

**FUN**  
**COIN CLUB**  
**MANUAL**



**2016**

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# **Introduction**

Welcome to the third edition of the “FUN Coin Club Manual”. In 1995 Carrie Best printed the FUN Coin Club Manual. She updated it in 1997. Today we have updated and added material to help your club grow in membership and education. This manual is by no means perfect or complete, but if it helps your club, then we have done our part at FUN.

Tony Swicer  
FUN Club Liaison

# FUN Code of Ethics

As a member of the Florida United Numismatists, Inc.:

I agree to support and be governed by the STATE CHARTER and the BY-LAWS of the INCORPORATION, and such rules, policies and regulations as may be in force from time to time.

I agree to conduct myself so as to bring no reproach or discredit to the INCORPORATION, or impair the prestige of membership therein.

I agree to base all my dealings on the highest plane of justice, fairness, and morality.

I agree to neither buy nor sell numismatic items of which the ownership is questionable.

I agree to conform to the accepted standards of dignified advertising.

I agree to take immediate steps to correct any error I may make in any transaction.

I agree not to sell, exhibit, produce, nor advertise counterfeit copies, restrikes, or reproductions of any numismatic item if their nature is not clearly indicated by the word counterfeit, copy, restrike, or reproduction., incuse in the metal or printed on the paper thereof, with the exception of items generally accepted by numismatists and not any way misrepresented as genuine.

I agree to represent a numismatic item to be genuine only when, to the best of my knowledge and belief, it is authentic.

I agree to fulfill all contracts made by me, either orally or written, to make prompt payments upon delivery and to return immediately any items that are not satisfactory.

I agree to give aid to members in their quest for numismatic knowledge.

I agree most of all to put the welfare of the Florida United Numismatists, Inc. above any personal gain to myself.

A breach of this code of ethics shall be cause for action by the Board of Directors.

# The Goals of FUN

- To advance the knowledge of numismatics along educational, historical, and scientific lines.
- To promote greater popular interest in numismatics.
- To bring numismatists, especially those in Florida, into closer friendly relationship with one another.
- To hold meetings and exhibitions.
- To aid in the information of other coin clubs in the state.

## The Benefits of Membership

1. Our award winning quarterly publication FUN-Topics
  - Each yearly volume totals approximately 200 pages
  - Educational articles of interest to collectors
  - Special pages for Young Numismatists
  - “Club Notes” news from clubs that are FUN members
  - Show Calendar lists coin shows and dates
  - Commercial advertising
2. Our FUN Library
  - Books available for loan
  - Videos and DVD’s available for loan
3. Our annual and summer conventions.
  - The largest coin show in the country every January, free admission
  - Educational programs presented by many dignitaries in the hobby
  - Young Numismatists program and Scouting program on Saturday
  - Educational exhibits of coins, paper money, tokens & medals, etc.
  - Members can exhibit at the show
  - FUN annual meeting and awards presentations on Sunday morning
  - Free tables at the convention for member clubs
4. Our awards program
  - Exhibit awards are presented to 1<sup>st</sup>, 2<sup>nd</sup>, and 3<sup>rd</sup> place winners in seven categories
  - “Lou Montesi Best of Show Award” for best exhibit
  - Charles Fine Literary Award for Best article in FUN-Topics
  - AJ Vinci Award for excellence in Numismatic Education
  - “Award of Merit”, FUN’s highest award for outstanding service to FUN
5. Young Numismatists Program
  - A special page in FUN Topics devoted to the YN’s
  - Games and prizes to all who participate
  - Boy Scout/Girl Scout merit badge clinic
  - Competitive exhibit category for YN’s

6. Member coin club bus trip to FUN show
  - FUN subsidizes clubs bus trips up to \$1000 for both the Winter and Summer shows
7. FUN/ Florida Coin Club Get Together
  - Every FUN show we have a Club Get Together. Two representatives from each member club are invited. The club must RSVP, then two tickets are sent to the club for the Get Together. No RSVP, no tickets, no entry. We have a lunch buffet, 10 silver eagle door prizes, and club discussions.
8. Member clubs can list their club meetings and coin shows on the FUN website.
9. Fun sends adults and YN's to the ANA Summer Seminar by winning the best Essay contest. How you would benefit by going to the summer seminar, writing 500 words or less.

# Coin Club Officers

## **President**

The President should guide the club in the direction desired by the Board of Directors, presiding over club meetings and conducting them using Robert's Rules of Order. The President is ex-officio member of all committees and has no vote except to break a tie on all matters when a vote is taken.

The President should be articulate, energetic, outgoing, and able to control and run a club meeting and be honest and fair with everyone. When something has to get done, the President must get it done, period. The interest of the club should be above all individuals. No one person should control everything.

How long should a President serve? If he or she is doing a good job why change, unless your by-laws require it. If the President is in office too long, does everyone get complacent? On the other hand, if the presidency is a revolving door and there is no consistency, who is to say which is better. This should be judged on a case by case basis.

## **Vice-President**

The Vice-President is the second in command and must take over when the President is not present or can't run a meeting. The Vice-President should be as competent as the President.

## **Secretary**

The Secretary shall keep a written record of all meetings and report the minutes of every meeting and any incoming correspondence to the membership. The Secretary maintains the membership roster and mails the club newsletter to members if there is no corresponding secretary.

## **Treasurer**

The Treasurer shall collect and record dues, fees and all transactions involving any club monies. The Treasurer shall report an up-to-date bank balance to the membership at each meeting, provide an annual financial report at the end of every year, and work closely with the club accountant. Other club officers, membership, and the Bourse Chairman should all assist the Treasurer with their duties. The club should be sure to have one or two additional signers on the club bank account.

## **Board of Directors**

The Board of Directors should run the club, providing direction, goals, and guidance to the officers. They control what and where club monies are spent and what activities the club will have. A typical Board consists of six to eight members, each with specific jobs within the club. Positions include calling auctions, Bourse Chairman, Membership Chairman, YN Chairman, Program Director, and Special Events Coordinator who speaks at Libraries, The Rotary, The Kiwanis, schools, and staff a club table at fairs and other non-numismatic events.

## **Other Officers**

Other officer positions may include Sergeant-at-Arms, Editor, Historian, Librarian, web-master, and Bourse Chairman.

# Increasing Coin Club Membership

It takes effort to increase your clubs' membership. Sitting around doing nothing will not get the job done. You and your club have to be pro-active. The best way to add members is your local coin show. With a club table at the front door, you must invite people to join your club. Sitting there saying nothing does not work. A monthly coin show can add 3-4 members every month. A yearly show can add 20-25 members. Hand out a coin club brochure with all the information about your club with a membership application on the back.

Speaking at local Libraries, Rotary, Kiwanis, schools, retirement homes can add members. Invite Boy/Girl Scouts to your club meetings and give each of them a coin. Set up a club table at a county fair, gem & mineral show, gun show, stamp show. At all these speaking engagements and shows you must hand out club brochures, coin show schedules, and an outline of your program.

Get ideas from other coin clubs that will help your club by attending their meetings or reading "Club Notes" in FUN Topics and the FUN Coin Club Newsletter every month. Hold a "New Club Member Contest" and give a prize to the club member who brings in the most new members during the year.

It is always good to put your coin club brochures and show schedules in local coin shops. If you and your club are in good standing with the local shop, you will most certainly get new club members and show attendees.

The ANA can give you a list of its members in your area. Invite them to attend your club meeting and join.

## Coin Club Programs

1. Other Hobbies Night - Have club members bring in samples of other hobbies and set up around the room. Each person talks about their other hobby for 5 minutes.
2. Mini-Coin Show - Instead of a regular meeting, have a coin show at your meeting hall. Members setup a table for a \$5 fee.
3. White Elephant Sale - Members bring in household items such as TVs, radios, golf clubs, pictures, games, books and everything is auctioned off with the proceeds going to the club. This is like a rummage sale held maybe twice a year.
4. Grading Contest - Pick 10 to 15 graded coins, cover the grades and have members grade the coins on paper. The one with the most correctly graded coins wins a prize.
5. Have a Dinner meeting at a nice restaurant.
6. Numismatic Quiz - Prizes for the most correct answers.

7. What Does Everyone Collect? - Go around the room and ask everyone to say a few words on what they collect.
8. Free Food Night or Pizza Night.
9. Bring in guest speakers from other clubs.
10. Show videos or DVD's from FUNLibrary.
11. Bring in the Boy Scouts/Girl Scouts and give a program on the Basics of Coin Collecting.
12. Pot Luck Dinner - Everyone brings a hot or cold dish.
13. ANA Diploma Program - The ANA has six correspondence courses, two videos, and the Money Talks book that make up the program. A set of books cost \$399 for a member club and \$100 per student. If you teach each course at the club meeting along with the videos, this accounts for eight programs.
14. Talk on any series of US coins, half cents through gold.
15. Speak on US Bank Notes, Broken Bank Notes 1790-1863, National Bank Notes 1963-1935, Confederate Notes, Military Payment Certificates, World Bank Notes.
16. Speak on Military Medals & Insignia
17. Speak on Topical subjects such as Sea shells on coins, specific animals on coins, Boats, planes, cars on coins. World coins & Ancients.
18. Review numismatic books.
19. Speak on tokens such as Civil War Tokens, So-Called Dollars, and Hard Times Tokens.
20. Many clubs have Show-N-Tell every meeting where members talk about one specific numismatic item.
21. Google any numismatic topic to get more information, such as The Redfield Hoard of Silver Dollars, the GSA Sale of Carson City Dollars, The Hunt Brothers, The King Farouk Sale in Egypt in 1954.
22. Program on error coins in the Red Book, 1955 double die, 1970-S small S, 1979-S & 1981-S Type 2 proof sets, 1942 over I Mercury Head dime.
23. How to write a simple "Will" for your coin collection.
24. How to properly clean coins. Acetone, Ammonia, Jeweluster. How to use them and on which coins. What metal not to use them on.
25. Review all the advertisers in Coin World and Numismatic News and tell everyone which advertisers clean all their coins or are slow payers when selling your coins.
26. The Basics of Coin Collecting, covering coin history, what items you need to get started (magnifier, Red book, grading guide, etc), The Bullion Market, counterfeiting from China, and buying on TV, over the phone or in the newspaper.

There are many more topics.

# FUN Club Liaisons

Updated June, 2016

## **Ancient City Coin Club**

Jeff Humerick, 904-540-8128, [jlhumerick@bellsouth.net](mailto:jlhumerick@bellsouth.net)

## **Brandon Coin Club**

Paul Giordano, 813-719-5192, [brandoncoinclub@yahoo.com](mailto:brandoncoinclub@yahoo.com)

## **Casselberry Coin Club**

Steve Lauer, [sglauer@earthlink.net](mailto:sglauer@earthlink.net)

## **Central Florida Coin Club**

Donna Moon, 407-484-9682, [dlmoon@bellsouth.net](mailto:dlmoon@bellsouth.net)

## **Clearwater Coin Club**

[clearwatercoinclub@yahoo.com](mailto:clearwatercoinclub@yahoo.com)

## **Coin Club of Pasco County**

Tim Carr, 727-869-1121, [postmaster@pascocoinclub.50megs.com](mailto:postmaster@pascocoinclub.50megs.com)

## **Ft. Lauderdale Coin Club**

Jaci Newmark, 954-812-9880, [jci56368@comcast.net](mailto:jci56368@comcast.net)

## **Ft. Myers/Cape Coral Coin Club**

Gary Lewis, 239-699-7719, [gelewis@aol.com](mailto:gelewis@aol.com)

## **Ft. Walton Beach Coin Club**

Scott Money Penny, 619-851-8050, [garyanderson@hotmail.com](mailto:garyanderson@hotmail.com)

## **Florida Token Society**

Steve Ratliff, [steve@ratliff.com](mailto:steve@ratliff.com)

## **Gold Coast Coin Club**

Bill Sanders, 305-389-5847, [billscoins@att.net](mailto:billscoins@att.net)

## **Greater Daytona Coin Club**

Robert Hawes, 386-305-3536, [bobcoin@earthlink.net](mailto:bobcoin@earthlink.net)

