Chubb Connoisseurship Webinar Series
Featuring the Expertise of ISA Appraisers

Coin Collecting: The Hobby of Kings

In this hour-long presentation, rare coin expert Steve Roach will demystify the process of valuing a coin collection, describe the current rare coin market and share why numismatics is considered “the king of hobbies, and the hobby of kings.” He’ll discuss what to look out for when evaluating a collection, what coins have value versus what coins can be spent, and describe the rare coin market today (in which the rarest coins can bring more than $10 million when offered). Steve will share some of the events that will shape the rare coin market in the coming months and describe how shifting precious metal markets including gold and silver affect coin values. Finally, he’ll provide resources that people can turn to for guidance in valuing and liquidating a coin collection.

**Presenter:** Steve Roach, ISA CAPP

Steve Roach has been a numismatist for the past two decades. He’s worked across all sectors of the rare coin industry, cutting his teeth in a local coin shop before joining a leading rare coin wholesaler where he was a dealer, traveling to shows across the country. He’s graded tens of thousands of rare coins for a leading coin grading service and teaches rare coin grading and authentication for the American Numismatic Association. He’s currently Editor-in-Chief of Coin World, the world’s largest coin hobby publication and has published more than 500 articles on rare coins and their values.

Steve is a Certified Member of the International Society of Appraisers, and sits on the board of that organization. He received his BA from the University of Michigan (high honors, history of art) and his JD from the Moritz College of Law at the Ohio State University.
Understanding the Chinese Art Market: Five Things You Must Know

In the context of the three traditional collecting areas of Chinese art - ceramics, jades and paintings - five important aspects of the art market will be discussed: current trends from both ancient and contemporary art, what is being faked, strategies for identifying fakes, the unique challenges for appraisers specific to Asian art, including factors which affect values, and the best educational sources.

Presenter: Susan Lahey, MA, ISA AM

Susan Lahey, MA, ISA AM, is an appraiser of personal property with a specialty in Asian art, specifically focusing on Chinese decorative and fine art. Ms. Lahey holds an Honours BA in Chinese Studies from the University of Toronto, an MA in Classical Chinese Literature from the University of British Columbia, and a Post-Graduate Diploma with Distinction in Asian Art from the School of Oriental & African Studies (University of London, England) and Sotheby’s Educational Studies. She is President of Eastern Art Consultants Inc., providing independent appraisal, research, advisory and collection management services. Previously, she worked at the Royal Ontario Museum in various capacities, as well as leading the Asian art department of a local Toronto auction house for six years. She frequently speaks at conferences/symposia and her articles are published in journals, magazines and newspapers. Ms. Lahey teaches at the University of Toronto Continuing Studies program, and is passionate about sharing her knowledge with others.
The Mystery of Luxury Watches

This presentation is a general overview of the varieties of luxury watches and includes the definition of luxury. We will discuss a list of popular brands and the brands that are sought by collectors. I will give examples of some of the luxury brands and their origins. I will provide attendees with a basic guide to recognizing a luxury watch from its more common counterpart. We will discuss examples of sales at auction of special watches and a price point guide.

**Presenter:** Darlene Wong, ISA AM

Darlene Wong is a gemologist, as well as a gems & jewelry appraiser with more than 20 years experience working within various levels of the jewelry trade. She has always been fascinated with pocket watches and wrist watches from various manufacturers and periods. She enjoys collecting different types of watches. Ms. Wong recently completed an intensive 40-hour Course on the Fundamentals of Watch Valuation at The National Association of Watch & Clock Collectors (NAWCC) headquarters.
How To Determine Winners and Losers – Guidelines For Valuing Sports Memorabilia

Understanding how to value sports memorabilia can be nerve wracking - what is valuable, what is common and why are retail values sometimes so much higher than auction and vice versa? Where can I find sales I can trust? How do I analyze the data? This presentation gives a clear overview of the current sports memorabilia market, including how to quickly tell the difference between "fan based" collections and advanced collections and how to compare value characteristics (historical importance, rarity, desirability, provenance, authenticity and condition) to ascertain where a piece slots in the sports memorabilia value hierarchy. I also offer easy to find resources including major and minor auction houses, retail sites for both high and low end items, as well as the third party authenticators who are the most respected in the industry.

