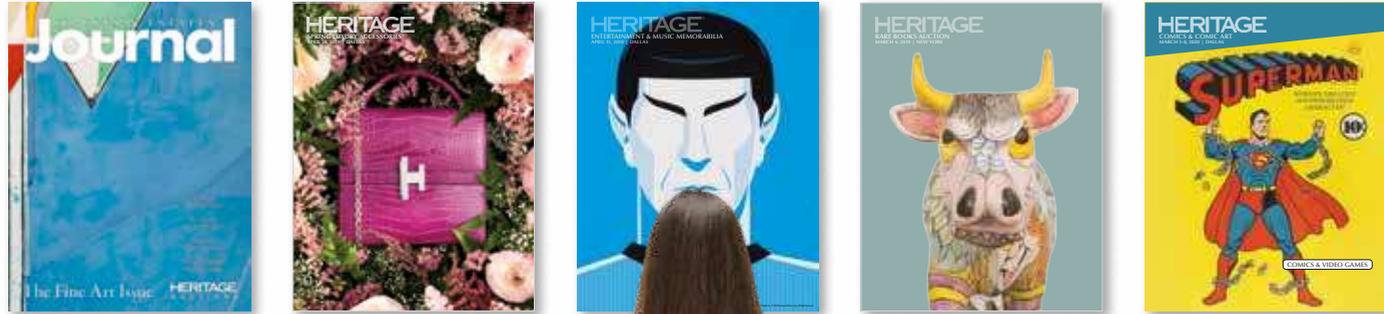
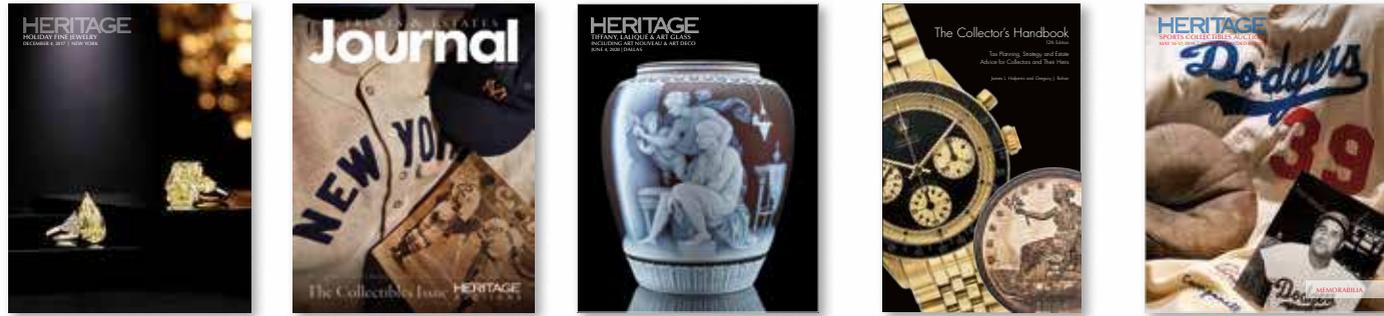
Buddy Holly  
James Naismith  
Jane Fonda  
John Wayne  
Lana Marks  
Malcom Forbes  
Max Factor  
Neil Armstrong  
Nicholas Cage  
Nicole Miller  
Peter Fonda  
Shirley Temple  
Stan Lee  
Sylvester Stallone  
John Steinbeck  
Whitney Houston  
Zsa Zsa Gabor  
John Steinbeck

Time Warner



The first two of three auctions featuring lots from the Neil Armstrong Family Collection™ realized over \$7 million.





# HERITAGE AUCTIONS PUBLICATIONS

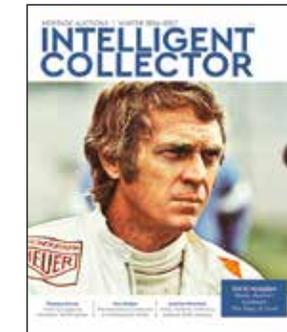
## HERITAGE AUCTIONS SIGNATURE CATALOGS

Collectors eagerly anticipate each of our award-winning auction catalogs, produced in-house and lauded for expertly written lot descriptions and top-quality photographs. Each book serves as a collectible auction catalog and reference for scholars, students and collectors.



## HERITAGE MAGAZINE FOR THE INTELLIGENT COLLECTOR

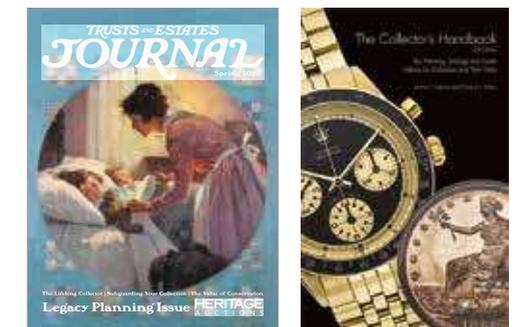
*Heritage Magazine for the Intelligent Collector* is the award-winning publication of Heritage Auctions, with a distribution of over 100,000 to important clients, dealers, professional advisors and institutions. Each issue features current works, collections sold through Heritage, and thought-provoking collector interviews and content. The magazine showcases the world's most enduring objects of value and people who collect them.



## TRUSTS & ESTATES PUBLICATIONS

The *Heritage Trusts & Estates Journal* is produced biannually and designed to provide up-to-date news and commentary on estate planning topics, trust and estate management and collection advisory. To receive a complimentary copy of *The Trusts & Estates Journal*, please email [HeritageEstates@HA.com](mailto:HeritageEstates@HA.com).

*The Collector's Handbook* will help you protect your investment and includes the most recent federal tax law changes and new information on collectibles and charitable planning. Whatever your motivations for collecting, this book will help make you a more intelligent collector.





