

## ***Need A Speaker For an Upcoming Meeting or Event?***

### ***Michael Ivankovich Presentations & Seminars***

Michael Ivankovich is a Public Speaker, Appraiser, Auctioneer, Home Downsizing Author & Consultant, Fund Raising Auctioneer...and much more. And Michael may be available to speak to your group, organization, or event. For further details, visit [www.michaelivankovich.com](http://www.michaelivankovich.com) or call his offices at (215)-345-6094 to discuss his speaking schedule and your organization's needs.



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#### ***Presentations by Michael Ivankovich***

- *Home Downsizing in Four Easy Steps.*
- *25 Areas (Almost) Guaranteed to Disappoint When Selling Your Household "Stuff"*
- *How Can One Item Have 6 Different Values?*
- *50+ Great Ideas On How To Deal With Your Household "Stuff".*
- *Understanding Value: Selling Your Treasures...with Antiques Road Show.*
- *The Ins & Outs of Buying & Selling At Auction...with a Real Fun Auction.*
- *The Ins & Outs of Buying & Selling At Auction...with a Fund Raising Auction For Your Group.*
- *Going Once. Going Twice. SOLD! The Basics of Running A Successful Fund Raising Auction.*
- *What's Wrong with the Antiques & Collectibles Market?*
- *It's Not Just For Kids Anymore. An Intro to LinkedIn & FaceBook for the 50+ Crowd.*

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#### ***Michael Ivankovich Presentation Outlines***

**HOME DOWNSIZING: Home Downsizing in Four Easy Steps:** You've spent a lifetime accumulating assets... general household items, antiques, collectibles, and other personal property. Now you are ready to downsize your home. What do you do with the items that you are unable to take with you or no longer need? You have more alternatives than you realize. In this presentation Michael Ivankovich will walk you through a maze of 10 options available to you when it comes time to dispose of your "Stuff". He'll show you how to determine whether you have any hidden treasures ... and how you can get top dollar for them. Each individual's needs are different and in this presentation Michael will review all of these options ...and show you how you can sell your excess personal property for the greatest amount of cash, with the least amount of work, in the shortest amount of time ... in today's rapidly changing market.

**APPRAISALS: 25 Areas (Almost) Guaranteed to Disappoint When Selling Your Household "Stuff".** In this session Professional Appraiser and Home Downsizing Consultant Michael Ivankovich will explain why many of the things that you own may be worth a whole lot less than you thought. But don't despair, then he'll reveal those categories that are probably worth much more than you expected.

**APPRAISALS: How Can 1 Item Have 6 Different Values?** Value is a very subjective term and can change depending upon your wants and needs. In this presentation Professional Appraiser Michael Ivankovich will explain how to understand the value of the things that you own...and what you can expect to get when you sell them.

**APPRAISALS: 50 Great Ideas On How To Deal With Your Household "Stuff":** You've spent a lifetime accumulating "Stuff", including general residential contents antiques, collectibles...and probably a lot of junk. You're now ready to clean house and turn what you no longer want or need into cash. What do you do with it? In this presentation Michael Ivankovich will share 50 different ways you can sell or dispose of the "Stuff" that you no longer want or need. You won't want to miss this session because Michael will also provide the names and contact information on many of the leading resources in our area.

**APPRAISALS: Understanding Value: Selling Your Treasures...with Antiques Road Show?** What are your Antiques, Collectibles, Household Contents, and other "Personal Property" really worth in today market? The best definition we've ever heard of Personal Property is this: "Turn your home upside down and shake it. What falls out is your Personal Property". In this session Michael Ivankovich will try to help you understand "What's It Worth?"...and "Where's the best place to sell or dispose of it?". He'll cover such topics as:

- Antique vs. Collectible
- Contemporary, Used or Retro
- 20 Types of "Value"
- 10 Easy Ways to Sell or Dispose of Your Excess Personal Property
- The Ins, the Outs, and the Secrets of Selling at Auction
- The Pros & Cons of Private Sale vs. Public Auction
- Selling on eBay and the Internet. And much more.

Bring a friend, and bring one item for Michael to appraise during the class.

**AUCTIONS: The Ins & Outs of Buying & Selling at Auction...with a Real Fun Auction:** The world is changing all around us and the Auction business is no exception. Computers, the Internet, eBay & other On-Line Auctions, Digital Cameras, Blackberries, PayPal, E-Commerce, Google & other Search Engines, WiFi Internet Connections, and Auction Sniping have all changed the way that Auctions do business. In this session Michael Ivankovich will take you from the earliest beginnings of the Auction Industry to the state-of-the-art 21st century Auction technology. Never been to an Auction? That will change after this presentation when Michael conducts a live Auction for your group. He'll bring some actual tangible items that he will "Sell" to you via the *Auction Method of Selling*. But you can leave your purse or wallet at home because Michael will also give you some "Michael Money" which you can spend at this Auction. Auctions are meant to be fun and in this session Auctioneer Michael Ivankovich will show you how much fun Auctions can be.

**AUCTIONS: The Ins & Outs of Buying & Selling at Auction...with a Fund Raising Auction For Your Group:** The world is changing all around us and the Auction business is no exception. Computers, the Internet, eBay & other On-Line Auctions, Digital Cameras, iPods & Blackberries, PayPal, E-Commerce, Google, WiFi Internet Connections, and Auction Sniping have all changed the way that Auctions do business. In this session Michael Ivankovich will take you from the earliest beginnings of the Auction Industry to the state-of-the-art 21st century Auction technology. Need Additional Funding For Your Group? Here's an idea on how you can raise some additional money. Have each person attending the meeting bring in something that can be sold...*Baked Goods* (e.g., cookies, cakes pies, or dinner), *A Basket of Cheer* (e.g., snacks, wine, a specialty foods), *Personal Services* (tutoring, catering, art, etc.)...*Used-But-Sellable*

*Items* (children's clothing, toys, books, but no junk, etc.). You decide what works best for your group. Then, after Mike concludes his presentation, he'll "sell" all of the items that have been brought in to the members in attendance. And your group will keep 100% of what is sold. Auctions are meant to be fun and in this session Michael will show you how much fun Auctions can be.

