

How To Sell Your

As Ty collector cards keep climbing in value and demand,

By Jacqueline Greenwood

An autographed Silver Tabasco card sells for \$3,000. Gold Peanut the royal blue elephant card commands \$1,200. With prices like these, even the most loyal collectors can be swayed from holding on to their Ty Beanie Babies Collector's Cards.

If you now see dollar signs when you look at your card collection, it may be time to sell. Here's how to do it:

Step 1: Keep Your Cards in Mint Condition

Though many Beanie Baby collectors know the importance of keeping a hang tag in mint condition, you may not be aware of how to properly handle Collector's Cards. The difference between a valuable card in mint condition versus the same one in excellent to near-mint condition can be hundreds or thousands of dollars.

The cards should be treated like photographs — touched only by the edges to prevent fingerprints. This is especially important when handling Original 9 cards, since they are made of a clear acetate material that makes fingerprints obvious and difficult (if not impossible) to remove.



Touching only its edges, put the card in a soft sleeve.

Cards should be immediately put into soft protective sleeves. A pack of 100 soft card sleeves will cost about \$1.49.

"There are an alarming number of people who are putting clear cards in top loaders without soft sleeves," says



Put the card in a hard card holder.

Dell Emerson, an active card collector. "Top loaders and clear cards definitely do not get along. The production process of top loaders is rather poor and quality control is not the greatest. Small residue is often left



Ty Beanie Babies Official Club Collector's Cards binder

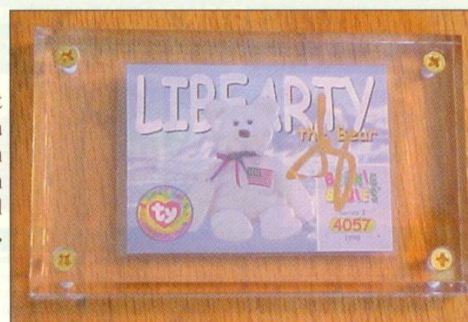
in the opening of top loaders. It is this small residue that is killing the quality of Original 9 cards, which are made of clear acetate."

After putting your cards in protective soft sleeves, insert them into a hard top loader, card holder, card frame or screw-down case.

You also may want to use the Ty Beanie Babies Official Club Collector's Cards binder to display your collection. However, this is not the optimal storage for cards of high value. Gold and autographed cards should be put into a soft

sleeve and then displayed in an acrylic case or frame. You may use plastic "baseball" card storage boxes for your large quantity of "extras."

A soft sleeve and a screw-down case protect an autographed Libearty card.



Beanie Cards!!

it's important to know how to protect your investment.

Step 2: Determine Worth

The next step is to determine the value of your cards. It will be in your best interest to do some homework before you offer your cards for sale. Check out the price guide for Collector's Cards in this issue (page 165) for an indication of their value. Also, you will

find a price guide that is updated weekly at the Beanie Babies Collector's Cards Unofficial Club (www.beaniecardclub.com). Keep in mind various factors affect the value of your cards, such as supply and demand, the cards' condition and psychological factors.

First and foremost, consider supply and demand. Obviously, a gold Spot card, of which only 112 were made, will command a much higher price than a Stinky card, which numbers in the thousands. In addition, the current market inventory of cards for sale can cause great price fluctuations. At any given time, collectors may decide to liquidate their hold-

ings, suddenly flooding the market with cards. Other things being equal, the cards will command a lower price. Also, there's a direct correlation between the a card's demand and the popularity of the Beanie it represents.

Second, the card's condition is an important factor in determining value. You can't expect to get mint-condition prices for cards that are bent, scratched or show signs of wear. The autographed gold Flash card, which had minor scratches on it, sold for \$2,152.59 on February 7, 1999. The autographed gold Splash card, which was mint, sold for \$3,550 on January 30,

1999. The Flash card went for 40 percent less than the "mint" Splash card.

A note on oddities:

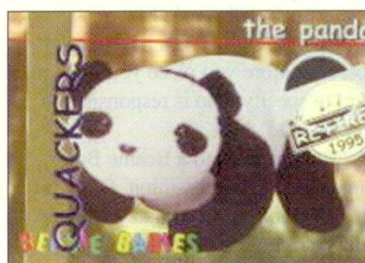
Interest for oddity cards has risen as collector's

scramble to find that "one-of-a-kind" card. The more production bloopers, the greater the card's value. On February 10, 1999 on eBay, an oddity card with several printing errors sold for \$227.50. This was a Peking card with the Quackers name on the front and Quackers "stats" on the back. The card also was stamped incorrectly on the front and had a black "RETIRED" insignia.

