LIKE-KIND EXCHANGES FOR ART & COLLECTIBLES
BY CHAD SCHLEICHER, BUSINESS DEVELOPMENT MANAGER, ACCRUIT LLC

LIKE-KIND EXCHANGES FOR ART & COLLECTIBLES

ONCE AGAIN IT IS THAT DREADED TIME FOR MOST—TAX TIME. WE START COMPILING OUR RECEIPTS, ORGANIZING OUR ASSETS, AND TRYING TO REMEMBER WHAT WE DID OVER THE PAST YEAR. WE ARE FORCED TO REALIZE THAT THERE AREN’T A LOT OF OPTIONS WHEN IT COMES TO DEFERRING OR ELIMINATING TAXES.

For collectors, one powerful option to consider involves Like-Kind Exchanges (LKEs), also known as 1031 Exchanges. Which are commonly known through their use in Real Estate transactions. LKEs can be used across a wide variety of transactions, including those involving tangible, depreciable personal property such as, trucks, tractors, office equipment, restaurant equipment, etc. LKEs can also work with collectibles, such as art, antiques, metals, gems, coins, stamps and fine wine.

What is a Like-Kind Exchange or 1031 Exchange?
Section 1031 provides that gain or loss is not recognized when property held for productive use in trade or business, or for investment, is exchanged for like-kind property to be held for productive use in trade or business, or for investment¹.

Simply put, an LKE allows a taxpayer the ability to maximize cash flow by deferring capital gains tax on the sale of an asset that produced a taxable gain.

For example, a person buys a Norman Rockwell drawing for $100,000 with the intention to hold it as an investment. Three years later a buyer is willing to pay $250,000 for that same piece. The person sells the art and makes a $150,000 gain on the original investment. Collectibles are taxed at a maximum capital gain rate of 28%, rather than the typical, and more standard 15% capital gain rate. That means Uncle Sam gets $42,000 of that $150,000 gain, leaving the person with only $108,000.

Now let’s suppose, using that same example, that the individual wanted to...

¹Long, Jeremiah and Foster, Mary. Tax-Free Exchanges under §1031. Thompson Reuters.
sell the Rockwell but reinvest those funds into something else. If the individual follows the like-kind exchange rules and reinvests all the funds into a like-kind replacement asset, those capital gains taxes can be deferred until the person decides to sell the replacement asset at a later time. This allows the $150,000 to be re-invested into something else, like a more valuable Rockwell or other illustration artist’s work.

What does like-kind mean for Collectibles?
In Real Estate, the definition of like-kind is broad and can include everything from raw land, to an office building, rental homes and apartment complexes, to name a few examples. Collectibles, on the other hand, are much more narrowly defined, and collectors must understand the term like-kind as it pertains to the nature or character of property rather than its grade or quality. Therefore, an example of like-kind collectibles can include rare Mexican gold coins for rare Austrian gold coins, a Winslow Homer watercolor painting for a Georgia O’Keeffe watercolor painting and a Babe Ruth baseball bat for a Shoeless Joe Jackson baseball bat. Not considered like-kind would include gold bullion for silver bullion “silver and gold are intrinsically different metals and primarily used in different ways.” Numismatic coins for bullion coins. Numismatic type coins are determined by their age, number minted, history, art, etc. while bullion type coins are determined solely on the basis of their metal content.

With artwork it’s critical to understand each piece’s nature and character as the core in defining whether or not they are like-kind. Generally speaking, different pieces of media will not be considered like-kind to one another. An exchange that involves an oil painting for another oil painting will work, and an oil painting for a sculpture or lithograph will generally not.

How can I learn more?
Reach out to Heritage Auction’s Mark Prendergast (mprendergast@HA.com; 214.409.1632) or Karl Chiao (karl@HA.com; 214.409.1958) or contact Accruit’s Chad Schleicher (chads@accruit.com; 303-865-7334). Accruit and John Smith reach out to Accruit and discuss the like-kind exchange rules and regulations. John sells his coins at the Heritage auction, and the sale proceeds are transferred to Accruit (who acts as an unrelated third-party accommodator). Once John decides to reinvest the proceeds into a like-kind replacement, Accruit transfers all the proceeds to the seller of the replacement gold coins. In return, John Smith doesn’t pay the related capital gains tax and therefore, allows himself an interest-free source of capital to keep his collection growing.