## **Greater Jacksonville Coin Club**

Tom Bobbitt, 904-733-8040, [chieftom1946@comcast.net](mailto:chieftom1946@comcast.net)

**Largo Coin Club**

Wayne Carrier, 727-642-0392, [carw61@tampabay.rr.com](mailto:carw61@tampabay.rr.com)

**Manatee Coin Club**

Eric Grimes, [coinman1969@gmail.com](mailto:coinman1969@gmail.com)

**North Lake Coin & Currency Club**

Mike Grunza, [mgrunzajr@aol.com](mailto:mgrunzajr@aol.com)

**Gr. Ocala Coin Club**

Richard Selvar, 352-748-5225, [ocalacc@yahoo.com](mailto:ocalacc@yahoo.com)

**Palm Beach Coin Club**

Tony Swicer, 561-964-7236, [swicer@comcast.net](mailto:swicer@comcast.net)

**Pensacola Numismatic Society**

W. Edward Creel, [cweward@bellsouth.net](mailto:cweward@bellsouth.net)

**Ridge Coin Club of Sebring**

Barry Radawiec, 863-382-8958, [dave@iatse25.com](mailto:dave@iatse25.com)

**St. Petersburg Coin Club**

Robert Wiley, 727-580-4108, [landjhester@yahoo.com](mailto:landjhester@yahoo.com)

**Sarasota Coin Club**

Cindy Geisler, [cgeisler16@yahoo.com](mailto:cgeisler16@yahoo.com)

**Silver Sands Coin Club**

Anthony Bedell, [abedell3@comcast.net](mailto:abedell3@comcast.net)

**South Brevard Coin Club**

Tim Janecke, [tjanecke@cfl.rr.com](mailto:tjanecke@cfl.rr.com)

**Talassee Numismatic Club**

Hemanth Vasanthaiah, [Hemanth.vasanthaiah@gmail.com](mailto:Hemanth.vasanthaiah@gmail.com)

**Tampa Bay Coin Club**

Joseph Crespo, 813-420-6460, [tbcc1955@aol.com](mailto:tbcc1955@aol.com)

**The Original Hobo Nickel Society**

Becky Johns, [beckyjiohns@yahoo.com](mailto:beckyjiohns@yahoo.com)

**Titusville Coin Club**

Mike Grumley, 321-403-6578, [titusvillecoinclub@gmail.com](mailto:titusvillecoinclub@gmail.com)

**Treasure Coast Coin Club**

[newsletter@treasurecoastcoinclub.org](mailto:newsletter@treasurecoastcoinclub.org)

**Venice Coin Club**

Jeff Scalici, [jeff.npcoins@gmail.com](mailto:jeff.npcoins@gmail.com)

**West Hernando Coin Club**

Sid Kaplowitz, [skaplowitz@tampabay.rr.com](mailto:skaplowitz@tampabay.rr.com)

**Women in Numismatics**

Charmy Harker, [charmmy@thepennylady.com](mailto:charmmy@thepennylady.com)

**Please Note** - If your contact information above is not correct, or if you want to add a name or phone number or email, let me know.

**Tony Swicer**

[swicer@comcast.net](mailto:swicer@comcast.net)

561-964-7236 M-F, 9-5

# FUN Member Coin Club Web Sites

<b>Coin Club</b>	<b>Web Site</b>
<b>Ancient City Coin Club</b> .....	<a href="http://acc.anaclubs.org">acc.anaclubs.org</a>
<b>Brandon Coin Club</b> .....	<a href="http://bcc.anaclubs.org">bcc.anaclubs.org</a>
<b>Casselberry Coin Club</b> .....	<a href="http://casselberrycoinclub.org">casselberrycoinclub.org</a>
<b>Central Florida Coin Club</b> .....	<a href="http://centralfloridacoinclub.com">centralfloridacoinclub.com</a>
<b>Clearwater Coin Club</b> .....	<a href="http://clearwatercoinclub.50megs.com">clearwatercoinclub.50megs.com</a>
<b>Coin Club of Pasco County</b> .....	<a href="http://pascocoinclub.50megs.com">pascocoinclub.50megs.com</a>
<b>Florida Token Society</b> .....	<a href="http://floridatokensociety.com">floridatokensociety.com</a>
<b>Ft. Lauderdale Coin Club</b> .....	<a href="http://ftlauderdalecoinclub.com">ftlauderdalecoinclub.com</a>
<b>Ft. Myers Coin Club</b> .....	N/A
<b>Ft. Walton Beach Coin Club</b> .....	N/A
<b>Gold Coast Coin Club</b> .....	<a href="http://goldcoastcoinclub.com">goldcoastcoinclub.com</a>
<b>Greater Daytona Coin Club</b> .....	N/A
<b>Greater Jacksonville Coin Club</b> ....	<a href="http://gjcc.net">gjcc.net</a>
<b>Largo Coin Club</b> .....	N/A
<b>Manatee Coin Club</b> .....	N/A
<b>North Lake Coin &amp; Currency Club</b> ..	N/A
<b>Ocala Coin Club</b> .....	<a href="http://ocalacoinclub.com">ocalacoinclub.com</a>
<b>Palm Beach Coin Club</b> .....	<a href="http://pbcc.anaclubs.org">pbcc.anaclubs.org</a>
<b>Ridge Coin Club of Sebring</b> .....	<a href="http://oncoinzip.com/clubs">on coinzip.com/clubs</a>
<b>St. Petersburg Coin Club</b> .....	N/A
<b>Sarasota Coin Club</b> .....	N/A

**Silver Sands Coin Club**.....N/A

**South Brevard Coin Club**.....[southbrevardcoinclub.com](http://southbrevardcoinclub.com)

**Tallahassee Numismatic Club**....[tallahasseeclub.blogspot.com](http://tallahasseeclub.blogspot.com)

**Tampa Bay Coin Club**.....[tampabaycoinclub.org](http://tampabaycoinclub.org)

**Titusville Coin Club**.....[on facebook.cm/titusville-coin-club](https://www.facebook.com/titusville-coin-club)

**Treasure Coast Coin Club**.....[treasurecoastcoinclub.org](http://treasurecoastcoinclub.org)

**Venice Coin Club**.....[realmwix.com/vccc](http://realmwix.com/vccc)

**West Hernando Coin Club**.....[westhernandocoinclub.com](http://westhernandocoinclub.com)

# Who to Contact at FUN

- To list you coin show in FUN Topics, advertise in FUN Topics, or write an article for FUN Topics, contact **Joshua McMorrow-Hernandez at 813-403-2375, [JMCMorrowHernandez@gmail.com](mailto:JMCMorrowHernandez@gmail.com)** or Jay Chamberlain at 239-297-8592, [JCFLCoins@Comcast.com](mailto:JCFLCoins@Comcast.com) mailto:  
**Jim Best**  
**P.O. Box 5202**  
**Lakeland, FL 33807-5202**
- To request a table at the FUN Show, get hotel information, FUN membership (Dues), change of address, contact **Cindy Wibker at [cwibker@aol.com](mailto:cwibker@aol.com), 407-321-8747** or mail to:  
**FUN**  
**P.O. Box 471147**  
**Lake Monroe, FL 32747-1147**
- To exhibit at the FUN Show, contact **Bob Russell at [carousel@cfl.rr.com](mailto:carousel@cfl.rr.com), 407-721-1351.**
- To apply for an adult or YN scholarship, contact Nancy Casey at FUN:  
**Nancy Casey Secretary**  
**2293 Austrian Lane, #21**  
**Clearwater, FL 33763**
- To inquire about the YN Program, contact **Tony Bonaro at [t.bonaro@xorail.com](mailto:t.bonaro@xorail.com).**
- To correct a Coin Club Listing or to have your club listed in club notes or the monthly FUN Coin Club Newsletter, contact **Tony Swicer at [Swicer@comcast.net](mailto:Swicer@comcast.net), 561-964-7236** or mail to:  
**Tony Swicer**  
**P.O. Box 5823**  
**Lake Worth, FL 33466**
- Coin Club buses arriving at the FUN Show should call **Bob Hurst at ~~321-427-6474~~** 15 minutes before arrival.
- To request corrections on the FUN Website, contact Steve Martin at:  
[ContactFunWebmaster@gmail.com](mailto:ContactFunWebmaster@gmail.com)



## CLUB BUS TRIP TO THE FUN CONVENTION APPLICATION FOR FINANCIAL AID FROM FUN



Florida United Numismatists, Inc. (FUN) offers financial aid to FUN member coin clubs in the state of Florida if they wish to charter a bus to bring their club members to a FUN convention. The criteria: (1) Your club must have at least 20 passengers on the chartered bus. (2) You must submit your application via this form no later than December 1 for the January convention and no later than June 1 for the Summer FUN convention. (3) When your bus is approaching the convention center, please call the designated FUN contact person via cell phone to announce your arrival so we can take a group photo of your club members. We will inform you via e-mail the name and phone number of the designated FUN contact person after your application is received. (4) FUN reimburses your club \$25/person, up to a maximum of 40 people (maximum of \$1,000.00) or the actual cost of the bus, whichever is less. (5) To receive your reimbursement, submit a copy of your invoice to the mailing address on this application after the show has concluded.

### CLUB BUS TRIP APPLICATION

---

CLUB NAME

---

ADDRESS

---

ADDRESS

---

CONTACT NAME

---

CELL PHONE NUMBER OF CONTACT PERSON

---

E-MAIL ADDRESS OF CONTACT PERSON

---

DATE AND ESTIMATED TIME OF ARRIVAL FOR YOUR CLUB BUS

Submit this application to: FUN  
PO Box 471147  
Lake Monroe, FL 32747-1147

# FUN/ Florida Coin Club of the Year

Hello FUN member club,

In an effort to communicate more with FUN member clubs, FUN has decided to have a “Coin Club of the Year” contest. If your club is interested in participating in this program, please fill out the questions below and return to Tony Swicer by April 1<sup>st</sup>, 2012.

Club Name \_\_\_\_\_

1. Do you have a web site?\_\_\_\_\_If yes, what is the address? \_\_\_\_\_

2. Do you have a club newsletter?\_\_\_\_\_Make sure Tony Swicer receives copies.

3. Do you have a Young Numismatist program? \_\_\_\_\_

4. Do you have educational programs at club meetings?\_\_\_\_\_How often?\_\_\_\_\_

5. Do members of your club speak at the local Library, school, or civic organizations?  
\_\_\_\_\_

6. Approximately what was your membership in 2000 and what is it now?  
\_\_\_\_\_

7. Do you have a club brochure or pamphlet? \_\_\_\_\_

8. Does your club have a coin show? \_\_\_\_\_ How often? \_\_\_\_\_

9. Does your club have a library and/or videos? \_\_\_\_\_

10. Does your club donate numismatic books, etc. to libraries and schools?  
\_\_\_\_\_

11. Does your club participate in ANA events such as National Coin Week?  
\_\_\_\_\_

**Please note** - Not every club will do all of the above. Feel free to attach additional information about your club. Last year, the highest scoring clubs attached lots of additional information.

Please return by **April 1<sup>st</sup>, 2012** to: **Tony Swicer**  
**P.O. Box 5823**  
**Lake Worth, FL 33466**

# FUN/ Florida Coin Club of the Year

## Explanation of each item on the “Coin Club of the Year” questionnaire:

1. Web site - is it current? Does it tell all about the club? Is it easy to use?
2. Club Newsletter - is it attractive? organized? presents club news, educational articles, pictures, original and creative?
3. YN Program - Do they have YN meetings, auctions, Boy/Girl Scout program?
4. Club Educational Programs - How often? Guest Speakers? Slides, DVD, or Video programs?
5. Outreach & Talks - Talks at Libraries, Schools, Civic organizations, booths at fairs.
6. Has the club increased membership over the past 9 years?
7. Club Brochure - should tell who, what, where, when. Should include all info including membership application.
8. Club Coin Show - How often is there a show? Does it pay for itself? Do you get new club members from it?
9. Do they have a Club Library and videos?
10. Does the club donate numismatic books to multiple libraries, schools, etc.? Such as new Red Books.
11. Does the club participate in ANA national events such as “National Coin Week”?

