

Heritage Auctions Journal

For Trusts and Estates Advisors

FIRST ISSUE // 2016

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STALLONE

THE AUCTION

DECEMBER 18-20, 2015
LOS ANGELES

Sells for over \$3 Million with 98.5% of the lots sold!



See inside this edition of the Trusts & Estates Journal for some of the highlights from "Stallone – The Auction"!

**HERITAGE IS A PROUD SPONSOR OF THE 50TH ANNUAL
HECKERLING INSTITUTE ON ESTATE PLANNING.**

Join us for a welcoming cocktail reception on
Sunday, January 10th from 2-6pm in the conference
center atrium – and visit us at our booth!

STALLONE

THE AUCTION

DECEMBER 18-20, 2015
LOS ANGELES

A Sylvester Stallone Personal
Black Leather Jacket from "Rocky."
Sold for: \$149,000

Props and costumes from famous films such as "Rocky," "Rambo" and "The Expendables" were sold to fans for a combined total of \$3+ million in three public auction sessions conducted by Heritage Auctions in Los Angeles and online, Dec. 18-20, 2015; a portion of the proceeds are going to charity.

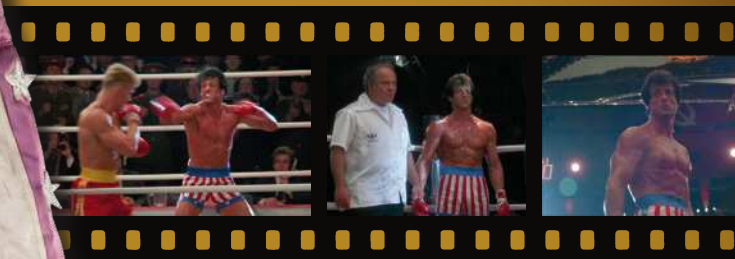
Enthusiastic fans of international superstar Sylvester Stallone placed more than \$3 million in winning bids in person, by phone and online from around the world in Stallone – The Auction, Dec. 18-20, 2015, across three days on hundreds of his iconic costumes, props and personal items conducted by Heritage Auctions in Los Angeles.

Stallone attended the opening hours of the first two sessions of the auction. A portion of the proceeds from the auction will be donated by Stallone to various charities that assist military veterans and wounded servicemen and servicewomen as well as The Motion Picture and TV Country House and Hospital.

The top lot in the auction was the iconic black leather jacket that Stallone wore as Rocky Balboa in the beloved, award-winning first "Rocky" movie, which established Stallone as an international superstar. It was the subject of spirited bidding for several minutes before finishing at \$149,000.



"The leather jacket Mr. Stallone personally owned and then wore as a costume in the first 'Rocky' movie was expected to sell for \$75,000 but was bid to \$149,000," said Greg Rohan, President of Heritage Auctions. "It's a true piece of Hollywood history, so emblematic of the character and the times. It's not surprising to see fans moved to bid like this for such an iconic costume."



A Pair of Boxing Trunks from "Rocky IV."
Sold for: \$57,500



"Rambo's" Iconic M65 Army Jacket
from "First Blood."
Sold for: \$45,000

Hollywood memorabilia related to Stallone's Rambo film series and other movies also were popular, especially when it came to the items worn by Stallone in the first installment of the film series, "First Blood."

Stallone briefly addressed the audience at the start of the auction, posed for photos with fans and then stayed through several hours of the first day's bidding.

"The memorabilia I have has been used and been a part of my life for, kind of hard to admit this, well over 40 years," he said. "It's been in my possession and I've fond memories attached to just about every object. There comes a point, though, when I think that I've used these objects enough and have created enough memories that I can let them go."



LIZ CLAIBORNE AND ARTHUR ORTENBERG

Heritage Auctions is pleased to be offering more than 30 lots of Tribal and American Indian art from the Estate of Arthur Ortenberg in its spring sale of Ethnographic Art.

Arthur was the devoted husband and business partner to renown fashion designer, Liz Claiborne. Liz was one of the most influential of American designers, but she and Arthur spent many years working on environmental and wildlife conservation issues through their foundation, the Liz Claiborne and Art Ortenberg Foundation, which in turn sparked their interest in all ethnographic art. It is clear that these art works were collected with a keen eye for art and design as well as a passion for the people and places from which they hail.