Rarity, Desirability and Authenticity
Were the names of the game on Saturday night, Feb. 21, 2015 at Heritage Auctions’ New York “Platinum Night” Sports Auction, as more than $9.8 million worth of the world’s most extraordinary sports memorabilia changed hands inside the Fletcher-Sinclair Mansion while snow blasted Manhattan outside.

Considered the most significant Muhammad Ali document in existence, Ali’s 1966 letter to the Draft Board requesting religious exemption from conscription to serve in the Vietnam War. Sold for $334,600.

Using 1031 Exchanges, a collector can sell their Norman Rockwell drawing and replace it with a more valuable finished example, without paying capital gains taxes. This Rockwell preliminary drawing from 1949 for a Ford Motor Company Holiday card is coming up for sale during Heritage’s May 14-15th Illustration Art Auction in Beverly Hills.

A company like Accruit acts as the third party Qualified Intermediary (“QI”) who allows himself an interest-free source of capital to keep his collection growing. Description of the typical process.

The only known “Shoeless Joe” Jackson signed photograph authenticated by modern grading-services, found in a photo book that sat in a trunk at the end of a bed in a Cleveland, OH house — and was originally compiled by Cleveland newspaper photographer Frank W. Smith in 1911. Sold for $179,250.

With 2015 being the 50th anniversary of the most controversial event in sports history, both pairs of fight worn gloves from the famous “Phantom Punch” 1965 bout between Muhammad Ali & Sonny Liston sold for $954,000. The gloves come previously from the personal collection of George Russo, the then Boxing Commissioner of the State of Maine, who seized the boxing gloves following the controversial first round Liston knockout.

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DEALING WITH AN ESTATE COIN COLLECTION

BY SARAH MILLER

When we are tasked with valuing an accumulation of coins in a safe or bank vault, it is often what we might term a “mystery collection.” As most advisors and executors are not numismatists by trade or avocation, this pile of coins can be either a store of value or source of confusion. With some basic tenets of identifying scarce coins, however, we can begin to demystify the groups of coins that so often linger as part of an estate.

There are some basic rules of thumb to keep in mind when identifying whether an assortment of coins is glorified change or a valuable portion of an estate or a valuable portion of an estate or 

or a valuable portion of an estate or an assortment of coins is glorified change keep in mind when identifying whether there are some basic rules of thumb to begin to demystify the groups of coins be either a store of value or source of “mystery collection.” As most advisors vault, it is often what we might term a

DEALING WITH AN ESTATE

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estate might have some hidden gems of contain 90% silver and 10% copper, out any quarters, half dollars, dimes, and out loose US coins, foreign coins, and any boxed coin sets such as commemoratives or proof and mint sets.

Commemorative coins dated from the 1980s or later in their original US Mint packaging are most likely simply worth their gold and silver content, as only a few such sets are scarce enough to carry a premium. Produced in large numbers, these modern commemoratives are typically fairly common, with values for estate purposes being based on their melt value. This metal content can usually be determined from the paperwork enclosed in the original boxes, if still present, where the percentages of metal content are listed for ease of calculation.

Bullion coins, such as US Gold and Silver Eagles minted since 1986 or various modern world gold coins, are usually simply worth the metal they contain. The gold or silver content of such common coins—such as a Canadian Maple Leaf or a South African Krugerrand—is easily determined by an online search.

Proof and Mint Sets from 1965 or later are also quite common. In most cases, unless a special edition minted in silver, such sets are common enough to be valued at $10 or less each.

Silver US coinage may also be a source of value in an accumulation. In a pile of loose (“raw”) coins, you can typically sort out any quarters, half dollars, dimes, and dollars dated 1964 or prior. Such coins contain 90% silver and 10% copper, resulting in value derived from their metal content. Older silver dollars minted from 1878-1921 (Morgan Dollar) and 1921 to 1935 (Peace Dollar) carry at least some premium over their silver content in worn condition and can be scarce if a rare year, so sort those aside from the pile to investigate further.