# FUN/ Florida Coin Club of the Year

## Judge's Sheet

Club Name \_\_\_\_\_

Rate each item (circle one):

O – Not Applicable (NA), 1 - Poor, 2 - Fair, 3 - Good, 4 - Very Good, 5 – Excellent

	N/A	—————→					Excellent
1. Web Site	O	1	2	3	4	5	
2. Newsletter	O	1	2	3	4	5	
3. YN Program	O	1	2	3	4	5	
4. Programs at meetings	O	1	2	3	4	5	
5. Talks or exhibits at Libraries, Schools, etc.	O	1	2	3	4	5	
6. Increase in club membership over 7 years?	O	1	2	3	4	5	
7. Club brochure or pamphlet?	O	1	2	3	4	5	
8. Club Coin Show? How often?	O	1	2	3	4	5	
9. Club Library/ videos?	O	1	2	3	4	5	
10. Donate books etc., to Libraries and schools?	O	1	2	3	4	5	
11. Participate in ANA events?	O	1	2	3	4	5	
12. Extra points	O	1	2	3	4	5	

Please note - Not every club will do everything listed above.

**Final Score** ..... (            )

**Judge** \_\_\_\_\_

# **FUN/ Florida Coin Club of the Year**

## **General Rules**

1. A questionnaire will go out to all Florida coin clubs inviting them to participate in the “FUN/ Florida Coin Club of the Year” contest. They must return the questionnaire by April 1<sup>st</sup>, 2012 to Tony Swicer to qualify.
2. A panel of three judges (FUN board members) will fill out the scoring sheet based on the 11 questions asked of each club. Each question will be scored from 0 to 5, 5 being the highest or best score on each question. There are also 10 bonus points available at the judges’ discretion. The 11 scores are tallied on the sheet, plus bonus points, and the highest score is the winner.
3. No club can win the contest more than once every three years.
4. The winning club will be announced at the Summer FUN Show, July, 2012.
5. The winning club will receive a Life membership in FUN plus \$200. If the club is already a life member, then it will receive a check for \$500. Either way, the club will receive a “**FUN, Club of the Year**” plaque.
6. **Attention Judges** – Please review the Coin Club questionnaires and let me know who won within **Three Weeks**. Email me at [Swicer@comcast.net](mailto:Swicer@comcast.net).

# Coin Club Agenda

## Example

- Call the meeting to order promptly at 7PM (or your starting time).
- Pledge of Allegiance to the Flag.
- President welcomes everyone to the meeting.
- Do we have any guests or new members? Please introduce yourself, how you found out about us, and what you collect.
- Secretary Report - reading of the minutes of the last meeting.
- Treasure Report - an accounting of revenue and expenses since the last meeting.
- Upcoming Coin Shows - a report on all local and regional shows of interest to club members.
- Past Coin Shows - Who went and how were the shows?
- Have a bullion report with the current price of Gold, Silver, Platinum, and Palladium.
- Upcoming Coin Club Events - remind everyone what is coming up in the next few weeks.
- National Numismatic News - I subscribe to Coin World, Numismatic News, Esylum Online, ANA Online News, etc. Share interesting stories in the news with the club.
- Break for refreshments.
- Program - The President calls the meeting back to order. The program should be 15-20 minutes in length.
- Door prizes
- Raffle prizes
- Auction
- Adjourn

# Twenty-Four Ways to Improve Your Coin Club

By Tony Swicer

## 1. Meet the needs of your club members

- Why are they here?
- Are they here to buy coins, to sell coins, to receive numismatic education, to fellowship with other collectors, or to have a night out? Why are they not here? Is it boring or a night of conflicting meetings?
- Every meeting your goal should be to entertain them, educate them, keep them informed on the coin market, and buy and sell coins.
- If you have a problem with a club member, try to handle it discreetly, not in front of the club. Talk to the person privately. If that doesn't work, do not make a decision on the spur of the moment. Talk to the Board and make a group decision.
- Send the member a letter stating the problem and a solution. If that doesn't work, expel the person with a certified letter, return receipt requested.
- Hand out a packet of information to new club members with items such as a Coin World, Numismatic News, FUN Topics, bullion charts, ANA info, grading info, etc.
- The phone number or numbers of the club representative should be printed on every club document for any questions day or night from a club member.

## 2. Keep the meetings interesting

- Always have a somewhat structured meeting. Use Roberts's rules of order tailored to your club. Have a written club agenda and follow it.
- Door prizes - about ten \$1.00 prizes, Raffle prizes- three \$8-10.00 prizes. If the majority of your members collect U.S. coins, then the majority of the prizes must be U.S. coins. Our raffle is usually 3 brilliant Peace dollars or silver proof sets. If you put foreign coins in the raffle worth \$3 each, no one wants to buy tickets.
- Club auction - Members put up their own coins on a piece of paper with minimum bids. They cannot bid on their own coins. Usually there are 50-100 lots. You can use pre-made bid sheets.
- Jackpot drawing - All club members have their name in a bin. If they put \$1 in the jackpot they have a chance to win all the money in the pot, less \$5 which goes to the club. Names are drawn until someone wins. If they do not put in their \$1, they cannot win.
- Have a greeter at the door for guests and new members.
- Name tags at the meeting can either be stick on or permanent pin back.
- Have a small sign for tickets and information.
- Have a program every meeting - usually 15-20 minutes. Maximum 30 minutes.
- Give a coin market report - Gold, silver, platinum, palladium prices. What's happening in the coin market, what's hot, what's not?

- Coin show report - Where are the upcoming shows in your area. What happened at the past shows in the area, who attended, tell us about the show.
- Humor at the meetings - For the coin curation program, I came in with black rubber gloves, a 5X visor, and a leather apron. We also had the top 15 reasons when you know it's time to get out of coins, and the top 10 numismatic parody songs. A regular part of every meeting is the "phone call or customer of the week".
- The President should know every member's name and use it as necessary at the meeting.
- Refreshments - You should have soda, coffee, cookies, and donuts at every meeting.

### 3. Programs

- Tailor each program to the type audience you have. An older group might like to hear talks on security, estate planning, wills, eye care, and coin liquidation. A young group or beginning collector might want to hear the basics of coin collecting, coin tales, or details on the state quarter program. Advanced collectors might want to hear the 57 varieties of the 1794 cent or about cleaning coins.
- Bring in guest speakers from other clubs, use the ANA Speakers' Bureau, and have grading competitions with prizes. A police officer can speak on home security. Talk on coin insurance, estate planning, and how to write a will. All talks should have a written outline handout. Use the ANA diploma program, it kept us busy for a year and a half and is an ongoing program in our club. Use the ANA video and slide programs, and the ANA library. David Lisot has 400 videos on coin collecting.

### 4. Gadgets

- Make a coin club brochure, with who, what, when, where, and why. These brochures should be posted in libraries, schools, coin shops, etc.
- Purchase club calendars with meeting dates stamped in red.
- You can have club pens, pins, hat, shirt, calculator, wooden nickels, medals, and membership cards.
- Make a business directory of club members who are, doctors, lawyers, insurance, real estate, coin dealers, home repair, etc.

### 5. Club newsletter

- It should include a calendar of events of upcoming coin shows and club meetings. Some coin club newsletters are 20 pages and a work of art, others are one page. It all depends on how much time you have to do it. You can also sell advertising space in it. Please make sure every newsletter says, who, what, where, when, and why. There should also be a "disclaimer" in the newsletter giving the editor and or Board the right to change or reject material considered inappropriate for your publication. The newsletter can entertain but it also should tell what is coming up at the next club meetings and entice members to show up.
- Hand out the new newsletter at the meeting to save money on postage.

## **6. Special meetings**

- Free food nights can be paid for by a white elephant donation auction, household items brought in by club members with all proceeds going to the club.
- Coin bourse night - Have a mini-coin show on the meeting night and dispense with the regular meeting.
- Coin club roast - Have a special meeting for a special member.
- National Coin Week - In April, send an “open house” flyer to the boy scouts, libraries, condominiums, and radio and TV stations.
- Club excursions - Car pool to a big coin show. We had 45 members at FUN in 2003 (a 200-mile trip).
- Club picnic - Grill out with games and prizes
- Officers and Board members’ induction dinner
- Take pictures of all events along with the story and send them to all numismatic publications. Keep copies of everything for the club archives.
- When you have visitors at the club, post your coin club sign where everyone can see it.

## **7. Estate coin auctions**

- Older club members die or they decide to auction their coins through your coin club. Someone knowledgeable repackages coins, grades, puts minimum bids on all lots, prints the auction and distributes the list to all club members for a major upcoming club auction. The club gets 5% of the gross sales.
- Have a YN auction - for YN’s only.
- Numismatic book and coin supply auction - Usually your local coin shop will donate old books and supplies.

## **8. Club coin show**

- This can be annual, semi-annual, or monthly.
- The main objective is to get “new” club members. Money should be secondary if you have a healthy treasury. You must make sure the dealers have a good show by using PAID DISPLAY NEWSPAPER ADVERTISING. The trade publications reach the hardcore collectors but not the general public. Trade publications reach 6% of all coin collectors, but the main local newspaper reaches 60% ++ of all collectors. (This is a statistical fact). Use display newspaper advertising, not the classified.
- Coin Club Table - Club members staff the table at the entrance to the show and offer raffle tickets, information, and lots of free literature including the club brochure, Coin Worlds, Numismatic News, ANA brochures, FUN brochures, and the club’s newsletter and show schedule. A coin club banner should be over the club table. Coin show banners should be outside, on or near the street where people can see them. In-ground signs should be posted at the major street intersections near the show. Have an information sign on the coin club table along with a donation box for all the free literature they are taking. Post the newspaper ads on the wall so that the dealers can see them.

- Have Exhibits at the show.
- Have a Seminar at the show for new collectors.
- A monthly coin show gives members of a club the opportunity to set up a table and buy and sell their merchandise. This is invaluable experience that they might not be able to afford at a two-day coin show.
- Develop a mailing list and notify everyone of the upcoming coin show.
- A coin supply dealer at the show is a great asset. If you cannot get a supply dealer, then have one of the club members run a coin supply table. Either the club or the member can finance the supplies ordered. Obviously it is easier for the club if an individual handles the whole thing.
- Have a written, yearly contract for the hall you are renting.

## **9. Club members speak and exhibit**

- Speak at the club meetings, libraries, schools, banks, rotary club, other coin clubs, and retirement communities. Always bring club brochures and other handouts. Speak to Boy Scouts and Girl Scouts. The Club could have a membership booth at a county fair, an antique show, or other trade show. With a non-profit status booths are often free. Go to your local school board and offer to speak to 10 year olds and up. Go to your local TV or radio station and get on the air or send them stories about your club. National coin week is a perfect time to promote numismatics.

## **10. President's Year-End Review**

- This is what the club did over the past year put in writing to the membership. You should include membership numbers, how the coin shows are doing, some of the programs through the year, recognition of club members, what the club accomplished during the year, and election of officers and board, and, P.S. Dues are due!

## **11. Coin Club awards**

- Officers and board members might get plaques, certificates, trophies, etc.
- Club Member of the Year award to the person who has contributed the most to the club, as voted on by the officers and board.
- You can also have a YN of the year.
- All club volunteers should be given some compensation, raffle tickets, a discount on a table at the show, or a coin. Try to acknowledge all volunteers at the club meetings.

## **12. Numismatic books and publications**

- Make them available to the membership at the meetings, **at** or near **cost**.
- Red books - we donate 24 red books to the local libraries every year, and in turn we speak at the libraries and get coin referrals.
- Grading guides and new books are brought back from the FUN show.

### **13. Dealers bring back coins**

- Club coin dealers can bring coins back from shows for their coin club auction. I used to bring back type coins and paper money from the Long Beach show in the \$5 to \$50 price range. The club pays the dealer for the coins and sells them for a profit in the club auction. This should stir up considerable interest.

### **14. ANA, FUN, and other Numismatic organizations**

- Join numismatic organizations to take advantage of their benefits.
- Subscribe to all numismatic publications. Take notes on all points of interest in them and tell the club all the news meeting to meeting. "Since we met last, here's what happened in the coin market."