On February 4, 1999, a miscut silver Quackers card sold for \$25.51. On the left side of the card, the Quackers title is cut in half. A series of digital number eights appears on the right.

Recently, a common "oddy" card was recognized as one of the "purple cards." These are birthday/rookie cards that should have a blue/silver gradient foil coloring on the name of the Beanie but have a purple/silver gradient instead. The telling feature is the animal's name — it's definitely spelled in purple.

In the photos, notice how "the beaver" is pure purple on the card on the right, unlike the blue card on the left. Some purple cards are more lavender in color than a deep purple. Since many purple cards have been reported, a greater value hasn't been placed on them.



A Peking card with Quackers photo on the front and stats on back



A miscut Quackers card



Blue Bucky card compared with a "purple" Bucky card

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How To Determine a Card's Grading

Mint (MT): This is a perfect card — it contains no visible imperfections. The card is centered with four sharp, square corners.

Near-Mint (NR/MT): Card has one minor flaw upon close inspection, such as a rounded corner or the card is slightly off center.

Excellent (EX): Card shows moderate wear. However, there still shouldn't be any creases, scratches or dents on the front or back. Some loss of luster also may be visible.

Very Good (VG): Card has minor flaws, such as rounded corners, light creases and minor wear.

Good (G): Card has a major crease or many smaller creases with rounded or worn corners.

Fair (F): Card shows major damage, including creases that break the card, pinholes, tears and writing on the back.

Poor (P): This card would be worthless because of major damage, such as holes, torn corners or writing on the front.

Oddity: A card with an obvious production error is considered an "oddity." This would include cards that are mis-cut, misprinted, double-stamped, misnumbered or not numbered (as in the case of Original 9 and all gold cards). What separates an oddity from other cards is the error occurred during the printing process and not after distribution.

Finally, psychological factors can cause cards to be undervalued or overvalued. For instance, the buyer of the autographed gold Patti card, who paid \$3,550, told the seller, "I wanted this card because it was my namesake." Before this sale, the highest price paid for an autographed card on eBay was a little more than \$1,500.

Although no evidence supports this claim, some speculate the overall exuberance of the stock market helps to support card prices and all collectibles, for that matter.

Taking all the above other factors into consideration, you must decide the minimum price for which you're willing to sell your card. One collector, who didn't do his homework, put a Squealer card on auction for \$5,000. Needless to say, the seller received no bids. If your card's current value doesn't meet your expectations, you may want to retain it in your collection. Who knows what these cards will be worth in one year, 10 years or 50 years from now? In 1991 at Sotheby's, Wayne Gretzky and Bruce McNall paid \$451,000 for the T206 Honus Wagner baseball card.

Step 3: Locate Potential Buyers

Once you have determined your card's value, the next step is to find potential buyers. You can take several avenues to do this. Some will be easier than others but may result in a lower price.

Newspapers and magazines: You can place an advertisement for your card in newspapers or Beanie Baby magazines. Some local newspapers will let you advertise any item under \$100 for free. While the ad will reach many people in your area, the readers won't be as well targeted the way they would be if you placed an ad in a publication with a vast circulation such as *Mary Beth's Beanie World Monthly*.

Retail stores: Take your card to a store that sells Beanie Babies and/or Collector's Cards and show it to the owner. If not interested in acquiring the card, he or she may know someone who may want to buy it. If you find the store owner trustworthy, ask if he or she would take your card on consignment. Make sure you have details written out and signed by both parties before you place your card in anyone else's hands. It's important to specify who is responsible if the card is misplaced, lost or stolen.