Included in their collection are WAJA shoulder masks, a Dogon female figure, carved spoons, a Socorro black and white storage jar, a Navajo second phase variant chief's style weaving, an Anasazi black on white bowl, various masks and many more examples of Tribal and American Indian Art.

The pieces for auction reflect their years of exploration and love of native art. It was while traveling on safari in 1987 that Liz Claiborne and Art Ortenberg, learned of the plight of the African



elephant. That poachers were slaughtering elephants in order to supply the illicit trade in ivory literally redirected this husband and wife duo from the fashion world to the fight to save wildlife. Their second career – the mission to save wildlife – was a cause they would remain dedicated to for the rest of their lives.

The Liz Claiborne and Art Ortenberg Foundation generously awards grants to those involved in their cause, both at the grassroots and global levels. In fact, animals on four continents,

including North America, have benefited from their tenacious work. In Africa alone, their money and efforts have helped save chimps, gorillas, tigers, jaguars and lions.

The Foundation is also actively involved in conservation in the United States. In their beloved state of Montana and other Western states, they have funded a host of projects, including educating adults on conservation and environmental issues and children on their cultural and natural heritage.

BUT IT WAS MY GREAT-GRANDMOTHER'S ...

BY ELYSE LURAY

The phone call always starts out the same way. The party calling confidently claims, "I have a few antiques that have been in my family forever. They are old and must be worth a fortune." I, in turn, have to break the bad news and explain that while some of the items might have value, they are unlikely to be worth what the person thinks, especially if the item is china, crystal or a piece of furniture.

There are many factors why but the simplest explanation is taste. Today's younger collector wants sleeker, cleaner looks. Another factor is lifestyle. People entertain differently now than they did fifty years ago. People are more casual in their approach to dining. Fine china, sterling silver flatware, large punch bowls, demitasse and oversized candelabras are

less likely to be seen at a dinner party.

In addition, the baby boomer generation (ages 50 to 69 and account for 76 million Americans) is down-sizing and flooding the market with heirlooms. Lastly, technology has exposed buyers to more choices and created competition. The internet has dramatically changed the landscape for collecting, appraising and educating.

Thirty years ago people searched flea markets, antique shows, sale ads and attended auctions. Today we no longer travel. Instead we log on. Auction house websites, Ebay, Craigslist and specialty sites have altered the way we collect. Plus, the supply has increased significantly while the demand for certain antiques has not. An example of this is



Eleven Lenox Gilt Cobalt Blue Porcelain Plates sold for just \$717

Lladro porcelain. Decades ago, people would travel to Spain hunting for the perfect figurine and high-end retail stores sold Lladro exclusively. A recent search showed over 15 thousand pieces of Lladro listed on Ebay and Etsy combined – the vast majority of which reflected greatly reduced prices on the secondary market. Heritage Auctions has only sold 5 lots of Lladro in the last few years.

China (dining porcelain) has taken the biggest hit. The first question a buyer always asks is "Do you have a complete set, without chips, cracks and paint loss to the plates?" Since most of us have used our china for generations, condition and quantity are often adversely affected. And there can be a big price difference between a mint set of china for 12 and a chipped set of china for 24.

Lenox, although still collectible and desirable as a brand, is an example of how older pieces have increased dramatically in value. According to Lenox's website, by 1950 over half the dinnerware purchased in the United States had the Lenox stamp, which translated into many settings being passed down to younger generations. The Lenox Aristocrat pattern was produced from 1967 through 1993 and was one of the brand's most successful patterns. A Lenox Aristocrat dinner plate sells on replacement.com for \$75.00. Contemporary china, by comparison, sells for much higher prices. Interior designer Elad Yifrach launched a dinnerware line, L'OBJET in 2004, blending Limoges



A Reed and Barton Francis I Pattern Silver Serving Plate, Taunton, Massachusetts, designed 1907 - sold for only \$387.50 November 2015



George Nakashima (American, 1905-1990) Free-Edge Conoid Coffee Table, circa 1975 English walnut with East Indian rosewood butterfly keys sold for \$35,000 in the Heritage October 2015 20th and 21st Century Design Signature Auction.