US Coins dated 1965 or later in this loose form are most likely change and can be taken to the bank or calculated in an estate at face value. Such pennies and dimes are often rattling around in a client’s safe but do not have numismatic value. Most foreign coins dated from the 1930s or later tend to be simply spendable change in the country of origin, unless the pieces contain gold or silver. Such coins are often the remainders of a client’s long ago European vacation but do not hold significant collector value. Obsolete currencies that have been replaced by the Euro are typically not exempt from this common (and virtually worthless) fate.

Silver Certificates, or $1 bills that state they can be exchanged for a silver dollar, are surprisingly common if dated 1930 or later. Such bills are typically worth between $1 and $5 in worn condition.

Gold coins dated from the 1800s to 1933 can be investigated further to see if there is any significant value above their melt content. The later dates—1910 to around 1929—are typically common unless in particularly nice condition. A review of the “Redbook,” or Guide Book of United States Coins, or visiting the Heritage Auctions archives at HA.com can quickly reveal if a given date is rare and worthy of further investigation.

Older coins from the 1800s and early 1900s are valued based on a combination of year and condition. Many are not particularly valuable if in circulated condition and a common year. For example, Indian Cents are typically worth $2 or less in worn condition, but the rare 1877 Indian Cent would be worth a few hundred dollars in the same condition. You can consult the Redbook or HA.com to identify scarce years, then do further price research if the estate happens to contain a “key date.” If one of these rare years is present, your “mystery collection” may contain something special.

Graded coins, preferably those certified by PCGS (Professional Coin Grading Service) or NGC (Numismatic Guaranty Corporation), are sometimes scarcer pieces or in especially nice condition. You can visit a pricing resource, such as the Heritage Auctions Archives, to see what such coins have sold for in the past. With their authenticity guaranteed and having received a grade on the coin grading scale of 1 to 70, such coins can be researched fairly effectively.

Overall, these tips should help you to better sort and identify the sometimes confusing piles of coins that an heir might come across. Armed with this information, you can more confidently assess a numismatic accumulation. Heritage Auctions Coin specialists are a great resource for assisting with determining if that “mystery” coin collection has any hidden gems.

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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 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 given property and buyers determine the market value.

Our experts have detailed below buying and selling at auction. The Heritage process. Experienced agents are encouraged to participate, with no loss of broker relationships and share their wealth 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. In the Heritage Auctions.

The covered two-character URL NL.com — one of the rarest letter combinations available on the internet — sold for $575,000 in Heritage Auctions’ Domain Names Signature® Auction at the Waldorf Astoria in New York. The Feb. 9 auction saw 12 website addresses sell for a combined $1.2 million, continuing the trend of two- and three-character domain names exceeding auction estimates.

“The two-letter domains have steadily appreciated in value during the last five years and I have no doubt the buyer of NL.com will do wonderful things,” said Aron Meystedt, Director of Domain Names and Intellectual Property at Heritage. “We continue to blaze new ground in this category and this auction sets our clients up for another successful year.”

The unforgettable domain name Classic.com sold for $172,500 following interest by six bidders. One of the shortest domain names in existence, 8.co, which marked its auction debut at Heritage Auctions, sold for $115,000. The .co extension is highly coveted by entrepreneurs and 8.co represents one of the few single-letter domains registered with the Internet Assigned Numbers Authority.

Among desirable three-character domain names offered in the auction, SIE.com, which has been registered since 1997, sold for $27,600, ZIC.com sold for $18,400, QDE.com ended at $10,925, and five bidders pushed IGV.com to $9,775. Luxe.com sold for $172,500 and Frisco.com sold for $20,000 after the auction.

The Collector’s Handbook
With Aron Meystedt, Director of Domain Names and Intellectual Property Auctions

The upcoming 9th Edition is newly revised and updated for 2015 with related stories from Heritage experts and new chapters!

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 “101s 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.
JOHN F. KENNEDY’S SAILBOAT
A FAN SINCE 1960, FRANK HARVEY HAS ASSEMBLED ONE OF THE HOBBY’S MOST IMPRESSIVE PRESIDENTIAL COLLECTIONS

In 1960, Frank Harvey was a precinct walker in Wichita Falls, Texas. Like many young people, the teenager was intrigued by the candidacy of John F. Kennedy. “He was a breath of fresh air,” Harvey recalls. “He was asking for everyone to volunteer. He was talking about the New Frontier. There was something about him that I really liked.”