Beanie Shows: You also can take your card to a Beanie Baby show and ask dealers if they're interested in purchasing it. Don't be afraid to boast about your card to other collectors. You never know who may be interested. The owners of a gold autographed Cubby card sold their card for \$4,000 at a Beanie show in California.

If you have a large collection of Beanie cards to sell, consider buying a table at a show as the professional dealers do. The cost generally runs a minimum of \$25 a day. Though you may face stiff competition from professional dealers, the shows generally attract hundreds and even thousands of collectors looking to buy. Often, many dealers buy and sell from each other at Beanie shows.

Auction sites: If you have Internet access or know someone who does, you can auction your card on auction sites like eBay, Beanie Nation, Up4Sale, One Web Place or Yahoo. Thousands of collectors use the Internet daily to buy, sell and trade cards. Most card activity appears to be conducted via the Internet. Though eBay offers the most auctions for Collector's Cards, other sites may work well for you. On One Web Place, you can list your item for free and post a photo. Here are tips to help you get the bids:

- Include a photo. The adage, "A picture is worth 1,000 words," still holds true. Since buyers can't see your card in person, have a scan made of it. Make sure your scan is 75 dpi (dots per inch), no larger than 387 pixels wide by 276 pixels high and is saved as a JPG (JPEG file interchange format). If you don't have a scanner, take your card to a copy center such as Kinko's, have it scanned and then transferred to a floppy disk. Some auction sites allow you to post a photo, while others only run a photo that's already posted on the Internet.
- Use key words in the title. Many collectors search auction sites for specific cards. Unless a site provides a separate category for

The Beanie Collector's Cards Hall of Fame

Ty trading cards, it's essential the words, "Ty," "card," and if possible "cards," appear in your title. It's amazing how many people forget to put in key words such as "Ty" or "autographed" in their descriptions. If you search eBay for "Ty card," you may come up with 4,268 auctions. If you search for "Ty cards," you may find 3,257 auctions. "Beanie Babies cards" may bring up only 116 auctions. If your card is autographed, include the word "autographed" in your title. This may seem obvious to some, but some collectors have opted to use "signed," "signature" or "1 of 1" instead of the most obvious choice.

- Consider extras. Consider paying an additional amount (\$5 to \$99.95, depending on the auction site) to have your card appear as a "Featured Auction." The two gold autographed cards that sold for \$3,550 each were listed on eBay as a "Category Featured Auction."
- E-mail: A subscription to mailing lists allows you to send one E-mail message that details your request to buy/sell or trade cards. The message automatically will be sent to everyone on the list. These include:
 - beaniecardclub@onelist.com
 - tytradingcards@onelist.com
 - BBTradingCards@Onelist.com
 - BBOCTytradingcards@onelist.com
 - BBOCTC@onelist.com
 - bbcardtrades@onelist.com

Guestbooks/trading boards: Beanie Baby guestbooks supply another way to reach potential buyers.

Step 4: Closing the Deal

Once you have a buyer for your card and have agreed on a price, you now must arrange delivery and payment. Typically, the seller receives payment before the merchandise is shipped. If payment is by check, the seller should wait until the check clears before sending the card. Make sure your card is packaged properly to prevent damage. It's a good idea to send it insured with a return receipt requested. This will protect you from any loss, damage or fraud.

Step 5: Don't Look Back

If you have successfully sold your card for a fair price, be happy and don't look back. No one can predict the highs and lows of any market — especially Beanie Babies Collector's Cards. If you hear the card you sold was worth twice or 10 times as much, don't put yourself down for "taking money off the table."

Even the most educated collectors have told Beanie shopping stories of how they put Spot the dog (without a spot) back on the store shelf because "who would want a Spot without a spot!" ♥

Meet some of the lucky owners of the autographed cards.

More than 20 autographed cards sold on the eBay Internet auction site before Valentine's Day. At this time, autographed common cards were selling for \$1,000 to \$2,000, autographed birthday/rookie cards for \$1,000 to \$3,000, autographed retired cards for more than \$1,500, and autographed Original 9 cards for \$1,500 to \$3,550.

Here's a look at some of the new autographed card owners in our "Collector's Cards of Fame."