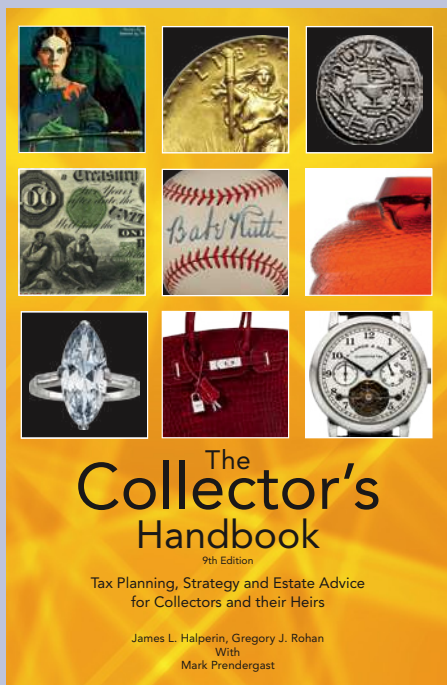
porcelain and antique techniques with a modern design. One plate, with a gold border similar to the Lenox Aristocrat pattern sells for \$280.00, more than double the price of an antique plate. Today's buyers are investing in china that is dishwasher and microwave safe with a modern flare.

The same is true for crystal. The interest in fine crystal and cut glass is just not what it was 50 to even 20 years ago.

Furniture values also have changed dramatically. Mid-century modern furniture is replacing continental furniture. For example, people no longer want a heavy, large, and ornately-carved brown buffet. Instead, they want a modern credenza that blends style and utility. In fact, it is common at auction for a sixty-year-old Henredon dining set with 8 chairs to sell for approximately \$2,500, while Nakashima furniture from the 1960's can sell for many thousands.

Have no fear though. Not everything is going down in value. Coins, jewelry, watches, fine art, comics, sports memorabilia, and even a high-end handbag can bring significant money at auction. Condition and rarity come into play when determining their value.

Try and think out of the box as well. Recently, Heritage auctions sold a domain name with just two letters (nl.com) for \$575,000. You simply never know what the future will bring!



THE COLLECTOR'S HANDBOOK

The 9th Edition is newly revised and updated with related stories from Heritage experts and new sections.

Do you or your client own a significant collection of art, antiques, coins or collectibles? The Collector's Handbook is an award winning, step-by-step guide to estate planning for collectors. From record keeping and taxes to the best methods for maximizing proceeds, this beneficial primer provides a comprehensive overview of the logistical elements related to the assembly, maintenance, and dispersal of collections. Certain chapters also have "Tips for Heirs" sections to aid non-collectors in avoiding common pitfalls after inheriting a collection.

Email your contact information to Estates@HA.com and we will mail you up to 10 free copies of The Collector's Handbook (value \$15 each), which you can use for your own reference or give to your clients with collections.



THIS IMPORTANT PASTEL BY THE LATE ARTIST FRANK REAUGH IN 1893 TITLED "TESTIMONIAL PROVIDED BY A TO Z ESTATE SALES OF NORTH TEXAS

This pastel was brought over to the house by our client the night before the estate sale began. Our client left this piece among many other items in a small dimly lit hallway. When we arrived the morning of the sale to set up our register and do a few last minute pricings we found this beautiful pastel. We knew right away that it was something special and after a couple of seconds of research we grabbed the phone and called Heritage Auctions for a second opinion. We were referred to Atlee Phillips, the Director of Texas Art. With our client's permission we took the landscape to Heritage Auctions to solicit their expertise! At first sight Atlee was doubtful

but hopeful of its authenticity; she took possession of the art and insured it for \$40k. It was authenticated quickly which increased the expected value to \$60k or more; none of us would have imagined the auction would have brought as much as it did! Atlee was wonderful in marketing this work of art and getting it the attention that Mr. Reaugh deserves.

We asked our client the history of this pastel; however what he knew about it was minimal. From what he could remember his late wife had owned it for years; although how it came into her possession



“THE SHEEPHERDERS CAMP” SOLD AT HERITAGE AUCTIONS IN 2015 FOR \$437,000.

was unknown. All her husband knew was that it wasn't his taste so he decided to have us sell it. Of course, he never dreamed it was worth more than a few hundred dollars. Thankfully he allowed us to consign the piece through Heritage as we were well aware of the fact that we would not have an estate sale customer walk in the door and spend \$60k much less over \$400k!

We are very grateful to Heritage that they did such a wonderful job in finding this beautiful work a new owner. Atlee Phillips was knowledgeable and professional throughout our experience. I

have no doubt that if it wasn't for her marketing strategies and her knowledge in the world of Texas art the Reaugh would not have been as successful as it was; and for that our company and our client are forever grateful.