DALLAS



NEW YORK



BEVERLY HILLS



CHICAGO



SAN FRANCISCO



PALM BEACH



LONDON



AMSTERDAM



HONG KONG

# LOCATIONS

## DALLAS

2801 W. Airport Freeway  
Dallas, Texas 75261-4127  
214.528.3500

## PALM BEACH

250 Royal Palm Way  
Suite 307  
Palm Beach, Florida 33480  
561.693.193

## NEW YORK

445 Park Avenue  
New York, New York 10022  
212.586.3500

## LONDON

6 Shepherd Street  
London, Mayfair W1J 7JE, UK  
+44 (0)207 493 0498

## BEVERLY HILLS

9478 West Olympic  
Beverly Hills, California 90212  
310.492.8600

## AMSTERDAM

Energieweg 7, 3401 MD  
IJsselstein, Nederlands  
+31-(0)30-6063944

## CHICAGO

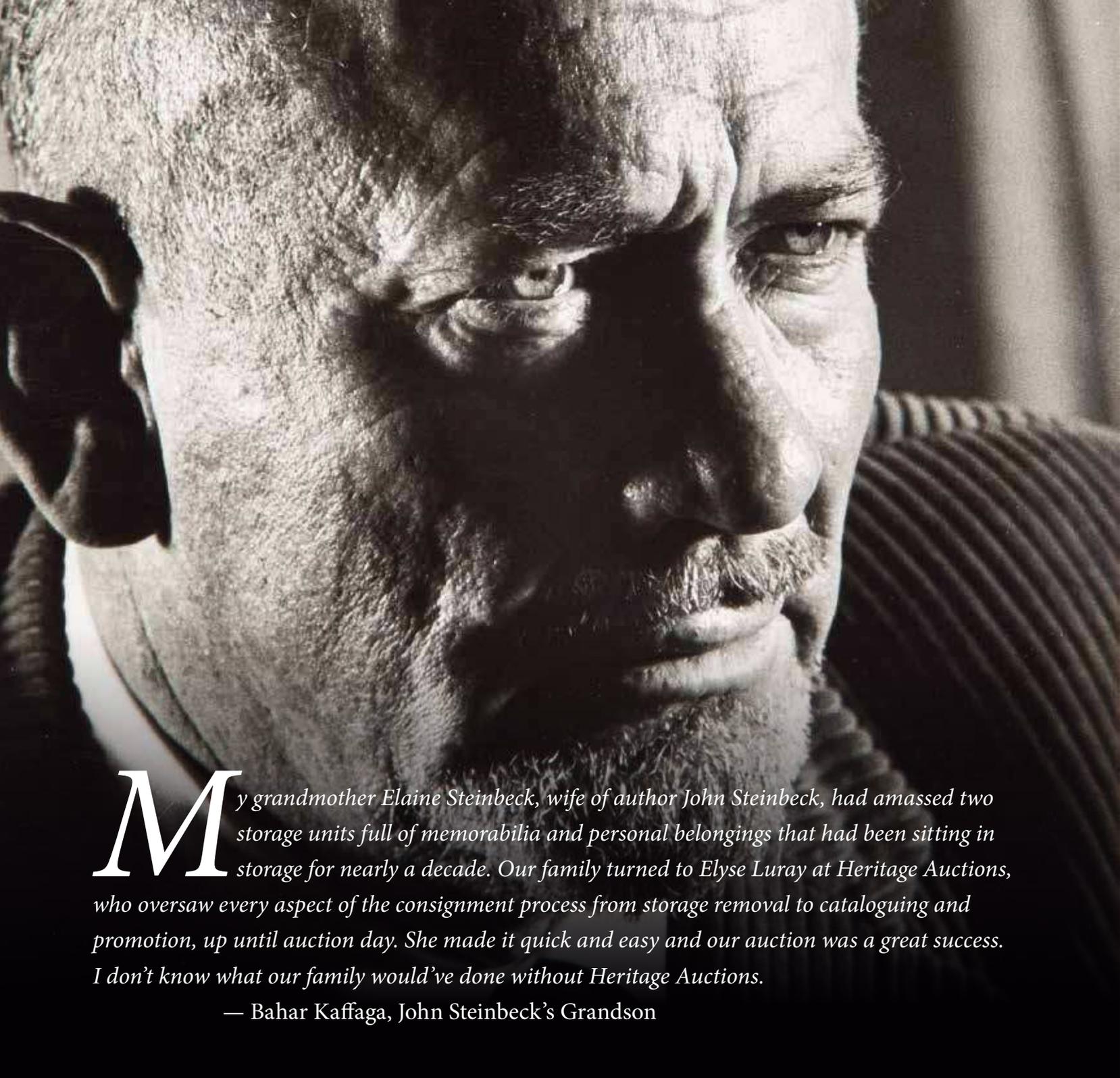
215 West Ohio Street  
Chicago, Illinois 60654  
312.260.7200

## HONG KONG

Unit 1105, 11/F  
Tower One, Lippo Centre  
89 Queensway Road, Hong Kong  
+852-2155 1698

## SAN FRANCISCO

478 Jackson Street  
San Francisco, California 94111  
415.777.4867



***M**y grandmother Elaine Steinbeck, wife of author John Steinbeck, had amassed two storage units full of memorabilia and personal belongings that had been sitting in storage for nearly a decade. Our family turned to Elyse Luray at Heritage Auctions, who oversaw every aspect of the consignment process from storage removal to cataloguing and promotion, up until auction day. She made it quick and easy and our auction was a great success. I don't know what our family would've done without Heritage Auctions.*

— Bahar Kaffaga, John Steinbeck's Grandson



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LONDON | PARIS | GENEVA | AMSTERDAM | HONG KONG