Presenter: Leila Dunbar, ISA AM

Leila Dunbar has more than 28-years full time experience in dealing, auctioneering and appraising pop culture, with a heavy concentration in sports memorabilia for the past 16 years. From 1999-2008 she served as Senior Vice President and Director of Sotheby's Collectibles Department, selling more than $36 million in sports memorabilia. In 2008 she formed Leila Dunbar Appraisals and Consulting LLC and has since appraised more than $250 million in sports memorabilia. Clients include the Baseball Hall of Fame, the Pro Football Hall of Fame, the United States Golf Association Museum, Sotheby's, the New York Yankees Museum and Chubb Insurance. Collections valued included some of the greatest names in sports history.

Ms. Dunbar has given dozens of lectures on sports memorabilia, including for the Cooperstown Symposium at The National Baseball Hall of Fame, Society of Baseball Research (SABR), Sotheby's Institute, Golf Collectors' Society, numerous libraries, museums and appraisal organizations AAA and ISA. She has contributed expertise to numerous press outlets, including ESPN, Sports Illustrated, the New York Times, the TODAY show, ABC World News, Bloomberg, Wall St. Journal, Golf Digest, the Golf Channel, "Wealth Track" with Consuelo Mack, Beckett's, Reuters and CNN. In 2010 her firm was profiled by Forbes magazine. Leila has been a participating appraiser on the PBS Series "Antiques Roadshow" since 1996.
Identifying, Examining, and Comparing English and American Period Furniture

When comparing English and American period furniture there are many key characteristics which may aid in identifying origin, stylistic period and age. At times, identification may be rather elementary and straight forward, while other times the process can become complex and full of reservations. This presentation will consider form, style and construction techniques typically used in English and American cabinet making to differentiate origin, period, region and age.

Additional topics will include furniture identifying terminology, including historical periods, stylistic periods, monarchs, and cabinet makers. We also review how auction houses identify and catalog English and American furniture. Through side-by-side slide comparisons of English and American furniture, we will evaluate and compare the various stylistic periods and contrast the form, design characteristics and attributes between different forms of English and American period furniture. Throughout the Power Point presentation, our discussions and viewing examples will explore both the subtle and obvious characteristics which may assist in identifying English and American furniture.

Presenter: Todd Sigety, ISA CAPP

Todd Sigety, ISA CAPP is immediate past President of the International Society of Appraisers (ISA). His appraisal practice, WSA Appraisals in Alexandria, VA, specializes in appraising fine furniture, fine art and unique and complex valuation assignments. He is also the furniture specialist and lead appraiser at the Potomack Company auction gallery in Old Town Alexandria, Virginia.

Mr. Sigety is a graduate of the George Washington University Fine and Decorative Arts Connoisseurship program and holds ISA’s highest appraisal designation, the ISA CAPP. He is currently serving on the Appraisal Foundation Advisory Council (TAFAC) and is USPAP tested and qualified.

Todd is the editor, developer and frequent contributor of the Journal of Advanced Appraisal Studies, published by the Foundation for Appraisal Education. He is a recipient of numerous awards including two prestigious ISA Lamp of Knowledge awards, and the ISA Publications award for a series of articles on world furniture. Todd operates the Appraiser Workshops, an art market news and trends blog for appraisers and allied art market professionals and also offers educational programs to the appraisal and collecting community. Previously, he operated two antique galleries in Old Town Alexandria, specializing in fine American and English furniture, fine art and decorative accessories.
Rare Books, an Introduction

We will discuss the history of the printed book, from Gutenberg to modern printing. You will learn about current trends in collecting, important aspects in the fields of first editions, signed and inscribed copies and high points in major fields of collecting. The presentation is done along with a pictorial glossary, giving you a knowledge base to understand the needs of your client.

Presenter: Robert Hittel, ASA, ISA CAPP

Robert Hittel grew up in Ft. Lauderdale, Florida and graduated from the University of South Florida, Tampa with a Bachelor of Arts Degree in 1974. After graduating from college, he owned and operated a used and rare bookshop from 1974 until 2005. He joined the International Society of Appraisers (ISA) in 2004 and expanded into appraising art, antiques, and residential contents.