Fifty-five years later, Harvey is among the most accomplished collectors of Kennedy memorabilia, with more than 700 museum-quality artifacts. He saved pieces from the 1960 presidential campaign, and began acquiring items diligently as a frequent visitor to the District of Columbia in the 1980s. “I joined the American Political Items Collectors and got to know other collectors,” Harvey says. “I collected posters and buttons and anything I could get my hands on.”

Among Harvey’s most precious artifacts are signed and numbered prints by President Kennedy’s personal photographer, Jacques Lowe (1930-2001). Most all of Lowe’s negatives were destroyed while stored in the World Trade Center during the September 11 attacks. “I have prints,” Harvey says, “and there won’t be any more.” Harvey also has Kennedy family paintings by Aaron Shikler (b.1922), who was personally selected by Jacqueline Kennedy to paint the president’s official White House portrait.

One of Harvey’s most impressive pieces is the Star Class sloop, named Flash II, which the future president sailed when he won the 1936 Atlantic Coast Championships. Kennedy sold Flash II in 1942. It was kept in storage for many years before undergoing a “thorough and loving restoration by its new owner,” says Heritage Auctions’ director of Americana Tom Slater. “More than 90 percent of the sloop is original.” Harvey won the sailboat at a 2005 auction.

A selection of items from the Harvey collection – including the sailboat, Lowe prints and Shikler paintings – are featured in Heritage’s Americana and political auction scheduled for May 18, 2015, in Dallas. “There’s something special about each item in Frank’s collection,” Slater says, “items that were personal to President Kennedy and Jackie. It’s a tasteful and sophisticated collection put together by someone who knew what he was doing.”

AMERICANA & POLITICAL GRAND FORMAT AUCTION is scheduled for May 18, 2015 in Dallas and online at HA.com/6145. For information, contact Tom Slater at 214-409-1441 or TomS@HA.com.
ALL ABOUT APPRAISALS: RETROACTIVE APPRAISALS
BY MEREDITH MEUWLY, ISA CAPP

In the past year, I have noticed a trend for clients across all collecting categories (fine art, jewelry, sports, comics, movie posters, etc.) requesting retroactive appraisals for their recently sold property. For instance, a son inherits his father’s collection of comic books in 2003. At this time, the value of the collection fell below the level in which a formal estate appraisal was required for the IRS. Jump to 2014 when the son sells the collection for a great sum of cash. Without an appraisal performed at the time of inheritance, the son has a $0 tax basis and likely will be liable for a significant amount of capital gains on the entire sale price. Enter the retroactive appraisal to establish the fair market value of the collection at the time of inheritance, which creates a step up in basis for the taxpayer.

Sometimes a retroactive appraisal is straightforward, as data from online auction record databases exists for the particular artist or collectible from the year of inheritance. And sometimes the appraisal assignment becomes quite challenging as little to no sales data exists in online databases for the property. What happens now? The appraiser spends hours upon hours scouring old auction catalogues in libraries searching for comparables, hoping that the actual sale prices were recorded or a price list can be obtained for the auction. Other challenges include assessing what was the original condition at the time of inheritance as opposed to the current condition, understanding the ins and outs of the retroactive marketplace, and, as always, finding comparables for “unique” items.

Heritage Auctions Appraisal Services is in a unique position in that all of our auction records are listed in our online Auction Archives. This free database is a wealth of knowledge for appraisers and collectors, especially for the early sales in rare coins, currency, comics, and other collectibles. We also have a wide-ranging staff of specialists who have been involved in the marketplace for decades and have a wealth of knowledge on the history of the market.

Do you have a client who needs a retroactive appraisal? Heritage has the expertise to help you help your clients, Contact Meredith Meuwly, Director of Heritage Auctions Appraisal Services, Inc. at MeredithM@HA.com or 214-409-1631.

