

ASK MIKE THE APPRAISER

WHAT'S IT WORTH?

Mike Ivankovich's 25 IN-PERSON & ZOOM Programs

"What's It Worth?" Appraisal Program
Home Downsizing • eBay • Income-Generating
PLUS
"Your Children Don't Want It" Series

Many groups are booking *In-Person Programs*, some are remaining with *ZOOM Presentations*, while others are providing *Hybrid Programs* which combine both *Zoom-at-Home* and *In-Person-at-the-Library* at the same time.

WE CAN OFFER YOU ALL THREE:

ZOOM PROGRAMS

Available Nationally

IN-PERSON PROGRAMS

Available within 1 Hour of
Doylestown PA 18902

HYBRID PROGRAMS

Available Nationally

- All our programs are ideal as Zoom Programs.
- In the past, travel considerations restricted how far we could travel.
- But now...with ZOOM...we're booking programs anywhere in the USA.
- We booked 500+ Programs in 2021-23...in 29 states.
- We can even handle the ZOOM hosting if you prefer.



"What's It Worth" Appraisal Program **In-Person or Zoom**

STILL OUR MOST POPULAR PROGRAM: Looking for a fun and interesting program for your Library or Group. Then book a Mike Ivankovich Antiques Road Show-type "What's It Worth"

Appraisal Event where attendees have Mike appraise their treasures...either in-person at your location or via Zoom. Mike is an Appraiser, Auctioneer, Author & Columnist, Antiques & Home Downsizing Specialist, and Host of Philadelphia's "What's It Worth? Ask Mike the Appraiser" Radio Show. (Continued on next page)

Mike Ivankovich

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WHAT EXACTLY IS A “WHAT’S IT WORTH” APPRAISAL PROGRAM? When dealing with Antiques, Collectibles, and General Household “*Stuff*”, everyone wants to know two things: “*What’s It Worth?*” and “*What Can I Do with It?*” That’s exactly what our “*What’s It Worth*” programs cover.

➤ **Each Program Has 3 Parts:**

- We start with a discussion on “***Understanding Value***”.
- We perform ***1-on-1 Appraisals*** of all attendees’ treasures.
- And offer ***Buying, Selling & Value Tips*** throughout the entire program.



➤ **Here Are A Few Additional ‘What’s It Worth’ Thoughts:**

- We offer morning, afternoon, and evening programs.
- It typically takes 2-3 minutes for each individual appraisal, so 25-30 people work best for a 2-hour program. However, there are options for accommodating larger groups.
- With smaller groups (15 or less), each attendee can have two items for Mike to appraise; larger groups work better with one item per person.
- While timing limits the number of appraisals we can perform during the 2-hour program, there is no limit on the number who can attend and watch the program.
- Participants should have one back-up item for Mike to appraise. That way, if he can't virtually see one item clearly, he can appraise the back-up item.
- Participants should have their items in-hand for Mike to appraise. A photo may work, actual items are usually better.
- Since Mike can't actually *Hold-Touch-Feel-See* the items in-person, he will most likely ask some questions to ascertain size, markings, condition, and other key characteristics.

Some Of Mike’s Other Programs

While our “*What’s It Worth*” Appraisal Program is our most requested program, our *Home Downsizing* programs typically attract more attendees...because so many are downsizing today.



4-Program “Home Downsizing” Series

#1 - HOME DOWNSIZING WORKSHOP: We’ll Get You Started with the Home Downsizing Process. You’ve spent a lifetime accumulating antiques, collectibles, and other household contents. Now you’re ready to downsize. What do you do with what you no longer want or need? In this program Mike will show you how you can sell your excess personal property for *the greatest amount of cash...with the least amount of work...in the shortest amount of time...in today’s rapidly changing market.*

#2 - DE-CLUTTERING & DE-PERSONALIZING TIPS: Living with Less Can Be Good and We’ll Show You How. If you’re contemplating downsizing or a move, usually the first thing a Realtor will suggest is that you “*De-Clutter*” and “*De-Personalize*” your home. In this light & fun program Mike will provide 100+ *De-Cluttering* and *De-Personalizing Tips* to help you lighten your load.