His professional memberships include: American Society of Appraisers – Senior Member (1990-Present), Personal Property – Classified Specialties – Rare Books, South Florida Chapter - Secretary, Vice President, President 2000-2003; International Society of Appraisers – Accredited Member: 2005-2013, Certified Member: 2013-present, Personal Property – Antiques and Residential Contents, Fine Art; Florida Antiquarian Booksellers Association – Founding Member, Vice President 2001-2003, 2005-2006, 2008-2009, Board Member 2009-2013, 2015, President 2013-2014; Foundation for Appraisal Education – Board Member & vice President (2012-2015); The Foundation for Appraisal Education is a not-for-profit organization formed to promote the advancement of education related to personal property appraising.
What’s Valuable in Your Silver Cabinet?

Many consumers have either collected or inherited lots of “silver” items in their home and they often don’t know what items are valuable and should be insured. This presentation will provide a good overview of different factors that affect the value of silver. Silver content, the spot price of raw silver, country of origin, age and rarity are only some of the factors that can have a huge impact on the value in your silver cabinet. The talk will begin by defining some basic terms like “sterling silver”, “silver plate”, “800”, “German silver”, “nickel silver”, etc. It will then discuss how silver content and the spot price of pure silver can affect the value of silver. Tips will be given on identifying American and English silver, the most common silver found in American households. Then the presentation will focus on how country of origin, age and rarity may affect the value of the silver in your home and talk about what types of items should be insured against loss.

Presenter: Kirsten Rabe Smolensky, JD, ISA CAPP

Kirsten Rabe Smolensky, JD, ISA CAPP, is a full-time personal property appraiser living in the Nashville, TN area. She grew up in the antiques business and started buying and selling at the age of twelve. After obtaining a biology degree from the University of Pennsylvania and a law degree from the University of Chicago, Kirsten was a litigator in Chicago and later an Associate Law Professor at the University of Arizona.

In 2009, Kirsten left academia to pursue her passion for antiques and joined ISA. She is a graduate of Winterthur Institute; a former Board Member, Treasurer and President of the Foundation for Appraisal Education; and an instructor for ISA’s Core Course in Appraisal Methodology and ISA’s Requalification Course. She has given talks on topics ranging from early English porcelain to Chinese export silver, and regularly acts as an expert witness and legal consultant. Silver is one of Kirsten’s greatest passions, and she loves handling, researching and teaching about silver from all over the world.
The American Portrait Masters: What's Hiding in Your Client's Attic?

Paintings of important subjects by American portrait masters can easily exceed $1 million in value. Many old American families are in possession of inherited paintings, and with surprising frequency, are unaware of their value, authorship, historical importance or the need for stewardship.

A damage or loss claim is often the first realization that these assets should have been better protected. This 45 minute presentation covers the major American portrait artists from the Colonial period through the present. Learn how to distinguish a painting that may only have sentimental value from an important painting by an American master, and some of the easily identifiable characteristics which drive value. Some surprising and amusing real-life stories from the field will be covered.

**Presenter:** Cindy Charleston-Rosenberg, ISA CAPP

A nationally recognized American Art valuation specialist, Cindy Charleston-Rosenberg brings more than 25 years of market experience to her art appraisal and advisory practice. Cindy is president and founder of the Art Appraisal Firm, llc, an art advisory company, specializing in the stewardship of important collections of American paintings and sculpture. Many of the nation's most prominent collectors, premiere galleries, wealth management firms, and museums are among her clientele.