Sincerely,
Amanda and Jason Bufford
A to Z Estate Sales of North Texas

ALL ABOUT APPRAISALS:

HAPPY ANNIVERSARY!

BY MEREDITH MEUWLY, ISA CAPP

As Heritage Auctions Appraisal Services, Inc. celebrates its 6-year anniversary, I wanted to share a few of my very favorite things that I have had the privilege to appraise over the years. I've had the great pleasure of valuing multimillion-dollar fine art exhibitions to 1-dollar alarm clocks, and almost everything in

between. I've worked with important collections in all 40 of Heritage's specialist categories, meeting the most interesting collectors, advisors, trustees, curators, and even a few celebrities along the way. I've dried many tears during divorce appraisals, held many hands during estate tax appraisals, and

celebrated the greatest joys uncovering new masterpieces. I truly love my job with all its quirks and eccentricities, and I feel privileged to be in a position working with fabulous colleagues who never fail to teach me something new every day. Now on to my favorite things!



Very Fine Commercially Produced 14th New Hampshire Forage Cap
Sold for \$20,000 December 2014

From the Estate of Stephen Saathoff, this collection of Civil War memorabilia was fascinating in its breadth and depth of memorabilia. As a Southerner and the daughter of a Civil War history buff, I was indoctrinated from an early age with stories of the brave soldiers in gray. While researching this collection, I learned even more about American history through the equally brave soldiers in blue.

1887 The Sporting Life Official Game of Baseball
Sold for \$6,573 May 2013

One of the most interesting collections I've helped to appraise is the Dr. Mark Cooper Collection of Vintage Baseball Games. With many items being the only known example of its kind, this appraisal was an exciting adventure into the early history of America's pastime. The only downside was that I wasn't allowed to play with them!





Robert Motherwell, *Untitled*
(Ochre with Black Line, 1972-73/1974)
Sold for \$965,000 October 2015

My first interaction with this work began several years ago with an insurance appraisal. I was immediately spellbound and felt an instant connection with the work. To see it sell at auction and find a wonderful new home was one of my proudest days.



A Tiffany & Co. Silver and Silver Gilt Footed Center Bowl
Sold for \$11,250 December 2012

From the Collection of Wyatt C. and Mildred S. Hedrick came a large collection of Tiffany silver serving dishes in the Chrysanthemum pattern, including this footed center bowl. Wyatt Hedrick was a prominent architect in the 1920s-50s and amassed an impressive collection of fine silver with his wife Mildred. I can't imagine how glittering the Hedrick's home must have been during the holidays as they set the table with magnificent silver pieces.



The first six years of the Appraisal Services department have been an exciting challenge, and I'm confident the next six years will be even better as I work with you and your special collections.

For a confidential consultation, contact Meredith Meuwly, Director of Appraisal Services, at MeredithM@HA.com or 214-409-1631.

HERITAGE[®]

LUXURY REAL ESTATE AUCTIONS

LUXURY REAL ESTATE AUCTIONS PROVIDE SELLERS OF PROPERTIES VALUED AT \$2 MILLION AND ABOVE THE PERFECT ALTERNATIVE TO TRADITIONAL METHODS OF SELLING HIGH-END HOMES AND ESTATES.

As interest in real estate auctions increases, the benefits of buying and selling homes at auction are becoming clearer. Our experts have detailed below some of the overlooked benefits of buying and selling at auction.

Auctions are beneficial for tactful and savvy sellers and buyers alike. Our method offers buyers access to one of a kind properties and enables sellers to enjoy the most efficient and financially rewarding approach to selling their property.

Competitive bidding achieves true market value. Unlike traditional listings, an auction captures the market for a given property and buyers determine the selling price. Our wide-reaching marketing campaigns bring together an interested pool of international buyers and sellers based on the qualities of each individual property. Sellers will know they have captured the market and left no stone unturned and buyers understand they will pay the best value possible

when bidding against a group of qualified buyers.

The auction process offers a timely and cost effective way to sell your property.

While a luxury property listing remains on the current market an average of 3 to 5 years, the auction process produces much faster results. From consignment to closing, the property will be sold within 90 days. Auctions are also more cost effective than traditional real estate transactions, enabling us to offer attractive referral incentives.

Realtors are part of the process. Agents are encouraged to participate, with no loss or sacrifice of commission structure on their part. Informed agents are integral to the Heritage process. Experienced agents can help interested buyers understand the process and evaluate the property. Heritage's Directors have fostered many broker relationships and share their wealth of knowledge and expertise with their sellers and buyers.