Autographed Gold Peanut the Royal Blue Elephant

No other card seems to shine as brightly as the autographed gold Peanut the royal blue elephant card. Now in a California safety deposit box,

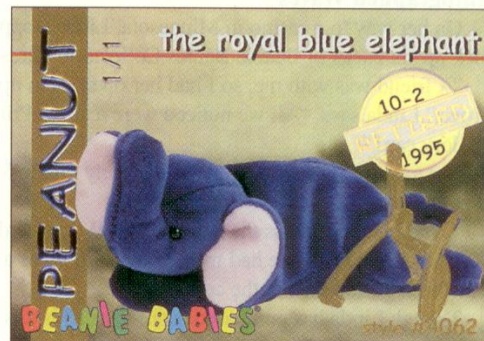
the card could break all records if sold. For Amir, the father of three Beanie Baby collectors, finding the card made him feel like a king.

He started collecting the cards in early November. Amir had bought four boxes and about 30 packs of cards before he uncovered his treasure. On this particular day, he had purchased a box from his favorite Beanie store. He brought the box home but his children were not there. The box proved too tempting for Amir — so he decided to open the cards.

"In the very first pack of cards I opened was the autographed gold Peanut the royal blue elephant card," Amir says. "I was so ecstatic that the next thing I did was to call the store owner."

As soon as his family returned home, Amir shared his news. "The kids really got excited," he says.

Now, Amir must decide whether to keep his card in the safety of the bank or sell it for a handsome reward.



Autographed Red Flash

Though it's fun to open packs of Ty Beanie Babies Collector's Cards alone, it's even better if you have someone who can share in the excitement.

Jason and his girlfriend, Nicole, had already opened more than 20 boxes of cards before they stumbled upon a few boxes

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of cards at a store in Washington. They had heard the cards already officially were sold out. So, when they came across these boxes, they realized they could be the last ones in town.

"I was just going to get two of the boxes but my girlfriend thought we should buy all four of them, so we did," Jason says.

After opening the the last pack in the third box, Jason discovered a clear acetate card.

"I turned the card over to see that it was a Flash card and that's when my girlfriend and I noticed the signature," he recalls. "Once we realized what it was, we couldn't believe it! We screamed and yelled and jumped around for about 20 minutes before we finally calmed down. It was truly amazing."

The card was put on auction on eBay and sold for \$1,585 on January 31, 1999.

Autographed Waves

On her way to a casino in Minnesota, Linda stopped at a store to pick up six packs of Beanie Babies Collector's Cards.

"A friend was with me, so I had her open them up while I drove," Linda says. "All we noticed were a silver Princess card and a Glory card."

She examined the the cards more closely on the following evening.

"When I came across the autographed Waves card," Linda says, "I thought that someone had messed the card up as a joke — until I saw the 1/1 embossed in the corner."

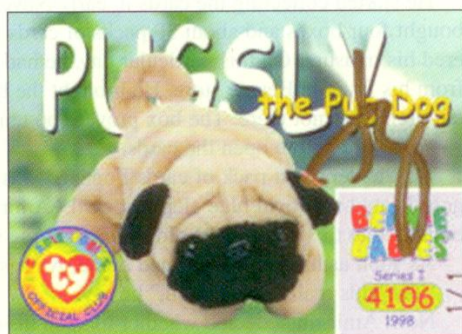
Though Linda has purchased more than 10 boxes of cards and 140-plus Beanies, the autographed Waves card won't be part of her collection. "I plan to sell the card," she says.

Autographed Pugsly

Collector's Cards are so tempting that many people can't wait to tear open the shiny golden wrapper and see if a special surprise awaits inside.

"I had just bought two boxes of cards from one of my favorite stores, Corbett's in Stoney Creek, Ontario," says Cindy. "I couldn't wait to get home to open them, so I started opening them up in the car."

"I was almost finished with the second box, when I noticed an extra Pugsly card in one of the packs. I thought they had made a mistake. I thought it was just another double until I noticed something different about it. I then realized that it was signed by Ty. I was speechless!"