During the past 15 years, Mrs. Rosenberg has served on ISA's Fine Art, Designation and Review, Membership and Ethics Committees. She authored the *Connoisseurship* and *Authentication* chapters in the ISA Appraisal of Fine Art Course Manual, has been published in the 2013 edition of The Journal of Advanced Appraisal Studies, is a qualified and experienced expert witness, and lectures and writes widely on complex art appraisal issues and current art market conditions. In 2012, Cindy received the ISA Leadership Award. Of her professional accomplishments, Cindy is most honored to have been elected to the ISA National Board of Directors, where she is currently serving her colleagues as President.
Collector Versus Investor: Understanding Today’s Jewelry Market

This webinar will help insurance professionals differentiate between clients who are collectors of jewelry versus those who are really investors. The investors are on a level above the collectors in knowledge and have different buying habits which the insurer should be aware of. Jewelry designers popular in the market today such as Roberto Coin, John Hardy and David Yurman will be discussed versus those who have stood the test of time. The current diamond market and its pitfalls for collectors and investors. Both the retail and secondary markets will be discussed.

Presenter: Amy Lawch, GG, ISA AM

Amy Lawch is a GIA graduate gemologist specializing in antique and period jewelry. She lectures on jewelry and the auction process. She has been an instructor at the Antique and Period Jewelry and Gemstone Conference in New York. She is an accredited appraiser and a member of The Society of Jewelry Historians, The Gemological Institute of America Alumni Association and the International Society of Appraisers.

Ms. Lawch is the Regional Representative for Bonhams Auctioneers, a major international auction house. She sources all types of art, furniture, jewelry, Asian Artifacts and objects for Bonhams auctions in the US and the UK. Amy manages the Houston office and is responsible for business activity in Texas, Louisiana, Oklahoma and Mexico. She previously represented Ivey Selkirk and Phillips Auctioneers.

Amy Lawch is the owner of A. A. Benjamin, Ltd., a jewelry appraising business. Its main focus is on appraising and jewelry consultations. Prior to her foray in jewelry, Amy was an international banker for many years working for several foreign banks and a home office Life Underwriter holding the FLMI designation. She has a BA from Northwestern University and an MBA in Finance from the University of Houston. She is also active in a number of local charity and arts organizations in Houston.
Blanket or Rug? A Primer on Navajo Textiles

Navajo textiles are hugely popular within the Native American Art world and have a collection history that runs deeply, having started in the mid-19th Century. Being able to tell the difference between a blanket and a rug is incredibly important and can act as a great starting point for not only for dating and authenticating a Navajo textile but also, as a place to begin to determine the quality and associated value. This primer on Navajo textiles should get the viewer comfortable with spotting the correct attributes for true Navajo textiles and familiarize them with the vocabulary, time periods, and regions within the Navajo Nation where varying styles of textiles are woven.

Presenter: Vanessa Elmore, ISA

Vanessa Elmore, of Elmore Art Appraisals, has been active in the antique and contemporary Native American Art market for over 15 years and being based in Santa Fe, New Mexico, she has positioned herself in the heart of that market, which has existed for over 100 years. As a professional Art Gallerist for two of the top American Indian Art galleries (Morning Star Gallery, focused on antiques; and Blue Rain Gallery, representing contemporary).

Elmore has handled countless important works of art and connected them to innumerable collectors at all levels, including individuals, museums, and corporations. Vanessa Elmore specializes in the Arts of the Americas and holds a Master of Arts degree in Art History from the University of New Mexico and is a current member of the International Society of Appraisers.
How to Understand the Collectible Wine Markets

In the past 15 years, the collectible wine business has exploded to the point where Sotheby's and Christie's both have major multi-million dollar wine sales not only in more traditional venues of New York and London, but in Hong Kong, the gateway to Asia. In this presentation, I give a brief history of the development of the collectible wine markets, concentrating on the most sought after wines, French Bordeaux and Burgundies. I also discuss the rise of Napa and Sonoma wines in the US. Listeners will learn how French wines were originally classified the historic influence of Robert Parker and Asia on the wine markets, resources to value wine today and issues with authentication and how those have affected the current market.

Presenter: Leila Dunbar, ISA AM

Leila Dunbar has more than 28-years full time experience in dealing, auctioneering and appraising pop culture. After a decade of collecting and visiting approximately 100 wineries in the US and France to study wines and wine-making she became a certified wine appraiser in 2013 (AAA) Since then she has worked on wine projects for Chubb, Emigrant Bank, Benchmark Wine and Freeman's Auction House, as well as for private clients.