Real Estate Auctions with Heritage are simple, efficient and transparent. From start to finish, the luxury real estate team will work with both buyers and sellers to ensure they experience none of the stress and complications that often come with traditional home sales. Our team provides due diligence packages, which include fully detailed information on the property from third party expert inspection reports to tax records, all the way down to architect's drawings. We pride ourselves on the transparency of our bidding procedures and we work with each buyer individually to make sure they understand the value of the property.

Do your clients have a one-of-a-kind luxury property they need to sell? Are they interested in purchasing a specific type of property that may not be available on the primary market? Contact us today to learn more about buying and selling luxury real estate with Heritage Auctions.

Call 855.261.0573 or email LuxuryEstates@HA.com.

For a free evaluation of your client's luxury property, visit HA.com/SellHome.



Sunrise Falls, a Catskills New York Estate, recently sold through Heritage Luxury Real Estate auctions for \$3,400,000.

WE ARE PACKING OUR BAGS AND ONCE AGAIN HOLDING OUR ANNUAL REGISTRATION RECEPTION!



Judith Leiber Full Bead Brown & Pink Cocktail Party Minaudiere Evening Bag sold for \$2,250 as part of our October 9th "The Art of Judith Leiber Luxury Auction" which featured 500 bags by the designer.

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*Heritage is a proud sponsor of the 50th
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Fancy Yellow Diamond, Diamond, Platinum, Gold Ring
Sold for: \$365,000 December 7, 2015



VALUATIONS – IN THE – VAULT

WITH HERITAGE AUCTIONS

We encourage all trust officers, estate professionals and wealth managers to take the opportunity to review with your clients their complete asset portfolio, including the tangible assets that may, at first glance, not appear to have value. This gives you the opportunity to discuss new products on the market and include any "hidden" assets that may be viable sources of liquidity or secured investment. Many clients fail to consider items that are languishing in safety deposit boxes, such as coins and jewelry, for their investments or estate plans. This is often due to outdated appraisals and misconceptions of true market values. With this in mind, Heritage Auctions offers a unique concierge-style service called "Valuations in the Vault", providing one-on-one private verbal appraisals, free of charge to your clients.

Heritage will produce a professional invitation for you to mail to your clients for free verbal appraisals right in their own bank vault. During appointments over the course of a day or two, Heritage's knowledgeable experts will meet with your clients to discuss an accurate and current valuation for their coins, currency, jewelry, timepieces and other related items. Should written appraisals for insurance or tax purposes be requested, we will provide the costs and timeline for delivering the necessary USPAP and IRS complaint documents.

All valuations can be done in a private, confidential manner at the bank so that property does not need to be transferred or ever taken out of the security of their own trusted bank. This unique service will assist your clients in their financial and estate planning and be a great benefit that you can offer with minimal expense. Heritage is willing to provide our expert appraisers for appointments in major cities throughout the United States and we will also produce the stylish mailing with the specific details of your personalized event. The only expense for you will be the postage for the confidential mailing of the invitation to your clients.

For more information on offering a "Valuations in the Vault" event or to schedule a private appointment for one of your clients with our experts, please contact Mark Prendergast (713) 899-8364 or Carolyn Mani (310) 492-8614.