### **15. Membership**

- Have a membership chairman with the duties of mailing the newsletter, signing up new members, keeping in touch with members who have not been coming to the meetings, either by postcard or personal phone call. They should also send out get well cards for sick members or flowers for a funeral. Keep up with changes of address. Have a YN chairman.

### **16. Coin Club Library**

- Start a Numismatic library with donated books from club members and coin dealers. The club can purchase key books for the library. Also keep all the programs presented during the year and make copies available to members who did not attend a particular program. Keep all past club records in the archives. Store everything where it is available to members.

### **17. Free handouts**

- You should have handouts at every club meeting and coin show. Membership applications to local, state, and national numismatic organizations and flyers for upcoming events should be available to everyone.

### **18. Coin Club survey**

- Send it to all members. Ask them what we are doing right, what we are doing wrong and how to fix it. Find out occupations of each member. (Lawyer, banker, accountants, real estate etc.) What type programs do you want? How can we improve the club? Why are you not attending the meetings?

## 19. The computer and your Club

- Your club can have a free web site thru the ANA. Do all your programs on the computer and save them. You can put the Club membership on the computer, the mailing list, and print mailing labels. E-mail club members the newsletter. You can print tickets to club functions. If you have a website, keep it updated. I have seen websites nine months behind the time.
- Many times it is easier to reach someone by email vs. mailing them.

## 20. Club budget and ways to make money

- Formulate a yearly budget (rent, supplies, postage, insurance, etc.) by committee and approved by the board and officers.
- You can make money off the club raffle, auction lot fees, and the jackpot drawing. Collect yearly dues or sell lifetime memberships. Throughout the year, members donate coins, books, and other numismatic literature for the club auction. A white elephant sale brings in hundreds of dollars.
- Charge for ads in your club newsletter. Sell the Gadgets at a profit. The big estate auction is a great moneymaker and all bidders must be club members.
- If you have a coin show auction, put it up for bids to local coin companies.
- Put out a donation box at the coin club show table. Have a show raffle.
- Coin club dealers bring back coins from big shows that the club can make money on.

## 21. All Officers and Board Members should have specific duties in the Club

- **President** runs the meeting and calls Board meetings, and handles problems.
- **Vice-President** could call the auction and preside over the meetings when the President is not there.
- **Secretary** takes the minutes and could handle the membership dues and newsletter mail outs.
- **Treasurer** handles the monies and could take the dues.
- **Board members** could be assigned jobs such as, Bourse Chairman for the club coin show, Educational Chairman, Sergeant-at-Arms, Party Chairman for annual parties, Publicity Chairman, Club Liaison to ANA and FUN, Newsletter Editor, Membership Chairman, Librarian, Historian.

## 22. Protect your club members from outsiders

- Never give out your club mailing list. You can mail their flyer with your newsletter and charge for any additional postage. If you allow guest speakers, especially companies, check out the company thoroughly before you let them speak at your club. If you bring them in to the club, then you are partially responsible for whatever happens.

- **Example:** A billion firm speaks at your club and several members invest with the company losing \$10,000. You are partially responsible. Check with the Better Business Bureau.

### **23. Choose the right people to run your Club**

- Club growth is directly related to how well different personalities work together in the club. If you have a dictator, members will quit. If there are several arguments, members will quit. A club needs good leadership, innovative and creative thinking, and harmony.

### **24. The Meeting Hall**

- The hall should be private with no other distractions. It should be well light. It should have plenty of eight foot tables and chairs. A speaker system is helpful but not necessary. A projection screen and projector would be nice. A club member should have a key and be in charge of opening and closing the hall.
- Having a kitchen in the hall is a plus. Many fraternal organizations (VFW, American Legion, Elks, Knights of Columbus, etc.) have halls like this. Also Churches, Libraries, school rooms, empty retail space, and more have space for a meeting. You should have a yearly rental contract and liability insurance (as cheap as \$100 a year).

Our best ways to attract new club members are the coin club brochure and the monthly coin shows. This list does not have all the answers but if you can use just a few of them then it is a success. I highly recommend “*A Guide for Organizing, Operating, and Growing a Successful Club*” available from the Metropolitan Coin Club of Atlanta, P.O. Box 76090, Atlanta, GA 30358-1090

Please call me if you have any other questions at 561-964-8180 M-F, 9-5 or at 561-964-7236 after 6 PM.

**Tony Swicer**  
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**Lake Worth, FL 33466**  
[Swicer@comcast.net](mailto:Swicer@comcast.net)

# The Best Eighteen Ways to Ruin Your Coin Club

By Kevin Foley

1. Accumulate a big treasury, especially without first reaching a consensus on the purpose to which the money will be applied.
2. Get other people to do all the work and then criticize them.
3. Fail to recognize the people who do the real work. Especially pretend that they almost don't exist and extend lavish praise on those who are marginal performers and encourage their substandard performance by rewarding and praising them.
4. Attack those who are superior performers, always seeking to undermine them and erect road blocks to thwart them.
5. Hoard your treasury and refuse to give anything back to the marketplace that helped to produce it for you.
6. Elect officers who feel that their being is simply enough and who resist actually working for the organization.
7. Constantly try to show how much more important you are than anyone else in the club and how much smarter you are than all the rest.
8. Lose sight of what the core purpose of the organization is.
9. When considering any decision, fail to ask; If we do this, how will it improve the organization?
10. Have different rules for different people, i.e., always look at "who" is doing something rather than "what" is being done in deciding if the action is appropriate.
11. Fail to set standards and expectations for how tasks and responsibilities are completed or fulfilled. That way you can criticize people no matter what they do.
12. When someone disagrees with you on an issue; a. Always describe nefarious motives to them rather carrying on an adult discussion about why you think their viewpoint is incorrect. b. Never discuss an issue directly with someone with whom you disagree. Instead, always go behind their back to others and present only your viewpoint while smearing the other person.
13. Always arrive at a decision first and then work backward from there to select only the facts that support your conclusion while ignoring any that don't.
14. Propose policies and rules that, while appear on the surface to be generic and neutral best practices, are really aimed at one target. Be certain to pretend that such targeting is not at all the case. Become indignant and offended if someone detects and points out the disparate impact on your proposal.
15. Fail to remember that your hobby club exists for people to have fun and enhance club members shared experiences. Become obsessed with controlling all aspects of club operations, especially anything to do with money.
16. Never miss an opportunity to use the organization as a weapon to attack, undermine, belittle and demean someone against whom you have a grudge, especially if you are jealous or envious of them. Always pretend however, that your attacks are motivated by the highest concerns of the organization.
17. When you promise to do something for the organization, never follow through and actually do it. This will give you an opportunity to assert that it was really the responsibility of someone else and enable you to shift the blame on them.

18. When discussing an issue at a meeting with someone whom you disagree with, always point your finger at them repeatedly for emphasis. Be sure either to shout or use a sarcastic tone of voice. Even better shake and tremble as you speak and, if possible, turn red in the face. If you have any folders or papers you are holding, slam them down when you are done, being sure to mutter just loud enough to be heard that you will expose what goes on that you don't like.

# Running a Local Coin Show

By Tony Swicer

## Show Budget

A coin show budget can help you find your breakeven point and determine how much to charge per table. Here is a hypothetical example: For a 30 table, one-day show, the expenses are: Hall rent is \$500, advertising is \$500, security is \$125, Coin World ads and 75 Coin Worlds are \$60, and incidentals are \$50. Your total expenses are \$1310 divided by 30 tables for breakeven table cost of \$43.67 per table. Whatever you charge per table over \$43.67 is your show profit. Here is an example of a two-day show: Hall rent is \$1000, advertising is \$750, security is \$400, Coin World is \$60, and miscellaneous is \$75 for total expenses of \$2285, or breakeven cost per table of \$76.16. If you have a raffle you can usually bring in another \$100 to \$300. If you have an auction you can have a local coin shop pay a fee for the rights to the auction.

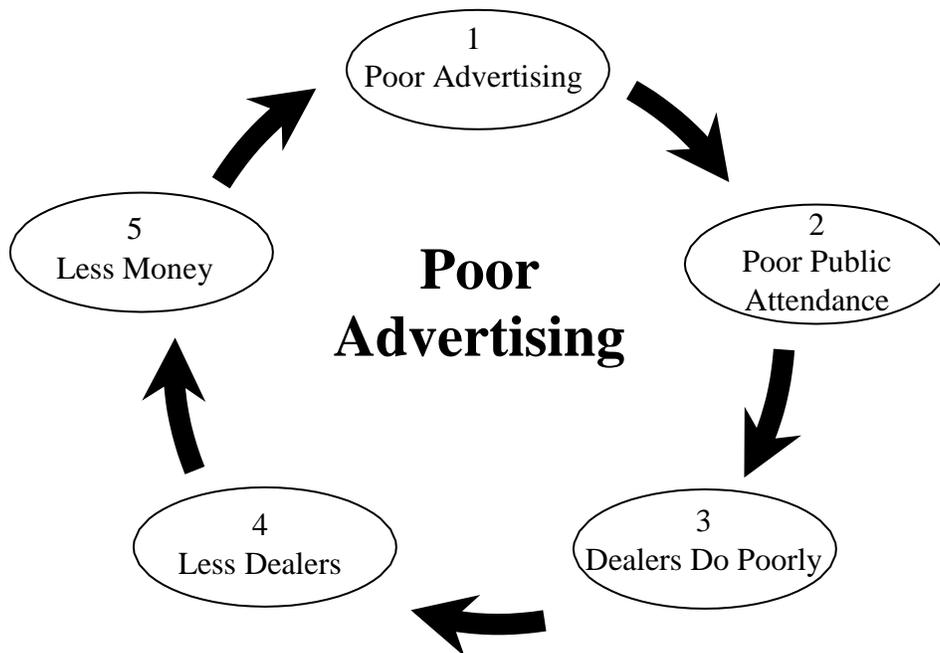
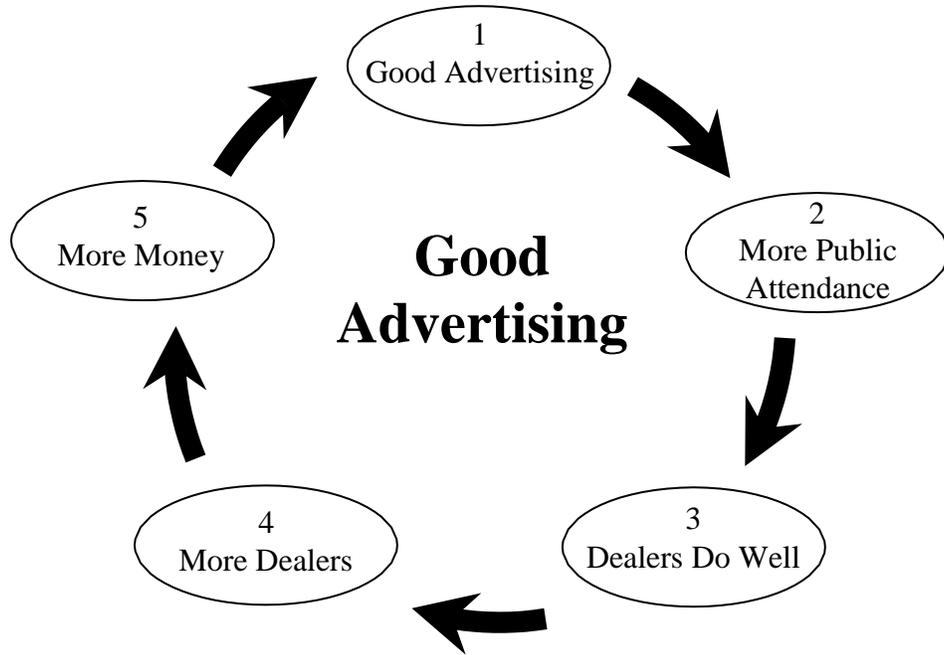
## Advertising

Whether you are running an annual, semi-annual, or monthly coin show, they all have the same basic format. The main objective for our club has been to recruit new members. Money of course helps run the club. You must make sure the dealers have a good show by advertising in all the coin publications and using *display newspaper advertising*, not the classified. Ask for ad placement in section "A", top of page or Local Section, top of page. Your ad must stand out. We go with "**COIN SHOW**" in bold letters followed by where, when, sponsored by, and a phone number. Our ad is usually two columns by 2" and the minute you turn the page the ad hits you. You do not need flowery ads that are works of art. You need an eye catching ad, bang for your buck. If your show is on a Saturday and Sunday, run your ad on Friday and Saturday. If you can afford three ads then run on Thursday, Friday, and Saturday. Sunday rates are always higher. In Palm Beach County, The Post covers the entire county, 675,000 households. All other advertising is secondary. If you have multiple shows, consistency in advertising is critical.

