

ASK MIKE THE APPRAISER WHAT'S IT WORTH?

Mike Ivankovich – Program Speaker

"What's It Worth" Appraisal Programs

Home Downsizing Programs (4 in Series)

How-to-Buy/Sell on eBay Programs (3 in Series)

Dealing with the House & Estate Contents (12 in Series)

We offer *In-Person...Zoom-Only...and...Zoom-Hybrid* Presentations

IN-PERSON PROGRAMS AVAILABLE LOCALLY

- In the past, time considerations restricted how far we could travel.
- We've extended our travel time to 60-90 minutes surrounding our Doylestown PA (18902) location.

ZOOM & HYBRID PROGRAMS AVAILABLE NATIONALLY

- All our programs are ideal as Zoom Programs.
- With Zoom, we're booking programs anywhere in the USA.
- Since 2021 we've presented 650+ Programs, in 29 states.
- We can also handle the ZOOM hosting if you prefer.

In-Person



Visit our website:

MichaelivankovichMEETINGSPEAKER.com

to see videos showing how well
these presentations actually work.

In-Person "What's It Worth" Program (1 min. video)

Zoom "What's It Worth" Program (2.5 min. video)

Zoom



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

OUR MOST POPULAR PROGRAM: Looking for a fun and interesting program for your Library or Group? Book a Mike Ivankovich Road Show-type "What's It Worth" Appraisal Event where Attendees have Mike appraise their treasures, either In-Person or via Zoom. Mike is an *Appraiser, Auctioneer, Author, Trade Paper Columnist, Home Downsizing Specialist* & Host of Philadelphia's "What's It Worth? Ask Mike the Appraiser" Radio Show. (cont'd on pg 2)

Mike Ivankovich

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www.MichaelivankovichMEETINGSPEAKER.com

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 Mike appraise two items; 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 their items in-hand for Mike to appraise. While a photo may work, actual items are always better.

Some Of Mike’s Other Programs

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

HOME DOWNSIZING Series (4 Programs)



HD-1: GETTING STARTED with HOME DOWNSIZING - Home Downsizing Workshop.

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.*

HD-2: DE-CLUTTERING & DE-PERSONALIZING - Living with Less Can Be Good.

If you're contemplating a move or downsizing your home, 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.

HD-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 then he'll wrap things up with 50 things that you can toss...*today.*

HD-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 his ‘*Buffet*’ of 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 Any 2 Programs in this Brochure and Save 10%.

Book Any 3 Programs in this Brochure and Save 15%.

Book Any 4 Programs in this Brochure and Save 20%.

(Call Mike for details...215-264-4304)

MAKE & SAVE MONEY ON eBay (3 Programs)

How To BUY...SELL...and GO BEYOND THE BASICS



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*, and this program will set the stage for listing your first items on eBay. We'll discuss: *Getting Started; Registering for the Right Account;*

Navigating eBay; How to Buy on eBay; How to Locate Treasures; Using eBay to Determine Value; How to Gauge the Reputation of Sellers & Buyers; an Introduction to Selling on eBay; What It Costs to Sell; much more.

eBAY 201 - SELLING YOUR FIRST ITEMS ON eBay: This program will take you beyond eBay 101 and show attendees how to list their first items on eBay. Sue & Mike will explain the *Basics of Selling on eBay* and, when this program is done, you'll be ready to list your first items on eBay. We'll cover such areas as *Auction or Buy-It-Now; Writing Descriptions that Sell; Determining the Right Starting Price; Listing in the Right Categories; Good Photography is the Key; Reaching More Buyers with Key Words;* much more.

eBAY 301 - 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: *Advanced Buying Tips & Strategies; How to Use Automated Sniping Software When Buying; Writing Better Descriptions that Sell for More; Photography Tips & Strategies; Listing More Items in Less Time; Accurately Describing Condition; Dealing with the eBay Seller Dashboard; How to Reduce Shipping Costs to Put More Money In Your Pocket; Tips on Managing your eBay Business; Some eBay Scams We've Seen;* much more.