Upcoming Auctions

Numismatic Auctions	Location	Auction Dates	Consignment Deadline
World & Ancient Coins (NYINC)	New York	January 3-4 & 10, & 12-13, 2016	Closed
U.S. Coins & U.S. & World Currency (FUN)	Tampa	January 6-12, 2016	Closed
U.S. Coins	Long Beach	February 3-8, 2016	Closed
U.S. Coins (ANA)	Dallas	March 3-7, 2016	January 19, 2016
World Coins (CICF)	Chicago	April 13-19, 2016	February 22, 2016
U.S. Coins & U.S. & World Currency (CSNS)	Chicago	April 27-May 3, 2016	March 7, 2016
Fine & Decorative Arts Auctions	Location	Auction Dates	Consignment Deadline
Fine & Decorative Arts including Estates	Dallas	February 20, 2016	Closed
20th & 21st Century Design	Dallas	May 17, 2016	March 7, 2016
Fine Silver & Objects Of Vertu	Dallas	April 12, 2016	February 9, 2016
Illustration Art	Dallas	April 26, 2016	February 18, 2016
Photographs	Dallas	April 30, 2016	February 22, 2016
Modern & Contemporary Art	New York	May 2, 2016	February 24, 2016
American Art	Dallas	May 7, 2016	February 29, 2016
Texas Art	Dallas	May 21, 2016	March 14, 2016
Nature & Science	Dallas	June 2, 2016	March 29, 2016
American Indian Art	Dallas	June 11, 2016	April 6, 2016
European Art	Dallas	June 24, 2016	April 18, 2015
Fine & Decorative Arts including Estates	Dallas	June 25, 2016	April 18, 2016
Lalique & Art Glass	Dallas	Fall 2016	September 1, 2016
Memorabilia & Collectibles Auctions	Location	Auction Dates	Consignment Deadline
Comics & Original Comic Art	Dallas	February 18-20, 2016	Closed
Entertainment & Music	Dallas	February 20, 2016	Closed
Sports - Platinum Night®	New York	February 20-21, 2016	Closed
Vintage Movie Posters	Dallas	March 26-27, 2016	February 2, 2016
Guitars & Musical Instruments	Dallas	March 26, 2016	February 3, 2016
Musical Instruments (Rudolf Rock Collection)	Dallas	May 6, 2016	March 15, 2016
Sports	Dallas	May 12-14, 2016	March 21, 2016
Entertainment & Music	Dallas	Summer 2016	Spring 2016
Animation Art	Dallas	December 15, 2016	November 1, 2016
Historical Collectibles Auctions	Location	Auction Dates	Consignment Deadline
Americana & Political	Dallas	February 27, 2016	January 6, 2016
Texana	Dallas	March 12, 2016	January 20, 2016
Historical Manuscripts	New York	April 5, 2016	February 12, 2016
Rare Books	New York	April 6, 2016	February 15, 2016
Space Exploration	Dallas	May 20, 2016	February 15, 2016
Civil War & Militaria	Dallas	June 11-12, 2016	April 20, 2016
Arms & Armor	Dallas	June 11-12, 2016	April 20, 2016
Luxury Lifestyle Auctions	Location	Auction Dates	Consignment Deadline
Luxury Accessories	Dallas	February 8, 2016	Closed
Fine & Rare Wine	Beverly Hills	March 12, 2016	February 8, 2016
Fine Jewelry & Luxury Accessories	New York	April 18-19, 2016	February 16, 2016
Timepieces	New York	May 26, 2016	March 25, 2016
Luxury Real Estate	TBD	Spring 2016	February 16, 2016
Domain Names	Location	Auction Dates	Consignment Deadline
Domain Names	Dallas	August 2016	July 15, 2016

HA.com/Consign • Consignment Hotline 877-HERITAGE (437-4824) • All dates and auctions subject to change after press time. Go to HA.com for updates.

HERITAGE INTERNET-ONLY AUCTIONS with Live Sessions

Comics – 6PM CT Sundays

Movie Posters – 6PM CT Sundays

Sports – 10PM CT Sundays (Extended Bidding)

U.S. Coins – 7PM CT Sundays & Tuesdays

Currency – 7PM CT Tuesdays

Luxury Accessories – 9PM CT Tuesdays

Timepieces & Jewelry – 8PM CT Tuesdays

Nature & Science – 10PM CT Thursdays

Rare Books & Autographs – 8PM CT Thursdays

World Coins – 8PM CT Thursdays

Wine – 10PM CT 2nd Thursdays

Monthly World Coins – 8PM CT final Sundays

Auctioneer licenses: TX: Paul R. Minshull #16591. CA Bond: Paul R. Minshull #LSM0605473;

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HERITAGE SPONSORED EVENTS WINTER/SPRING 2016

50th Annual Heckerling Institute on Estate Planning

January 10 to 15, 2016

Orlando World Center Marriott
Orlando, Florida

law.miami.edu/heckerling

Fifth Annual Institute on Tax, Estate Planning and the Economy

January 26 to 28, 2016

Society Of Trust And Estate Practitioners
(STEP) and the University of California,
Los Angeles (UCLA) School of Law
Fairmont Hotel
Newport Beach, California
STEP.org

New York State Bar Association 139th Annual Meeting

January 25 to 29, 2016

New York Hilton Midtown
New York, New York
NYSBA.org

The American College of Trust & Estate Counsel 2016 Annual Meeting

March 14 to 20, 2016

Bellagio Hotel
Las Vegas, Nevada
ACTEC.org

Wealth Management & Trust Conference

Texas Banker Association
April 6 to 8, 2016

Grand Hyatt
San Antonio, Texas
TexasBankers.com/trust

International Society of Appraisers Assets 2016 Conference

April 15 to 18, 2016

Hilton Fort Worth
Fort Worth, Texas
ISA-Appraisers.org

NEED AN INTERESTING SPEAKER?