Numismatic News, the Numismatist, and your state numismatic publications will run your ad free. Coin World charges \$10 per ad. Get your ads in early. Make up a flyer for your show that is 8 ½ x 11 to be posted all over town. Post this flyer about 10 days to two weeks before the show on community billboards, at libraries, schools, housing developments, supermarkets, etc. Use the same format flyer but 4 ½ x 5 ¾ card stock to send to all numismatic organizations in the state as well as passing them out at local coin shows and coin shops. Have a stack at your club for members to take and post. The back of this flyer should have a map to the show. Print a news release about your show and send it to radio, TV, and newspapers about two weeks before the show. Many newspapers will print your show announcement in their community calendar for free. Touch base with everyone involved a couple of days ahead of time with a simple phone call (i.e. the newspaper, the hall, the rental place, the security guards, the volunteers, etc.)

For further advertising information, have a look at "*Making the Front Page*", a guide to promoting a local coin show, by Jim Bevill, President of the Bellaire Coin Club at [www.money.org/clubcoinshow.html](http://www.money.org/clubcoinshow.html).

# Coin Show Advertising



## Location

You want a location that can easily be found by anyone, at the intersection of an Interstate highway or on a major road is perfect. How large of a show can your area support? With a county population of one million people, the largest show we have had was 75 tables. Does the hall that you are going to rent supply their own tables and chairs or are you going to rent them? This can be an added cost of \$300-500 for even a small show as tables rent for \$8-10 each and chairs for \$2 each.

You can rent a convention center, hotel convention room, the middle of a mall, a hall from a fraternal organization, an empty building, etc. Whatever you rent, make sure you have “**Coin Show**” signs in front of the show near the street. We have a big “**Coin Show**” banner that we tie to two trees and three stick-in-the-ground signs so that you cannot drive by the location without seeing them. You can place in-ground signs at major intersections near the show a day or two before it starts.

Get a contract for the hall with everything spelled out, such as the date of show, the rent with tax, tables and chairs available, what time you can get in the hall, what time you have to be out of the hall, food vending, when you can setup the show, etc.

## Coin Club Table

Just inside the main hall entrance should be the coin club table with a sign over the table saying, “**Coin Club**”. Everyone entering the show should have to pass by this table. You can have everyone register so that you can mail them a flyer for the next show. The table should have all kinds of free numismatic literature such as your coin club brochure with club membership application, Coin World, Numismatic News, ANA and State organization literature should all be available as well. Put a donation box on the table to help cover any costs. A sign saying “Information” should also be on the table and the table should always be staffed by a club member. Tape a copy of all the newspaper ads on the wall so that the dealers can see them. Have a public address sound system in the room for announcements.

If you are going to have a raffle you will need a show case to display the raffle coins. Here is an example of a typical raffle: a ¼ oz. gold American Eagle, a BU Peace Dollar, and a Silver Eagle. Total cost is \$250 and you can sell tickets for \$1 each, six for \$5, and 13 for \$10. Put each item in a fancy holder so they look nicer.

If you are going to have door prizes you can acquire them free from the dealers by mentioning their name over the public address system (i.e. “Donated by...”).

## **The Dealers**

Take care of your dealers; after all they are the ones financing your show. Dealers should be assigned tables on a first come first serve basis, from the front of the room to the back. Bring in donuts and coffee for the dealers. You can get free Coin Dealer Newsletters shipped in by Federal Express for all of your dealers simply by requesting them and paying the shipping of about \$20. If you do several shows, try to keep your dealers in the same table location so their customers know where they are. If there is no food vending at the show, have club members go around the room and take food orders for the dealers.

## **Security**

You can hire an off duty policeman, State Trooper, or private security guard. The first two usually run about \$30 per hour with the private security service usually half as much. If you go with the latter, make sure they are licensed, insured, and bonded. The guard should wander the bourse floor and respond to any problems. The bourse chairman should inform the guard ahead of time just what he is expected to do. The guard should also escort dealers safely to their vehicles when they leave the show.

If you run a two-day show you will also need security overnight.

## **The Show**

Setup the show the day before, if possible, with coin club volunteers. If six people are present for setup you can finish in about 30 minutes for a 30 table show. Make sure all electrical wires that are in the isles are safely taped down. A power outlet or extension cord should be within 8-10 feet of every dealer.

The time that the show is open to the public can be 9 or 10AM to 4, 5, or 6PM. Dealer setup time should be 7AM to 9 or 10AM. Allow plenty of time for dealer-to-dealer transactions. Bring in donuts and coffee at 7AM. Hand out the new Coin Dealer Newsletter (CDN) early to every dealer. (Call CDN for details)

Have the coin club table staffed in shifts of two hours. Make sure that everyone entering the show is greeted by the club member at the coin club table. Tell them about the raffle and that they do not have to be present to win the drawing, simply by writing their name on the back of the ticket that goes into the box. Have the raffle drawing at about 2:00 or 3:00PM. Periodically announce the raffle over the public address system. The show can be broken down with club volunteers. Make sure that all the volunteers are given some compensation whether it is raffle tickets or a coin, or money.

## **Exhibits and Seminars**

Club members can exhibit numismatic items either competitively using ANA exhibit rules or non-competitively. The exhibits can be displayed on the bourse floor or in a separate room.

Talks or seminars should be held in a separate room off the bourse floor. A talk at 11:00AM or 1:00 or 2:00PM is good. A couple of talks that are always needed are “The Basics of Coin Collecting” or “Top 10 Picks for the Coming Year”.

## **After the Show**

The show chairman should submit a simple profit and loss statement to the club Secretary and Treasurer. The chairman should give a verbal show report to the club membership at the next regular club meeting. You should also ask dealers present at the club meeting how they did at the show and any suggestions on improving the show.

At the next club board meeting, you should prepare for the next show and how you can improve on the one before.

# Coin Show Checklist

1. The Hall should have good lighting, one way in and out for the public for security reasons. Plenty of parking is a must with easy access to all major roads and easy to find. Verify setup time with the hall, call them ahead and remind them. A kitchen making lunch is helpful, otherwise you will need runners to go out and bring back lunch for the dealers.
2. Volunteers - Make a list of volunteers with their phone numbers. Make sure to announce the setup time for your coin show at the club meetings. List of workers at coin club table.
3. Security - Call your security people ahead of time and verify their times.
4. Advertising - Call the main newspaper and verify the time and placement of your ads. Get free listings from newspaper and radio. Put coin show flyers on bulletin boards at coin shops, libraries, grocery stores, etc. Ads in Coin World and Numismatic News may be paid yearly and run like clockwork.
5. Check your list of dealers to make sure they will all be there. Have a waiting list ready for last minute dealer cancellations.
6. Supplies - check extension cords, tape, signs for the club table and for outside, raffle tickets, free handouts which should include Club brochures, membership applications, show schedule, Coin Worlds, Numismatic News, and Grey Sheets for the dealers.
7. Rentals - Anything that you rent for the show such as tables and chairs, you should call and verify delivery times.
8. A Show layout diagram or map should be done in advance and every dealer should know his table location.
9. Bourse applications for the next show should be handed out and collect money for the future show.
10. **“Coin Show”** signs should be ready for the front of the building. **“Coin Club”** sign ready for coin club table at the show.
11. Club Raffle - Having attractive raffle prizes increases ticket sales. Slabbed gold and silver coins and as many coins as possible should be raffled so that when people look at the prizes they see there are numerous chances to win. You should experiment with the number and the value of the prizes that your club can afford and still make money.
12. Educational and exhibit areas should be setup ahead of time.
13. Designate someone to make coffee and bring in donuts for the dealers.
14. Name tags for the dealers are nice but are not critical and can be made up in advance.

# Club Outreach Letter

Greetings FUN Member Clubs!

Since I took the position of Vice President of FUN in January, I've made it my mission to expand the social networking aspect of Florida United Numismatists. I believe "communication" is key to building a good relationship between FUN and its members. FUN Members and Convention guests now have three new social networking sites available to them.

**Fun Forums** on LiveJournal is FUN's interactive "*community*" journaling site. It was created to provide information on the FUN Show, and answer questions from our members and convention guests. In addition, it keeps our members current on all things "numismatic" while acting as a memory book sharing videos and pictures from all things "FUN". As a FUN "community" anyone can join and create journal entries to share numismatic news and comment on same.

Member Clubs can use **FUN Forums** to advertise their upcoming shows and events. This means your club shows will get the added exposure through the internet "traffic" from not only our official **Fun Topics** website, but all our social networking sites as well. Can your club afford to lose out on this free marketing opportunity?

**FUN Convention TV** (our YouTube Channel) offers the latest videos from the FUN Conventions. Subscribe to our channel and share your treasures with our FUN YouTube family.

**Twitter** is a real-time information network that connects you to the latest information about what you find interesting. Please follow us on **Twitter@FUN\_Convention** for the latest news within the FUN Show community.

**Marketing 101** - As a courtesy to our members, the FUN Topics website currently lists the contact information of all its member club's. This information can be found on the FUN Club section of the website. Please click this link to view the page.

[http://funtopics.com/About\\_us/Member\\_clubs/Member\\_clubs.html](http://funtopics.com/About_us/Member_clubs/Member_clubs.html)

If your club is not listed there you're missing out on this free advertising opportunity. Please make sure FUN has current information on your club complete with the following:

**Club Name:**

**Address:**

**Website Address (URL)**

**Contact Email** for your bourse chairperson and webmaster.

Please feel free to email this information to us at [FUN\\_Forums@rocketmail.com](mailto:FUN_Forums@rocketmail.com)

**Marketing Is A Two Way Street:** All member clubs that currently operate a website, yahoo group, or other online forum should link to the official website **FUN Topics** <http://funtopics.com>. We'd also appreciate a link to **FUN Forums** <http://fun-forums.livejournal.com> and have provided banners complete with code for that purpose. Your webmasters can find the banners on our welcome page. Simply copy the code and paste it on your web page and let the web traffic sharing begin!

I've included excerpts from our blog regarding a few topics of interest. Remember, we are here to help one another. If you have questions on sharing content we'd be happy to assist you. Open lines of "communication" is what we are striving to accomplish here. Therefore, if you need assistance getting started we are here to help you. We are only a blog comment or email away! ☺

### **Club Bus Trip to the FUN Convention**

With gas prices climbing higher and higher you might consider carpooling to this year's F.U.N. Convention in January. But wait... Forget the car pool lane. See if your club meets the criteria for financial aid to charter your very own club bus... ***Get On the Bus*** and leave the driving to ~~Us~~-someone else.

**Florida United Numismatists, Inc. (FUN) offers financial aid to FUN member coin clubs in the state of Florida if they wish to charter a bus to bring their club members to a FUN convention.**

### **Open Invitation to ALL FUN Member Clubs**

**Reminder - FUN Forums** was created to promote UNITY among our **FUN Club Members and our member clubs**. It was formed to allow our member clubs to talk to one another and learn from each other. If utilized, it will bring us closer together as a **coin club community**.

Member clubs can use **FUN Forums** to advertise their coin shows and promote their club functions. Simply register for a LiveJournal Account, join the Forums and create a post using our easy posting format to advertise your upcoming event. Once the event is over, come back and create another post to share your event photos. It's FUN, informative and a great way to market your club (and club shows) to your fellow hobbyists.

Don't want to create a LJ? LiveJournal also offers you the ability to post and comment using your credentials from other external sites, such as Google, Facebook, and Twitter.

UNITY! Bringing FUN Member Clubs together is what it's all about! It won't happen if you don't get involved by commenting. So please consider giving back to FUN by sharing your time, talent and knowledge today.