#3 - WHAT’S HOT ... WHAT’S NOT ... and WHAT YOU CAN TOSS TODAY. In this session Mike will explain why many of the things you own may be worth less than you thought. But don’t despair because he’ll also reveal those categories that are probably worth much more than you expected. And some of this will surprise you.

#4 - YOUR CHILDREN DON’T WANT IT. HERE’S WHAT TO DO. We hear it every day. And it’s happening across America. But just because your children don’t want it doesn’t mean it’s valueless. In this session Mike will share 100+ ways to determine *What It’s Worth ... and How to Sell It ...* including such categories as *Brown Furniture, China & Glass, Cut Glass & Crystal, Figurines, Silverplate, Books, Pianos*, and much more.

(Book All 4 Home Downsizing Programs and Save 15%. Call Mike @ 215-264-4304 for details)

“Your Children Don’t Want It” 15-Program Series

PROGRAMS DESIGNED TO HELP PEOPLE DEAL WITH THE THINGS THEIR CHILDREN DON’T WANT

- 1) *Dealing with Value: 50+ Ways to Determine Value (without Paying an Appraiser)*
- 2) *How to Sell It: 50+ Selling Options*
- 3) *Dealing with Gold, Silver & Precious Metals (How the Scrap Game is REALLY Played)*
- 4) *Precious Metals? Should You Scrap It, Sell Privately, or Auction It? We’ll Explain*
- 5) *Dealing with Coins & Currency*
- 6) *Dealing with Sterling Silver, Silverplate & Pewter*
- 7) *Dealing with Gold, Sterling, Estate & Costume Jewelry*
- 8) *Dealing with Original Art and Fine Art Prints*
- 9) *Dealing with Furniture*
- 10) *Dealing with Books*
- 11) *Dealing with Stamps*
- 12) *Dealing with Vintage China, Porcelain, Cut Glass, & Glassware*
- 13) *Dealing with Figurines*
- 14) *Wallace Nutting Pictures, Books & Furniture*
- 15) *Early 20th c. Hand-Colored Photography*



(Book Any 2 Programs and Save 10%. Call Mike @ 215-264-4304 for details)

For further information on each of these programs, visit: <http://virtualappraisals.net/CoachingSeries.html>

2-Program eBay Series

eBAY 101 - THE BASICS OF BUYING & SELLING ON eBAY: This program is ideal for eBay novices and those who have rarely or never used eBay but want to learn how to *Buy & Sell* on it. Sue & Mike Ivankovich will explain the basics of using eBay including: *Getting Started; How to Buy on eBay; How to Locate Treasures; Using eBay to Determine the Market Interest & Value in Specific Categories; How to Gauge the Reputation of Sellers & Buyers; How to Sell on eBay; What It Costs to Sell; How To List an Item; Using eBay as a Part-Time Job;* and much more. Even intermediate eBay Users will probably learn some valuable tips with this program.



eBAY 201 - BEYOND THE BASICS, TAKING eBAY TO THE NEXT LEVEL: This program will review some eBay *Buying & Selling Basics...*and then move on to some more advanced areas including: *Buying Tips & Strategies; How to Use Automated Sniping Software When Buying; Writing Descriptions that Sell; Good Photography is Key; Listing More Items in Less Time; Accurately Describing Condition; Dealing with the eBay Seller Dashboard; Using Outside Listing Services such as Auctiva; How to Reduce Shipping Costs to Put More Money In Your Pocket; Tips on Managing your eBay Business;* much more.