LUNCH & LEARN SERIES

GENERAL DETAILS

- This is our lowest-priced program
- 50-minute program plus 10-minute Q&A
- 12:00-1:00 PM only...Mon-Fri...\$150 per program
- Book multiple programs and save even more
- These series can also be booked at other times at our standard rate



'HOME DOWNSIZING' Lunch & Learn Series

- Four 1-Hour Programs, including:
 - 1) *Getting Started with Home Downsizing*
 - 2) *De-Clutter & De-Personalize*
 - 3) *What's Hot & Not Today*
 - 4) *Your Children Don't Want It*

'HOW-TO-eBAY' Lunch & Learn Series

- Three 1-Hour Programs, including:
 - 101) *Getting Started with eBay*
 - 102) *Selling Your First Items on eBay*
 - 103) *More Advanced eBay - Selling More in Less Time*



'DEALING with the HOUSE & ESTATE CONTENTS' Lunch & Learn Series

- Twelve 1-Hour Programs (See the next page)
- Select multiple Programs and SAVE!

Available on *Zoom* or *In Person* (reasonable time & travel will be added for In-Person Presentations)

DEALING with the HOUSE CONTENTS Series (12 Programs)

1. **DEALING with TODAY'S RECORD-HIGH GOLD & SILVER PRICES**...We'll show you *How the Scrap Game Is REALLY Played*...and how to navigate the *Smoke & Mirrors of Gold Stores, Jewelry Stores, and Pawn Shops*.
2. **DEALING with VALUE: 100+ WAYS TO DETERMINE VALUE...AND THEN SELL IT**...We'll show you 100+ ways you can determine "*What It's Worth*"...and then "*How to Sell It*".
3. **DEALING with GARAGE SALES**...We'll share 100+ tips to help you earn more at your next Garage Sale.
4. **DEALING with ORIGINAL ART and FINE ART PRINTS**...Art is arguably today's hottest market and we'll help you to navigate it. We'll show you how to identify *Oils, Watercolors, Pastels, Engravings, Etchings, Lithographs, Limited Edition Prints*, much more.
5. **DEALING with COINS and CURRENCY**...We'll show you how to deal with entire collections or only a few items, including *Numismatic Coins, Junk Silver, Mint & Proof Sets, Paper Money, Grading*, much more.
6. **DEALING with STERLING SILVER, SILVERPLATE & PEWTER**...One is worth a lot more than the others and we'll show you how to identify and sell yours for more.
7. **DEALING with GOLD, STERLING, COSTUME and ESTATE JEWELRY**...If you don't know the difference between a *Carat vs. Karat, Pennyweight vs. Gram, or Troy vs. Avoirdupois Ounce*, you'll need this program.
8. **DEALING with HOUSEHOLD and ESTATE FURNITURE**..."*Brown May Be Down*" but antique furniture is still selling. We'll explain.
9. **DEALING with HOUSEHOLD and ESTATE BOOKS**...Every house has old books and we'll help you identify *Good-Better-Best*...and *Valueless*.
10. **DEALING with STAMP COLLECTIONS**...We'll show you how to turn your old postage stamps into cash.
11. **DEALING with CHINA, GLASS, PORCELAIN, CUT GLASS and FIGURINES**...Some still brings good money and we'll explain.
12. **DEALING with EARLY 20th c. HAND-COLORED PHOTOGRAPHY**...We'll explore the world of *Wallace Nutting* and many other *Early 20th c. Photographers* who were selling their hand-colored photographs.



Visit www.MichaelivankovichMEETINGSPEAKER.com to see more detailed descriptions.

Mike's sessions usually fill up quickly and he always promotes his events on his "*What's It Worth*" Radio Show.

If you would like to book a specific date, it's probably best to reserve a date soon. For further details visit: www.MichaelivankovichMEETINGSPEAKER.com. *Want to Book a Program?* Call Mike at (215)-264-4304.

ZOOM Program Fees

\$150: Lunchtime Programs (12:00-1:00 PM only)
\$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

- In-Person within 60-90 min. of Doylestown PA 18902
- See Zoom Fees...plus reasonable time & travel will be added on.

Save when you book multiple programs! Call Mike at 215-264-4304 for further details.