Donna Moon  
FUN Vice President

# Coin Show Etiquette

By Buddy Hirsh & Tony Swicer

Everyone has their own approach to buying and selling coins. Some people are very good at transactions, some are lousy. The following are some thoughts on the subject.

## Selling

As a dealer behind the table, I always like to greet everyone who comes to my table, it breaks the ice. Asking what you are looking for saves both of us time and needless looking. I always try to sell at a fair price. Some dealers look to make a killing on every coin. It's up to you to know current pricing, if not you will get buried in a coin.

## Buying

When you are buying from a dealer at a show you should be professional. Don't sprawl your briefcase and papers all over the dealers' cases so that no one can see anything. Do not bring a drink to a dealers table. I have had drinks knocked over on my case before. When you are looking at dealers' coins do not take the coins out of the dealers' sight. Do not put them below the table or behind your back and do not go into your pockets while at the table. Dealers likewise should not put the customers' coins out of the sight of the customer. Never take coins away from the table without the dealers' permission. If you take a set of coins away from the table and a coin ends up missing, guess who is a suspect. Any purchases made at another dealers table should be put away before you look at coins at the next dealers table. Don't give the dealer the idea that you are trying to switch coins or are stealing coins. Never go behind a dealers table without asking permission to do so. Never cut between dealers' tables to get to the next isle. Go around like everyone else.

Don't dicker on the price of a coin just for the sake of dickering. Once the dealer learns your MO he will up the starting price on every coin and get what he wants anyway. Don't whine and tell the dealer what is wrong with every coin. Either buy the coin, counter offer, or go on to the next item. If you give the dealer a hard time, I guarantee you that when he gets nice coins for sale, you will be the last to see them, if at all. Don't linger at a dealers table when he is buying or selling a big deal. If a dealer is busy with a customer, don't butt in, walk away. Never try to steal a deal away from a dealer in front of his table. If you do not have a table, you must go outside to transact business with others that do not have a table. No transacting in the aisles. Don't let a dealer try to bully you into buying a coin and vice versa.

A line that won't work at a coin show might work at a gun or antique show. Here's an example: A dealer has a coin set that catalogs at \$300. He might want \$150-200. At a coin show, the melt value is irrelevant, but at a gun show you could ask, "what's the melt value on that set?" and get it for melt, \$50.

If you want to look at something in a dealer's case, always ask permission. It always seems that an open case draws flies, if you know what I mean. In time you will learn who the higher priced dealers are and avoid them. If you feel that the dealer has over graded a coin, give it back and walk away. Save yourself time and aggravation. Never take a coin out of its holder without asking permission.

When you are buying at a show you should ask the dealer if he will take your check. Most dealers will take a check if you can give them a coin dealer reference. Virtually no dealer will take a credit card at a show. The easiest form of payment is always cash. Any way that you purchase a coin, always get a receipt on a hundred dollars or more purchase. That way it is easily returnable if it is counterfeit. Do not remove the coin from the dealers' holder until you have bought it and you are absolutely satisfied with the coin.

If you are not sure of the grade on a coin, ask the dealer if you can show the coin to someone else for an opinion. Try not to use the other dealer's name that you are showing the coin too. If I am shown a coin, I hate to ruin a deal for another dealer, then I'm the bad guy. If another dealer tells you not to buy the coin, don't go back to the dealer who owns the coin and say, "Tony said it was a piece of junk". Just give the coin back and say, "No thank you", and leave.

The bottom line is, if you act professional in your coin transactions, you will get a better deal, you will get first look at new coins, and everyone will be happy (and that's a good thing).

# COIN DEALER 101

1. County & State License- this differs county to county and by state.
  - A. County Occupational License
  - B. State Sales Tax Number- You are supposed to collect sales tax on bullion & foreign coins on sales under \$500. All US coins & sales over \$500 are exempt.
2. Business materials needed-  
Business cards, invoices, pens, calculator, note pad, subscription to Coin Dealer Newsletter, Numismatic reference books.
3. Where do you sell at-?
  - A. A shop- overhead & security
  - B. Coin Show- travel
  - C. Ebay- time consuming
  - D. Mail Order
4. Pricing merchandise-
  - A. Use small labels
  - B. Cost code everything
  - C. Price everything on the reverse
  - D. Inventory everything on computer
5. Security-
  - A. Get a concealed weapons permit.
  - B. At shows, always keep everything under lock & key. Open inventory is asking for shoplifting.
  - C. At a show beware slight-of-hand artists switching your coins.
  - D. Leaving a coin show, never stop to eat. Go directly home. Many dealers are followed from coin shows.
  - E. Never let people come to your home to do business.
6. Appraisals-
  - A. If you have to travel to do an appraisal, charge a fee, minimum of \$50, refundable if you buy the collection.
  - B. For written appraisals charge for both the time looking at and writing up the coins.
  - C. Free appraisals at coin shows.
7. Numismatic Organizations-
  - A. National- ANA & Specialty clubs
  - B. Regional- FUN, CSNS
  - C. Local Clubs- Ft. Lauderdale, Gold Coast, Palm Beach coin clubs
8. Your Responsibility-
  - A. Sell & Buy coins at fair prices.
  - B. Don't knowingly sell or buy counterfeits. If you sell a counterfeit, you are supposed to take it back and refund the customers money.
  - C. Don't knowingly buy stolen coins.

# THE BASICS OF COIN COLLECTING

## INTRODUCTION

Speaker \_\_\_\_\_ is President of the \_\_\_\_\_ Coin Club and is a full-time coin dealer. He has collected coin since 1959 and started selling coins full time in 1981. He is the Immediate Past President of Florida United Numismatists (FUN) and is an American Numismatic Association Regional Coordinator. He has traveled to hundreds of coin shows and auctions nationwide.

## COIN HISTORY

The first coins were minted in 650 B.C. in Lydia, which is currently central Turkey. The likenesses of kings and queens, gods and great moments in history have been on coins.

Greek Coinage- 550 B.C.- 200 A.D. 7900 different coins minted.

Roman Coinage- 269 B.C.- 518 A.D. 4300 different coins minted.

Byzantine Coinage- 518 A.D.- 1453 A.D. (Fall of Constantinople to Turks)

Dark Ages- 500 A.D.- 1500 A.D.

Renaissance 1500 A.D. started in Italy and spread throughout Europe.

Early U.S. coin history includes using foreign coins in America until 1857. Our first coins included the Pine Tree shilling of 1652, Colonial coppers from 1775-1793. Regular issued coinage began in 1793 to the present. Paper money started with Colonial currency, then private bank notes until the Civil War when U.S. notes were issued in 1861. The first coin dealers sprang up in 1860 and by the end of the century the ANA was formed in 1891. Most coin collecting was in the north east where the majority of the population was.

B. Max Mehl and others promoted the hobby in the early 20<sup>th</sup> century. Whitman came out with their coin folders in the 1930's. The 1955 double die penny started the error coin craze. The Yeoman "Red Book" has been published every year since 1947. And finally, the State quarter craze has started a whole new generation of coin collectors.

## BASIC NEEDS TO START COLLECTING

Red Book \$14.95-\$16.95

5X magnifying glass \$5-\$9.95

ANA Grading Guide \$15.95

Coin folders \$4

## COIN PUBLICATIONS

Coin World

Numismatic News

Coins Magazine

## COIN CLUBS AND NATIONAL ORGANIZATIONS

Palm Beach Coin Club - 350 members

4725 Lake Worth Road, Greenacres, FL 33463.

American Polish Club

2<sup>nd</sup> & 4<sup>th</sup> Wednesdays

Phone number

Ft. Lauderdale Coin Club - 220 members  
12050 W. Sunrise Blvd.  
Volunteer Park Community Center  
Plantation, FL  
2<sup>nd</sup> & 4<sup>th</sup> Thursdays  
Phone

FUN- Florida United Numismatists - 1955 to present, 3900 members  
Cindy Wibker- Secretary  
P.O. Box 471147  
Lake Monroe, FL 32747-1147  
407-321-8747

ANA- American Numismatic Association - 1891 to present, 29,000 members  
818 N. Cascade Ave.  
Colorado Springs, CO 80903-3279  
719-632-2646

#### LOCAL COIN SHOWS

1<sup>st</sup> Sunday of every month- Hallendale at Mardi Gras Casino (One hour south)  
2<sup>nd</sup> Sunday of every month- Melbourne at The Azan Shrine Center (2 hours north)  
3<sup>rd</sup> Sunday of every month- Plantation- Volunteer Park Community Ctr. (45 minutes south)  
4<sup>th</sup> Sunday of every month- WPB at American Polish Club, 4725 Lake Worth Road.

FUN show- January 5-8, 2017 in Ft. Lauderdale Convention Center  
SUMMER FUN Show- July 7-9, 2016, Orlando, Orange County Convention Center

ANA World's Fair of Money- Anaheim, CA. August 9-13, 2016  
ANA National Money Show, Dallas, TX. March 3-6, 2016

#### DEALERS AND COLLECTORS

5000 coin dealers in U.S.  
18 million hard core collectors with an estimated 170 million collecting the State quarters.  
450 coin clubs nationwide.  
The U.S. Mint is the largest coin dealer

#### HOW TO START COLLECTING COINS

Most people start collecting coins from the bank. Collect by date and mint mark. Buy the book before you buy the coin. Take your time and absorb all sources of coin information available. Buy the best quality you can afford. Use all sources to acquire coins, coin shops, coin shows, coin clubs. Always get second opinions on the grade and price of a purchase. Be careful buying thru the mail and on internet, make sure you have a return privilege. Always get a receipt on big purchases.

### CARING FOR YOUR COINS

Don't clean your coins unless you know what you are doing. Keep them from excessive heat or humidity. Coin folders are fine for circulated coins but uncirculated coins should be kept in better albums such as Dansco or individual holders. 2X2 inch flips are ok as long as they don't contain PVC. 2X2 inch cardboards are fine and inexpensive.

### GRADING COINS

Grading coins is the most crucial element in collecting expensive coins. Grading is done on a scale of 1 to 70, 70 being a perfect coin. 60 to 70 is the uncirculated range. The grading of uncirculated coins involves the following;

1. Luster- the brilliance of the coin from striking at the mint.
2. Bag marks- Marks made by coins hitting each other and during the mint process. The location, severity, and quantity of marks is critical to the grade.
3. Strike- The sharpness of the design.
4. Eye Appeal- is the coin attractive or ugly.

### CERTIFICATION

Sending your coins to a 3<sup>rd</sup> party grader for their opinion. Costs are \$12 per coin and up.

ANACS- started in 1976

PCGS- 1986 to present

NGC- 1987 to present

ICG- 2000 to present

There are 23 other grading services but these 4 are considered the most reliable.

### THE BULLION MARKET

For the past three years bullion, silver and gold have been at the forefront of the market. Everyone wants to buy bullion to protect themselves against inflation or catastrophic happenings. With bullion, the more you buy, the lower the commission is. Also, the larger units you buy, the lower the commission is. Example; buy three ounces of silver and pay 10% over market plus sales tax. Buy a 100 oz. bar and pay a 3-5% commission. An ounce of gold might cost 4-6% commission. If you buy smaller units, you will pay 8-15% commission. Buy 20 ounces of gold and pay ½-1% less. Never let any company store your purchase. Always take delivery. Buying local you can take immediate delivery.

### COUNTERFEIT COINS

China is mass producing fake US coins especially silver dollar size coins. Learn the correct weights for coins and buy a \$20 scale. Virtually all silver fakes are underweight. Gold fakes are more difficult to tell. They are usually the correct weight.

### BUYING COINS ON TV, BY PHONE, OR NEWSPAPER

One Word, DON'T. Almost every one is a bad deal. Buy local or at a major coin show.

The most common trick is selling some novelty coin that is gold or silver plated with absolutely no value. Anything that says, "Milled" "Coated" "Layered" or even "Plated" is garbage and has no re-sale value.

### SELLING YOUR COINS & JEWELRY

Don't clean your coins. Take your coins to a coin dealer, not a pawn shop, not a flea market. Sell to a dealer who knows what he is looking at. Get a couple of estimates. Major collections worth millions of dollars are sold at auction. For smaller collections, the fees are too high at auction. EBay is another option.