WEST COAST EXPERTISE
KATIE NARTONIS JOINS THE 20TH & 21ST CENTURY DESIGN DEPARTMENT IN BEVERLY HILLS

Katie Nartonis, with more than 15 years of experience in the fine auction field, has joined the firms’ growing office and auction saleroom in Beverly Hills, California, as a Consignment Director of 20th & 21st Century Design.

HOLLY SHERRATT JOINS HERITAGE AUCTIONS’ MODERN AND CONTEMPORARY ART IN SAN FRANCISCO

Holly Sherratt brings some 20 years of experience in the auction and retail marketplace for American, Modern and Contemporary and California Art as well as building strong relationships with collectors, museums, institutions, and fiduciaries.

“Holly has made art her life’s work and we’re excited to add her extensive experience helping collectors and institutions acquire premier works,” said Greg Rohan, President of Heritage Auctions. “She is unique among her peers in that she seamlessly moves between auction world, ecommerce, museums, and non-profit organizations. She is a recognized leader in these areas and we think she will be a tremendous asset to our clients.”

Holly previously served as a Specialist in Modern and Contemporary Art at Bonhams Auctioneers and was the founding director of the firm’s Made in California auction series. She also worked in business development at the Internet’s leading art retailer in addition to partnering with museums in the United States and United Kingdom as head of museum programming.

Holly received her bachelor’s degree in Art History from the University of California, Los Angeles and master’s degree in Visual Studies (Art History and Critical Theory) from the University of California, Irvine. She trained at the Smithsonian American Art Museum and Laguna Art Museum. Holly also completed coursework at Loyola Law School and received the distinguished American Jurisprudence Awards for both legal writing and criminal law before transferring to graduate school.

Holly Sherratt, Consignment Director, Modern & Contemporary Art, may be reached at hollys@ha.com or 1-877-HERITAGE (437-4824), ext. 1505.
New York, New York — Heritage Auctions again is expanding its Midtown offices at 445 Park Avenue (at 57th Street), significantly increasing its office space on the building’s 15th floor.

The addition of more office space upstairs will free up street-level floor space to expand public displays of historic collectibles from Heritage’s 39 different auction categories, including rare coins, comic books, sports, entertainment and music memorabilia, books and manuscripts, wine, luxury handbags and fine and decorative art.

“With the opening of our Midtown gallery and offices in September 2010 and increased our space by 25 percent just two years later. We’ve now signed a lease to expand our office space on the 15th floor by 50 percent. The addition of 12,000 square feet to our 15th floor will provide us with more office space for us to work, and more public display space for visitors to our 15th floor offices,” said Heritage Auctions President Greg Rohan.

Heritage Auctions New York gallery, 445 Park Ave. (at 57th Street), is open Monday through Friday from 10:00 a.m. to 6:00 p.m. Stop by and see the treasures on display or call (212) 486-3500.

CROSSOVER APPEAL

A highlight in the upcoming Heritage Auctions May 2nd sale of American Art is this fabulous painting by classic American artist Newell Convers Wyeth (American, 1882-1945). Estimated to sell for between $250,000 and $350,000, the painting’s image, subject and artist will be of interest to collectors of American Art, Illustration Art, Russian History, Arms & Armor, Western Art and even Rare Books — exemplifying the incredible crossover markets that Heritage Auctions provides. The painting was commissioned by publishers Scribner’s Sons as an illustration for their 1927 edition of the Jules Verne book Michael Strogoff: A Courier of the Czar — where the painting was featured as a color illustration on the book’s dust jacket and at the appropriate point in the story where it bore the caption “When He Was Fourteen, Michael Strogoff Had Killed His First Bear, Quite Alone”.

CHECK OUT BLOG.HA.COM

This blog is meant to evolve and explore the possibilities that the mix of talents at Heritage presents. We’ll try to keep it timely, relevant, interesting and fun.

All of us here are, in some way, collectors, and our particular passions inform how we see and relate to the world; this blog is meant to be an outlet for our writers — volunteers from across the spectrum of our categories — to get creative, to share their thoughts and to give other collectors a place to go to read about the things they love.