Heritage is pleased to provide speakers for all types of client or professional seminars, estate planning councils, CLE credit or patron events. Mark Prendergast, Director of Trusts & Estates, regularly presents illustrated talks on topics ranging from IRS regulations in proper appraisal practices to fascinating stories of how treasures make their way from attics to the auction block.

Please contact our Trusts & Estates Department to discuss having an appropriate expert present to your next function or meeting, nationwide.

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For Trusts and Estates Advisors

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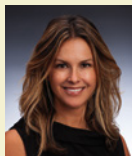
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Items you presently collect
 or have collected in the past
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American Indian Art	<input type="checkbox"/>	<input type="checkbox"/>
Arms & Armor	<input type="checkbox"/>	<input type="checkbox"/>
Automobilia	<input type="checkbox"/>	<input type="checkbox"/>
Civil War & Militaria	<input type="checkbox"/>	<input type="checkbox"/>
Comics & Comic Art	<input type="checkbox"/>	<input type="checkbox"/>
Domain Names & Intellectual Property	<input type="checkbox"/>	<input type="checkbox"/>
Entertainment & Music Memorabilia	<input type="checkbox"/>	<input type="checkbox"/>
Fine & Decorative Arts	<input type="checkbox"/>	<input type="checkbox"/>
Fine & Rare Wines	<input type="checkbox"/>	<input type="checkbox"/>
Fine Jewelry & Timepieces	<input type="checkbox"/>	<input type="checkbox"/>
Luxury Accessories	<input type="checkbox"/>	<input type="checkbox"/>
Luxury Real Estate	<input type="checkbox"/>	<input type="checkbox"/>
Modern & Contemporary Art	<input type="checkbox"/>	<input type="checkbox"/>
Nature & Science	<input type="checkbox"/>	<input type="checkbox"/>
Rare Books & Manuscripts	<input type="checkbox"/>	<input type="checkbox"/>
Rare Coins & Currency	<input type="checkbox"/>	<input type="checkbox"/>
Silver & Vertu	<input type="checkbox"/>	<input type="checkbox"/>
Space Exploration	<input type="checkbox"/>	<input type="checkbox"/>
Sports Collectibles	<input type="checkbox"/>	<input type="checkbox"/>
Texana	<input type="checkbox"/>	<input type="checkbox"/>
Vintage Guitars & Musical Instruments	<input type="checkbox"/>	<input type="checkbox"/>
Vintage Movie Posters	<input type="checkbox"/>	<input type="checkbox"/>
Other (Please List)	<input type="checkbox"/>	<input type="checkbox"/>
	<input type="checkbox"/>	<input type="checkbox"/>
	<input type="checkbox"/>	<input type="checkbox"/>
	<input type="checkbox"/>	<input type="checkbox"/>

Items you have considered
 collecting but never have
 (check all that apply):

What is the nature of your practice?

- ☐ Attorney ☐ Bank/Trust Officer
☐ Financial Advisor ☐ Collections Manager/Advisor
☐ Other (Specify) _____

Do you have clients with pending or potential estate tangible property to sell and would like a Heritage sale proposal?

- ☐ Yes ☐ No

Would you like further information about Heritage Appraisal Services?

- ☐ Yes ☐ No

Tell us about your typical client:

Age group:

- ☐ Under 35 ☐ 50-65
☐ 35-50 ☐ 65+

Have you worked with Heritage or another auction house in the past?

- ☐ Yes ☐ No

IMPORTANT: To qualify, you must sign this card,
 date, and provide the requested information.

☐ **YES!** I want to receive a **FREE** subscription
 to the ***Heritage Auctions Journal For Trusts
 and Estates Advisors***.

☐ **YES!** I want to receive a **FREE** subscription
 to ***Heritage's Magazine for the Intelligent
 Collector®***.

☐ No, thank you

Signature _____

Date _____

Name _____

Company _____

Street _____

City _____

State _____ ZIP _____

Telephone # _____

Email address _____

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