14K Jewelry should sell for at least \$25 per Pennyweight. 10K at \$16, and 18K at \$38.

### MISCONCEPTIONS ABOUT COIN COLLECTING

1. The older a coin is, the more it is worth. Wrong, many Ancient coins are \$2-\$5 each. The value is determined by how rare the coin is (surviving quantity), how high of a grade it is, and the demand for the coin.
2. The longer I hold a coin, the more it is worth. Wrong, the ideal time to sell silver was 1980 when the Hunt Brothers ran it up (\$52 an ounce). The coin market has cycles and timing is everything.
3. Buying all the coins that the US Mint issues is a good investment. Wrong, some products are good and some are bad. You can make a fast buck on some items when they first come out, but then they drop in value. Many Mint products sell below issue price.
4. Some people will not sell their coins until they break even or make a profit. Is this smart? No, absolutely not. You have to learn to sell at a loss, and use the money to make a profit in other areas, this is good business. What if you never break even? Then the money is tied up forever.
5. Buying cheap bulk lots is the smart thing to do. No, if you buy junk today, 15 years from now you still have junk. Buy nice coins and you will never regret it in the future. Remember, this is a 10-15-year deal. Don't expect to buy today and sell tomorrow and expect to make a profit.
6. Buffing and cleaning coins will enhance their value. No, by definition, it can grade no higher than AU-50.

### RARE DATE COINS IN AVERAGE CONDITION

1. CENTS- Indian Heads- 1866-1878, 1908-S, 1909-S. 1877 Rarest  
Lincolns- 1909-1914 with "D" or "S" mint mark, 1922, 1922-D, 1924-D, 1931-S. 1909-S-VDB Rarest
2. NICKELS- Liberty Head- 1885, 1886, 1912-S  
Buffalo- 1913-1919 with "D" or "S" mint mark.
3. Mercury Dimes- 1916-D, 1921's
4. Washington Quarters- 1932- D or S mint marks.
5. Walking Liberty Half Dollars- 1916's, 1921's, 1938-D
6. Morgan Dollars- 1893's, 1894, 1895's, any "CC" mint mark.
7. Peace Dollar- 1921, 1928.

Average circulated dimes are worth \$1 each 1964 & before

Quarters- \$2.50 each “ “  
Halves- \$5 each “ ”  
1965-1969 halves are \$2 each  
\$1 Silver Certificates are worth \$1.10 each  
\$2 Bills- RED Seal \$2.25 each  
\$5 Bills- Red & Blue Seals \$5.50 each

Here's a tip when you are at a coin show. Carry a Grey Sheet, not a Red Book. You will automatically get better prices. Red book says novice; Grey sheet says Experienced.

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[Swicer@comcast.net](mailto:Swicer@comcast.net)

# **FUN Library**

## **1987 - 1996**

### **VHS – Slides – Books**

#### **1991 FUN Educational Seminars** (VHS)

1. The Increasing Demand for Collector Coins by Keith Zaner - 37 minutes
2. A Type Set of Ancient Coins by Thomas Palmer - 55 minutes
3. ANS Collections- Where we are, Where we are Going with Henry Norweb - 28 minutes
4. Let's Have Fun Collecting Coins with Gary Lewis - 43 minutes
5. 5.Morgan Dollar Analysis with Mike Fuljenz - 46 minutes
6. Young Numismatists Coin Program with FUN Committee - 40 minutes
7. How To Read Between The Lines in Numismatic Publications with Anthony Swiatek - 42 minutes
8. Cherrypicking Rare U.S. Large Cent Die Varieties, 1840-1857 with Bob Grellman - 29 minutes

#### **1992 FUN Educational Seminars** (VHS)

1. Cash Reporting and Interstate Collection of Sales/Use Tax with Diane Piret of ICTA - 56 minutes
2. World War I Inter-Allied Victory Medals with Louis Small - 44 minutes
3. Errors and Varieties with Don Bonser - 37 minutes
4. The Future of the Rare Coin Marketplace with Scott Travers - 61 minutes
5. Counterfeit Detection with Bill Fivaz - 49 minutes
6. What Do Professional Dealers Look for When Buying Coins for Inventory with Anthony Swiatek - 74 minutes
7. Collecting During the Recession, Best Buys in Affordable Coins with Al Doyle - 18 minutes
8. FUN 1/9/92 Opening Ceremony with Ronald McDonald- 30 minutes

#### **1993 FUN Educational Seminars** (VHS)

1. NSDR Silver Dollar Market Analysis 1/9/93 with Randy Campbell & Leon Hendrickson - 49 minutes
2. Commemorative Silver Coinage of 1936 with Brad Karoleff - 62 minutes
3. Broker Reporting, Sales Tax, The New Congress, & Coin Dealers with John Reynolds - 49 minutes
4. Present and Future Educational Programs of ANA with James Taylor - 45 minutes
5. Triple The Value of Your Rare Coin Portfolio Today with Mike Fuljenz - 42 minutes
6. What Does the future Hold for our Popular U.S. Commemorative Coinage Struck Between 1892 and 1992? With Anthony Swiatek - 65 minutes

## **1996 FUN Educational Seminars** (VHS)

1. Analysis of Lincoln Cents with C.L. Wyatt - 46 minutes
2. Case for Beautifully Toned Coins with Andrew Kimmel - 78 minutes
3. Collecting Roman Denarii with Thomas Palmer - 60 minutes
4. Medallion Works of Charles Barber with Lawrence P. Barber - 39 minutes

## **Miscellaneous VHS**

1. 1987 FUN Commercial
2. 1997 FUN Commercial - Joe Jones Agency - 30 seconds
3. 1995 Money: History in Your Hands Narrated by James Earl Jones - 31 minutes
4. 1996 Heritage Numismatic Auctions, America's Convention Auctioneer - 13 minutes

## **Seaby Color 35mm Slides**

(30 slides per set)

1. Greek Coins - From 6<sup>th</sup> century B.C. to Alexander the Great
2. The Twelve Caesars and other Imperial Portraits
3. English Hammered Gold Coins, Edward III to Charles II
4. English Milled Gold Coins, Elizabeth I to Elizabeth II
5. English Silver Crowns, Edward VI to Elizabeth II
6. Scottish Gold Coins, Robert III to William III
7. English Patterns and Trial Pieces in the collection of the Royal Mint, London
8. Palestine Coins of the Bible Days
9. Byzantine Coins, Gold, silver, and copper
10. European Medallion Art, Coins & Medals of the Renaissance
11. United States Gold Coins
12. United States Coins in Silver and Copper
13. United States Commemorative Coins

## **Grading Slides**

1. Lincoln Cents, 10 slides
2. Buffalo Nickels, 10 slides
3. Jefferson Nickels & Mercury Dimes, 20 slides
4. Barber Quarters & Standing Liberty Quarters, 20 slides
5. Walking Liberty Halves, 10 slides
6. Morgan Dollars, 10 slides

### **American Numismatic Society (ANS) Slides**

1. Roman Medallions by William Metcalf, 24 slides
2. Die Varieties of the 1794 Large Cent by George E. Ewing, JR, 27 slides
3. America's Copper Coinage by Richard G. Doty, 34 slides

### **Miscellaneous Slides**

1. Israel Coins & Medals reflect Jewish History and Traditions. 50 slides

### **Books**

1. Cuba's 1897 Souvenir... Missing Link Debunks Conventional Wisdom, 1897 & 1898 Peso by Emilio M. Ortiz, 1999
2. U.S. Paper Money Guide and Handbook by Carlson R. Chambliss, 1999
3. Obsolete Paper Money issued by Banks of the United States, 1782-1866 by Q. David Bowers, 2006

# **FUN DVD's**

## **2003 to 2007**

### **2003**

- 03-001 Current Pricing of Toned Coins by Andrew W. Kimmel
- 03-002 English Hammered Coinage by Arthur M. Fitts III
- 03-003 Evolution of the American Dollar Coin by Robert Hawes
- 03-004 Numismatic terminology by Bill Fivaz
- 3-5 Silver Dollar Analysis by Randy Campbell
- 3-6 Top 10 Mistakes made by Beginning Coin Collectors by Don Bonser

### **2004**

- 04-001 Art of Making the Rare Coin Deal by H. Robert Campbell
- 04-002 Beginning of Clad Metal Coinage by Robert Hawes
- 4-3 Counterfeit Detection Seminar by Mike Faraone
- 4-4 Engravings of Early Colonial Paper Money by Gerald Kochel
- 4-5 Inside Story of the Discovery of the Lost 1913 Liberty Nickel by Beth Deisher, Paul Montgomery, Mark Borckhardt, & Donn Pearlman
- 4-6 Jefferson Nickel Collecting by Bill Fivaz
- 4-7 Personalities in Numismatics Part IV by John & Nancy Wilson
- 4-8 SSDC First Annual VAM Thing by Jeff Oxman, Michael Fey, Dr. Mark Kimpton, Eric Justice, & John Baumgart
- 4-9 Twenty Ways to Improve Your Coin Club by Tony Swicer
- 4-10 Uneasy Lie the Heads, Coinage of English Kings Who Suffered Untimely Deaths by Arthur Fitts III
- 4-11 Women in Power on Coins and in Art by Prudence Fitts

### **2006**

- 6-1 ANA Seminar January 2006 by William Horton, ANA President & Chris Cipoletti, ANA Executive Director
- 6-2 Confessions of a Cherry Picker by Don Bonser
- 6-3 Counterfeit Detection of Gold \$20 St. Gaudens by Bill Fivaz
- 6-4 FUN Convention Highlights 2006 with Carrie Best, FUN President
- 06-006 Joy of Collecting Bust Halves by William H. Cowburn Jr.
- 6-7 Paper Money from the Academy Currency Palace by Ahmet Sandikci
- 6-8 Silver Dollar 28<sup>th</sup> Annual Investors Forum by Randy Campbell & Al Johnbrier
- 6-9 SSDC 3<sup>rd</sup> Annual VAM Thing by Jeff Oxman, Dr. Michael Fey, Dr. Mark Kimpton, Eric Justice, John Baumgart
- 6-10 Taking the Mystery Out of Grading by Beth Deisher
- 6-11 Ultimate Smart Coin Consumer by Scott Travers & Maurice Rosen

## **2007**

- 7-1 Analysis of U.S. Trade Dollars by Bill Cowburn
- 7-2 Coingate: The Untold Story of the Ohio Rare Coins Fund Scandal by Beth Deisher
- 07-003 Counterfeit Detection by Bill Fivaz
- 07-004 FUN Convention Highlights 2007 by Carrie Best, FUN President
- 07-005 Insiders Analysis of Lincoln Cents by Don Bonser
- 07-006 Let's Have Fun with Paper Money by Dennis Beasley
- 07-007 Maundy Money by Don Charters
- 07-008 Overview of Standing Liberty Quarters by Ray Herz
- 07-009 Price of Color on Coins by H. Robert Campbell
- 7-10 Silver Dollar Investors Forum 29<sup>th</sup> Annual, by Randy Campbell
- 7-11 SSDC 4<sup>th</sup> Annual VAM Thing by Jeff Oxman, Dr. Michael Fey, & Ash Harrison
- 07-012 Coinage of the Southern Confederacy by Robert Leneve
- 7-13 Early American Coppers by Chuck Heck
- 7-14 Introduction to Coin Collecting by Tony Swicer
- 07-016 Ten Silver Dollars for Fun and Profit by Randy Campbell

# FUN DVD's

## 2009 - 2011

The following DVD's are available from FUN for your club to borrow and enjoy. To borrow any of these DVD's please contact Tony Swicer with your mailing address.

