



How may we help you?

This column is in response to all of the inquiries that I have received resulting from my last two on the “fourth quarter.” The time has come to share with you all of the services that we can provide to our clients. While the buy advertisement on the next page is material specific, it is the tag line which is of the greatest importance. After all, we just don’t buy and sell essays and proofs.

Collectors spend years if not a lifetime in the pursuit and study of stamps, postal history, and essays and proofs. Some build collections valued in the millions while most just collect or eventually exhibit the fruits of their passion valued in the tens of thousands. Both will reach a point in time when their collecting activities have reached the end of the road. It is a rather easy path when selling a million dollar collection since the leading auction houses will stand in line to make their pitch to bring it to market. What approach is available to the balance of the collecting community?

Since 1972 we have handled collections for clients valued at several thousand dollars to those in the low six figures. Whether it is outright purchase, consignment or preparing your collection for auction we have the experience to handle your philatelic holdings.

Our strategy begins with the premise that in the end our clients must be 100% satisfied with the transaction once all is said and done.

The starting point is to meet with you and appraise your collection. Based on the type of material and the value a recommendation will be made as to the best avenue for liquidation. If you decide on an outright sale, based on our offer payment is immediate. If you decide to consign it to us for private placement or to sell over time an agreement will be drawn up. If we feel that your property would be best sold through auction we will help you find the right auction house and assist with shepharding it through the process.

The most important step in the selling process

If you wait until you pass on to put a plan of action in place it is too late. There are literally hundreds of horror stories to back this up. If you are in your 50s or beyond right now is the time to start working on an estate plan for your collection. Letting you wife, children, or heirs know an approximate value of your holdings is the first step. This will help to prevent against a fire sale down the road. Next you need to have a philatelic executor who receives a

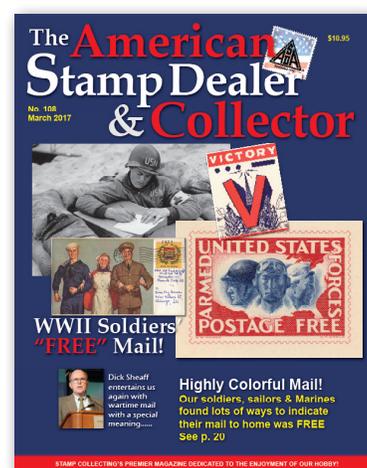
detailed plan from you regarding liquidation. We can assist and consul you on the development of a plan. We have provided this service to a number of collectors over the years.

It is never too soon to start because you just don’t know the length of the “fourth quarter.” You can contact me by phone at: 847-462-9130 or email: jim@jameslee.com.

All conversations are held in strict confidence and there is never a charge for an initial consultation.

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