(Book Both eBay Programs and Save 10%. Call Mike @ 215-264-4304 for details)

A few Testimonials from some of our Programs...
(and continued on next page)

HM - Longmeadow, Massachusetts Library:

“We’ve received terrific feedback on Mike’s Downsizing program! This is definitely a topic of interest for Longmeadow’s aging population. We are looking forward to having Mike back for another program, and will be in touch soon.”

CM - Glens Falls, New York Library: *“I am so grateful for an outstanding program today. It was tremendous and your tips and advice were spot on! Thank you for such a wonderful program. Please send me the information about the Ebay program as well as some of the other programs that you offer. I would love to have you back to host other helpful programs.”*

3 “Income-Generating” Programs



100+ TIPS FOR MAXIMIZING GARAGE SALE REVENUE: The days of just putting a “Garage Sale” sign on your front lawn are long past in today’s Internet Advertising and Social Media world. In this session Mike will share 104 tips and strategies designed to help you make more money at your next garage sale.



NEW ... GOING, GOING, GONE! AN AUCTIONEER’S GUIDE TO BUYING & SELLING AT AUCTION: To some, buying & selling at Auction is a way of life. To many it can be confusing. In this program Professional Auctioneer Mike Ivankovich will teach you the *Ins-and-Outs of Auctions*, including *How to Buy & Sell; How the Fee Structure Works; Auction Terminology; In-Person vs. Online-Only Auctions; Locating the Best Auctioneer for What You’re Selling, and much more.* Mike will even share a few tips on how Auctioneers learn their rhythmic chant.

HOW TO SUPPLEMENT YOUR INCOME BUYING & SELLING ANTIQUES, COLLECTIBLES & HOUSEHOLD CONTENTS: Is it possible to make money while having fun? Ask any Antiques Dealer and they’ll most likely say “Yes”. While the Antiques & Collectibles market has softened in recent years, bargains still abound...*if you know what to do...and where to look.*

In this program Mike Ivankovich will show you how you can supplement your income, regardless of age or experience. *Part I* revolves around “*Buying*”, because you can’t sell from an empty wagon, and he’ll review not only *What to Buy*, but *Where to Buy It*. *Part II* includes “*Selling*” because that’s where the profit comes in.

And throughout the program he’ll share more than 25 ways and places you can *Buy & Sell*, while also providing *Ideas, Tips, Strategies, and Vignettes.* **NOTE:** This program is not magic and you won’t become rich just by taking it. But Mike will give you the tools, and show you what you can do to supplement your income, whether you’re a retiree or millennial. And you just may have some fun along the way.

LM - Monmouth, New Jersey Library: *“You two are rock stars!! Thanks for a fabulous evening – really fun and informative. Our library director was attending, I know she will be impressed. Wanted you to know how much I appreciated a great event. Really phenomenal!”*

JL - Mishawaka, Indiana Library: *“A big thank you to you and Sue for the fantastic program this evening! I appreciate you taking the time to evaluate and educate and I know that our participants had a great time.”*

RM - East Providence, Rhode Island Library: *“I have to say, you very well might be the single most prepared presenter I’ve worked with in over four years. Much appreciated.”*

TB - Kings Mountain, North Carolina Library: *“By the way, the program was fantastic! Although the crowd was small, I heard amazing feedback. I will definitely share your information.”*

How To Book Mike & Honorarium Schedule

Mike's sessions usually fill up quickly and he always promotes his events on his “*What’s It Worth*” Radio Show. If you'd like to book a specific date, it's probably best that you reserve a date soon. For further details visit: www.MichaelivankovichMEETINGSPEAKER.com. To Book a Program Today, call Mike at (215)-264-4304.

ZOOM Program Fees
\$150: 45-minute (Mon-Thurs) Lunchtime Programs
\$195: Weekday Daytime Programs (Mon-Fri, ending by 4 PM)
\$250: Weekday Evening Programs (Mon-Thurs)
\$350: Friday Evenings, Sat & Sun Programs

IN-PERSON Program Fees
Based on distance, travel, and time.
Please call to discuss.
(215)-264-4304