**FUND RAISING: Going Once. Going Twice. SOLD! The Basics of Running a Successful Fund Raising Auction:** A bad economy typically means tougher times for most non-profit groups and today's rough times are no exception. With donations down, an increasing number of organizations are turning to Fund Raising Auctions in order to raise needed funds for their causes. And for good reason because a well-run Fundraising Auction can raise literally tens-of-thousands of dollars in a single night...*if it's done right*. In this session professional Fund Raising Auctioneer Michael Ivankovich will introduce you to the important elements of running a successful Fund Raising Auction, including: *How the Process Works, What Does and Doesn't Sell Well; Using the Special Pledge Appeal, Online Auctions, Tips & Strategies*, and much more.

**ANTIQUES & COLLECTIBLES: What's Wrong with the Antiques & Collectibles Market?:** It is no trade secret that the Antiques & Collectibles Markets have seen a decided downturn over the past several years. Certain categories are selling better than ever....some categories continue to flounder ...and other categories are simply dead. Several of the factors causing this change are quite obvious. Most are not so apparent. In this session Michael will review the top 10 factors impacting today's Antiques & Collectibles markets. You can't adapt to a changing market if you don't understand what is going on around you and this session will help you to better understand...and adjust...to today's changing Antiques & Collectibles market.

**SOCIAL NETWORKING: It's Not Just For Kids Anymore: An Introduction to LinkedIn & FaceBook for the 50+ Crowd:** Don't ever think you're too old to use Social Networking web sites such as LinkedIn or Face Book. LinkedIn is like an online resume that promotes you, your profession, and your business, while FaceBook is a great visual tool that can be used to supplement your other marketing approaches. Social Networking is changing the way we communicate and is an excellent way to promote yourself, your family, your business, and your professionalism. It's also a great way for you to stay in touch with friends and family...as well as an excellent way to have a lot of FUN. In this session Mike will introduce you to LinkedIn and FaceBook...and show you how you can use both in your personal & professional lives.

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### ***About Michael Ivankovich***

Michael has been involved in some phase of the Antiques & Collectibles business for more than 35 years. He is a frequent lecturer and spoken before groups too numerous to list. He has authored more than 20 books and eBooks in his areas of specialty, has written articles and columns for most major national trade papers, has appeared on various radio and television programs, is frequently consulted by antique columnists from throughout the country, and serves as a contributing advisor within his specialty areas to all major Antiques & Collectibles Price Guides.



Michael Ivankovich is a Home Downsizing Author & Consultant based in Doylestown PA. His primary role is to guide clients through the entire Home Downsizing process, helping them understand the value of their personal property assets, helping them determine whether they have any valuable hidden treasures, and helping them dispose of their excess personal property

assets for the greatest amount of cash, with the least amount of work, in the shortest amount of time. His latest book, *Home Downsizing in Four Easy Steps*, can be found on Amazon.com.

He is a *GPPA (Graduate Personal Property Appraiser)*, *MPPA (Master Personal Property Appraiser)*, and an *Appraisal Institute USPAP-certified Appraiser* specializing in written Appraisals for Estate, Insurance, Inheritance, Divorce, Insurance Claim, Non-Cash Charitable Donation, or other legal purposes.



Mr. Ivankovich is also a licensed Auctioneer in Pennsylvania, and has conducted Auctions in 9 other states. He is a member of the *Pennsylvania Auctioneers Association* and was named Pennsylvania's *Auctioneer of the Year* in 2004. He has also served as the President and Secretary/Treasurer of the *Lehigh Valley Society of Auctioneers*, and has served as President of the *Bucks County Antiques Dealers Association* as well. He is also an experienced Fund Raising Auctioneer who specializes in helping clients raise needed funds for good causes.

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### **Recent Michael Ivankovich Presentations**

- Ann's Choice
- Bucks County Association of Realtors – Ask the Experts
- Bucks County Bar Association Orphan's Court
- Central Bucks Adult Evening School
- Delaware Valley College Adult Learning Center
- Easton Kiwanis Club
- Hunterdon County Public Library – Flemington NJ & Clinton NJ Branches
- Indian Valley Chamber of Commerce Women's in Business TEAMS Luncheon
- Indian Valley Business Networking Group
- Keller Williams Home Downsizing Seminar
- Lower Moreland Adult Evening School
- Penn Ridge Adult Evening School
- Perkasio Owls Club and Questers
- 12+ Rotary Clubs throughout the Greater Philadelphia Area
- Quakertown Sertoma Club
- Questers - Bess Barden Society and numerous Chapter Meetings
- Senior Resource Network
- Souderton Adult Evening School
- Wallace Nutting Collectors Club National Convention
- Warminster Adult Evening School
- Weidner University Lifelong Learning Center

### **TV & Radio Appearances**

- Comcast Cable TV – Money Matters
- WFIL Radio (Mark Daniel, Home Downsizing Interview)
- WNPV Radio (Randy Brock, Home Downsizing Interview)
- National Radio (Harry Rinker's "*Whatcha Got*" Radio Show, Home Downsizing Interview)