### **FUN, Orlando – January, 2009**

- FUN09-001 California Pioneer Fractional Gold by Dennis Beasley, 30:58 minutes
- FUN09-002 Classic Head Large Cents of 1808-1814 by Gerald Kochel, 30:31 minutes
- FUN09-003 Coin Collector's Survival Conference by Scott Travers, Maurice Rosen, and James Kingsland, 83:30 minutes
- FUN09-004 Coins to Buy and Coins to Avoid during Economic Hard Times by Don Bonser, 61:34 minutes
- FUN09-005 Collecting National Bank Notes by Tony Swicer, 35:15 minutes
- FUN09-006 Counterfeit U.S. Made in China by Beth Deisher, Susan Headley, & Dr. Gregory Dubai, 60:20 minutes
- FUN09-007 FUN Convention Highlights 2009 by Bob Hurst, FUN President, 28:15 minutes
- FUN09-008 How to Safely Put Your Money into Coins by Anthony Swiatek, 61:17 minutes
- FUN09-009 How to Start a World Coin Collection by Bob Hurst, 44:22 minutes
- FUN09-010 Liberty Seated Half Dollars 1839-91 by William Cowburn, 51:12 minutes
- FUN09-011 NSDR Banquet 2009, Randy Campbell Host, 57:12 minutes
- FUN09-012 NSDR Silver Dollar Investors Forum: 31<sup>st</sup> annual by Randy Campbell & Al Johnbrier, 43:58 minutes
- FUN09-013 Numismatics in Iraq by Colonel Bill Myers, 45:05 minutes

### **FUN, Orlando – January, 2010**

- FUN10-001 American Art Medallions Program of 1980-84 by William Cowburn, 43 minutes
- FUN10-002 ANA Progress Report by Clifford Mishler, 37:41 minutes
- FUN10-003 Civil War Transitional Patterns by Bill Bierly, 49.40 minutes
- FUN10-005 Indian \$21/2 Gold Coin Series: Affordable US Gold Coins by Bart Bartanowicz, 30:42 minutes
- FUN10-006 My 57 Years in Numismatics by Dennis Beasley, 47:07 minutes
- FUN10-007 NSDR Banquet 2010 Orlando, Randy Campbell Master Ceremonies, 62:41 minutes
- FUN10-008 NSDR Silver Dollar Investors Forum, 32<sup>nd</sup> Annual by Al Johnbrier & Randy Campbell, 41:19 minutes
- FUN10-009 7<sup>th</sup> Annual VAM Thing by Ash Harrison, Jeff Oxman, and the Society of Silver Dollar Collectors, 85:25 minutes
- FUN10-010 Step Up to Jefferson Nickels by Ray Herz, 37:04 minutes
- FUN10-011 Top Ten Lincoln and Indian Cents by Don Bonser, 55:13 minutes
- FUN10-012 Trail Dies: A New Variety by BJ Neff, 41:21 minutes

## **Summer FUN, Orlando – July, 2010**

- FUN10-013 Abraham Lincoln Speaks at Summer FUN 2010, 24:50 minutes
- FUN10-014 Consumer Awareness 2010 by Tony Swicer, 52:22 minutes
- FUN10-015 FUN Convention Highlights by David Lisot, 13:35 minutes
- FUN10-016 My Top 10 Silver Dollars for 2010 by Randy Campbell, 51:03 minutes
- FUN10-017 Overview of the Bust Half Dollar Series by Tom Palmer, 54:24 minutes
- FUN10-018 What are Those Marks on My Coins? By BJ Neff, 19:27 minutes

## **FUN, Tampa – January, 2011**

- FUN11-001 EAC Grading by Chuck Heck, 52:43 minutes
- FUN11-002 11 Terrific Coins for 2011 by Don Bonser, 59:30 minutes
- FUN11-003 Evolution of the US Trade Dollar Design by Bill Cowburn, 36 minutes
- FUN11-004 Full Steps, Split Bands, Full Heads, & Bell Lines on Coins by Bill Fivaz, 49:02 minutes
- FUN11-005 Convention Highlights 2011 Tampa, Interviewer: David Lisot, 35 minutes
- FUN11-006 Modern Clashed Dies by BJ Neff, 27:45 minutes
- FUN11-007 NSDR Banquet, FUN Convention 2011 Tampa, Randy Campbell Master of Ceremonies, 83 minutes
- FUN11-008 33<sup>rd</sup> Annual Silver Dollar Collectors Forum by Al Johnbrier and Randy Campbell, 50 minutes
- FUN11-009 Other Works by Coin Designers by Ray Herz, 47:18 minutes
- FUN11-010 Respectable Coin Photography by John Baumgart, 65:55 minutes
- FUN11-011 Scams, Rip-offs, and Raw Deals to Avoid by Tony Swicer, 43:40 minutes
- FUN11-012 SSDC 8<sup>th</sup> Annual VAM Thing 2011 by Ash Harrison, 69:43 minutes
- FUN11-013 Things are Getting Better at the ANA by Larry Shepherd, 57:13 minutes
- FUN11-014 Top 11 VAM Varieties to Buy by John Roberts, 39:57 minutes
- FUN11-015 Ultimate Coin Collector's Survival Seminar 2011 by Scott Travers, 64:33 minutes
- FUN11-016 Enjoyment of Foreign Coin Collecting by Bob Hurst, 48:54 minutes

## **Summer FUN, Orlando – 2011**

- FUN11-017 FUN Convention Highlights 2011 Summer, Interviewer David Lisot, 32:20 minutes
- FUN11-018 Luminaries in the Numismatic Hobby, Past and Present by John & Nancy Wilson, 44:45 minutes
- FUN11-019 Numismatic Personality: Bernard Von NotHaus, Interviewer: David Lisot, 41:36 minutes
- FUN11-020 Overview of the Morgan Dollar Series by Tom Palmer, 41:02 minutes
- FUN11-021 Talk to a Professional Coin Grader by Randy Campbell, 55:50 minutes
- FUN11-022 Understanding Modern Die Clashes by BJ Neff, 41:56 minutes

# **FUN DVD's**

## **2012**

All DVD'S can be borrowed by FUN member clubs from the FUN Library.

- FUN12-001 Assembling a Collection of \$5 Indian Gold Coins by Bart Bartanowicz 39:52
- FUN12-002 Collecting Foreign Coins Today by Bob Hurst 23:25
- FUN12-003 Sale of 1793 Cents & Other Early Copper by Heritage Auctions, Denis Loring 20:28
- FUN12-004 Dr. Steven Duckor, \$20 St. Gaudens, Sale by Heritage Auctions 54:20
- FUN12-005 EAC Coin Grading, Part 2 by Chuck Heck 57:31
- FUN12-006 EAC General Meeting, Orlando, FL 1/8/12 by Bob Grellman 43:33
- FUN12-007 FUN Convention Highlights 2012, Interviewer David Lisot 35:24
- FUN12-008 Gold and Silver Coin Collectors Survival Manual by Scott A. Travers 61:28
- FUN12-009 Is it Still Possible to Be a Coin Collector by David Harper 50:40
- FUN12-010 My Favorite Error and Variety Coins by BJ Neff 38:31
- FUN12-011 My Favorite Silver Dollar VAM'S by John Roberts 43:52
- FUN12-012 NSDR Awards Banquet 2012, Emcee Randy Campbell 78:08
- FUN12-013 Numismatic Personality: Jeanne Shephard and June Shephard, Hampton 1/5/12 Interviewer David Lisot 9:03
- FUN12-014 Rip-offs, Scams & Raw Deals to Avoid by Tony Swicer 49:12
- FUN12-015 SSDC 9<sup>th</sup> Annual VAM Thing by John Baumgartner 75:14
- FUN12-016 FUN Summer Convention Highlights 2012 Interviewer David Lisot 30:57
- FUN12-018 How to Avoid Buying Counterfeit Coins and Improve Your Grading Skills by Randy Campbell 45:28
- FUN12-019 Learn About Error and Variety Coins on the Internet by BJ Neff 26:09
- FUN12-020 Wonderful World of World Coin Collecting by Bob Hurst 30:29

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# **FUN DVD's**

## **2013**

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- FUN13-001 Affordable Modern US Commemorative Coins by Bart Bartanowicz 52:25
- FUN13-002 Buying Tomorrow's Classic Coinage Today by Eric Jordan 53:10
- FUN13-003 Doubled Dies, Repunched Dates, and repunched Mintmarks by NJ Neff 49:12
- FUN13-004 Elite 30 Peace Dollars by David Close 20:20
- FUN13-005 Golden Glitter of Gold by Scott A. Travers & Maurice Rosen 61:14
- FUN13-007 Grading Buffalo Nickels by Bill Fivaz 47:02
- FUN13-008 History of the 1715 Spanish Fleet Disaster by Ben Costello 61:06
- FUN13-009 Many Faces of World Coins by Bob Hurst 39:54
- FUN13-010 My Favorite Investment Coins for 2013 by Don Bonser 33:56
- FUN13-011 My Favorite Silver Dollar VAM'S by John Roberts 29:29
- FUN13-012 NSDR Awards Banquet FUN Convention 2013 emcee Randy Campbell 83:30
- FUN13-013 NSDR Silver Dollar Investors Forum, 35<sup>th</sup> Annual 1/12/13 by AL Johnbrier, Randy Campbell 51:02
- FUN13-014 Other Works By Well-Known Coin Designers of the Modern Era by Ray Herz 36:08
- FUN13-015 PCGS Luncheon FUN Orlando 1/11.13 David Hall & Don Willis 41:05
- FUN13-016 Should You Crack Out All Your Slab Coins? By Andrew Kimmel 59:33
- FUN13-017 SSDC 10<sup>th</sup> Annual VAM Thing by John Baumgart 90:41
- FUN13-018 Building a Collection of US Type Coins by Tom Palmer 55:55
- FUN13-019 Errors and Varieties on US Tokens by BJ Neff 35:31
- FUN13-020 Florida Checks A to Z by John & Nancy Wilson 33:52
- FUN13-021 FUN Coin Convention Highlights Summer 2013 37:14
- FUN13-022 Grading, Detecting Counterfeits and Which Silver Dollars to Buy by Randy Campbell 52:30
- FUN13-023 Wonders of Collecting Foreign Coins by Bob Hurst 48:01

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# **FUN DVD's**

## **2014**

1. Assembling a Short Set of Mercury Dimes by Bart Bartanowicz
2. Buying Modern US Coin Classics Today by Eric Jordan
3. Collecting Coins of the World by Bob Hurst
4. Double Dies, Full Steps, Bands, Heads, & More Varieties by Bill Fivaz
5. N/A
6. How to Tell Cuds & Die Breaks on Coins by BJ Neff & Fred Weinberg
7. Jefferson Nickel Errors & Die Varieties by Richard Bousquet
8. My Life in the Coin Business by James Halperin
9. N/A
10. N/A
11. Silver Dollar Investment Forum by Al Johnbrier & Randy Campbell
12. N/A
13. N/A
14. Planning Your Coin Collection, After You Depart by Beth Deisher
15. Standing Liberty Quarters, Myth Busters by Ray Herz
16. Abraided and Clashed Dies on Coinage by Dr. David Elliott
17. FUN Convention Highlights 2014 Summer by Tony Swicer
18. FUN Member Club Meeting 2014 Summer by Tony Swicer
19. Origins of the 1960 Lincoln Cent by BJ Neff
20. Pedigree and Hoard Coins by Rick Bretz
21. Silver Dollar Recommendations by Randy Campbell
22. Ways to Collect Exonumia by Cindy Wibker

# **FUN DVD's**

## **2015**

1. The Loss of the 1715 Plate Fleet by Ben Costello
2. Building an Investment Portfolio of Silver Dollars by Al Johnbrier & Randy Campbell
3. Grading 201: AU/BU the Great Divide by Ray Herz
4. Grading and Authenticating Mercury Dimes by Bill Fivaz
5. Loss of the 1715 Spanish Treasure Fleet by Ben Costello
6. Review Quality Notes by John Bremer & Vince Cavo
7. Short Set of Buffalo Nickels 1934-1938 by Robert Bartanowicz
8. Sunken Ship is a Time Capsule by Peter A. Cowdrey Jr.
9. What is Hot in Error and Variety Coins by BJ Neff & Fred Weinberg
10. America's Most Unloved Dollar: The Susan B. Anthony by Mark Trout
11. Currency Doctoring Detection by Jeffrey Paunicka
12. FUN Coin Convention Highlights Summer 2015 David Lisot
13. FUN Member Club Get Together Summer 2015 Tony Swicer
14. If A Coin Deal Sounds Too Good to be True, It Probably is by Sandy Pearl
15. Numismatic Tour of Philadelphia by Ray Herz
16. Top Buffalo Nickel Varieties by Dr. David Elliot