Coins, comics, Americana, books, art, jewelry, sports, you name it. We cover it. Heritage is one of the most interesting places to be, on any given day, in the entire world. We simply never know what we’re going to see that’s amazing walk through the doors, be it a piece of great memorabilia or a fascinating human being. The least we can do is share it with you.
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<td>Chicago</td>
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<td>June 22, 2015</td>
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<tr>
<td>World Currency (Long Beach)</td>
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<td>September 16-21, 2015</td>
<td>July 27, 2015</td>
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<tr>
<td>Fine &amp; Decorative Arts Auctions</td>
<td>Dallas</td>
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<td>Fine Silver &amp; Objects of Vertu</td>
<td>Dallas</td>
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<tr>
<td>American Art &amp; The Judson Ball Collection of American Art</td>
<td>Dallas</td>
<td>May 14, 2015</td>
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<tr>
<td>Illustration Art</td>
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<td>Modern &amp; Contemporary Art</td>
<td>Dallas</td>
<td>June 7, 2015</td>
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<tr>
<td>Nature &amp; Science</td>
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<td>Fine &amp; Decorative Arts including Estates</td>
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<td>June 20, 2015</td>
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<td>Photographs</td>
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<td>European Art</td>
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<td>Memorabilia &amp; Collectibles Auctions</td>
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<td>Entertainment &amp; Music Memorabilia</td>
<td>Dallas</td>
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<td>Comics &amp; Original Comic Art</td>
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<td>Vintage Guitars &amp; Musical Instruments</td>
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<td>June 20, 2015</td>
<td>April 29, 2015</td>
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<td>Comics &amp; Original Comic Art</td>
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<td>Animation Art</td>
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<td>Historical Collectibles Auctions</td>
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<td>Americana &amp; Political</td>
<td>Dallas</td>
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<td>Space</td>
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<td>Civil War</td>
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<td>Arms &amp; Armor</td>
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<td>June 27, 2015</td>
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<td>Americana &amp; Political - The Merrill C. Berman Collection</td>
<td>Dallas</td>
<td>August 5, 2015</td>
<td>June 15, 2015</td>
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<td>Rare Books</td>
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<td>Historical Manuscripts</td>
<td>Dallas</td>
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<td>September 16, 2015</td>
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<td>Americana &amp; Political</td>
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<td>March 12, 2016</td>
<td>January 20, 2016</td>
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<td>Dallas</td>
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<td>Fine Jewelry &amp; Luxury Accessories</td>
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<td>Fine &amp; Rare Wine</td>
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<td>Timepieces</td>
<td>Dallas</td>
<td>Fall 2015</td>
<td>September 1, 2015</td>
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<td>Luxury Real Estate</td>
<td>TBD</td>
<td>Summer 2015</td>
<td>May 1, 2015</td>
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<td>Timepieces</td>
<td>Dallas</td>
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- **APRIL 7, 2015**
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  American Heart Association
  Grand Hyatt Hotel
  New York, NY
  [HEART.ORG](http://HEART.ORG)

- **APRIL 22-24, 2015**
  LEVIN COLLEGE OF LAW TAX INSTITUTE
  UNIVERSITY OF FLORIDA
  Grand Hyatt Hotel
  Tampa, FL
  [FLORIDAXINSTITUTE.ORG](http://FLORIDAXINSTITUTE.ORG)

- **APRIL 30, 2015**
  ESTATE PLANNERS DAY
  ESTATE PLANNING COUNCIL OF NYC
  The Yale Club
  50 Vanderbilt Avenue
  New York, NY
  [EPNYC.com](http://EPNYC.com)

- **JUNE 30-JULY 2**
  2015 ESTATE SALE CONFERENCE
  June 30-July 2, 2015
  The Hilton Chicago
  [ESTATESALES.NET](http://ESTATESALES.NET)

- **JULY 14-17, 2015**
  PLANNING FOR THE GENERATIONS SYMPOSIUM 2015
  Hilton San Diego Bayfront
  San Diego, CA
  [WEALTHCOUNSEL.COM](http://WEALTHCOUNSEL.COM)

- **AUGUST 27-28, 2015**
  TSCP ADVANCED ESTATE PLANNING CONFERENCE
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  San Antonio, TX
  [TSCP.org](http://TSCP.org)

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