She had been on the Internet the night before, looking at the pictures of the autographed cards showcased at the Beanie Babies Collector's Cards Unofficial Club Web site.

"I was thinking how awesome it would be to have one," Cindy says. "What a coincidence!"

In February, her Pugsly card sold for \$1,600 on eBay.

Autographed Silver Splash

If it weren't for the Internet, many autographed Beanie Babies cards probably would have gone unnoticed.

Annie, from Illinois, bought about three boxes of cards before finding the autographed silver Splash Card in November 1998.

Believing the card defective, she kept it with her other cards in a storage box. In January 1999, Annie read on the Internet that a woman was looking at her friend's cards and noticed a mark on one. Her friend confirmed this was a Ty autographed Zip card.

"A light went off in my head when I realized that I had the same thing," Annie says. "I took my cards out to confirm my thoughts and found my autographed Original 9 Splash card. I was thrilled."

Although the card makes a nice addition to her collection, Annie confesses, "I would sell it for the right price."

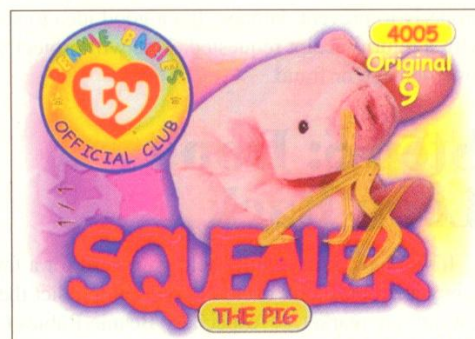


Autographed Gold Squealer

Sarah had been collecting Beanie Babies cards since early November. When Ty cards were sold out four months later in most areas, she found 23 packs of cards

at a store and bought them all. This happened on February 8, 1999, her 41st wedding anniversary.

When she arrived home, Sarah started opening the card packs on her kitchen table. In the 20th pack of cards she discovered the autographed gold Squealer card. Although no one was around to hear



her exclamation of excitement, she said, "Thank you! Thank you!"

"I called the store where I had bought the cards and told them what I had found and thanked them," Sarah says. "Then I called my collector friends and told them about it. I still haven't opened the remaining three packs of cards that I have left."

Though she has no immediate plans of selling the card, Sarah would consider cashing it in if a collector made an offer she couldn't refuse.

If you've found an autographed Ty Beanie Baby Collector's Card and would like to join our Collector's Cards of Fame, E-mail Jacqueline Greenwood at autographecards@beaniecardclub.com.

92 Autographed Cards Reported

(to the Beanie Babies Collector's Cards Unofficial Club, as of 2/23/99)

35 Birthday/Rookie Cards

	Location
Ants - Blue	Tennessee
Batty - Red	Pennsylvania
Batty - Blue	North Carolina
Bessie - Blue	Missouri
Bessie - Gold	California
Bessie - Silver	California
Bubbles - Silver	North Carolina
Bucky - Blue	North Carolina
Bucky - Silver	Pennsylvania
Clubby - Blue	Maine
Crunch - Red	California
Crunch - Gold	Pennsylvania
Fetch - Gold	Tennessee
Fortune - Gold	Pennsylvania
Glory - Silver	Tennessee
Glory - Blue	Pennsylvania
Kiwi - Blue	Virginia
Lizzy - Gold	Ohio
Lizzy - Silver	West Virginia
Mel - Blue	Ohio
Nanook - Blue	California
Nip - Blue	California
Pinky - Silver	Ohio
Princess - Red	Iowa
Princess - Silver	New Hampshire
Radar - Blue	Virginia
Radar - Silver	New Hampshire
Scoop - Gold	Unknown
Stinger - Blue	Washington
Stinger - Gold	Nebraska
Strut - Gold	Tennessee
Tabasco - Silver	Michigan
Tabasco - Blue	Illinois
Tabasco - Red	Massachusetts
Valentino - Gold	Connecticut

16 Original 9 Cards

	Location
Chocolate - Blue	Pennsylvania
Chocolate - Gold	Illinois
Chocolate - Silver	California
Cubbie- Gold	California
Flash - Gold	Pennsylvania
Flash - Red	Washington
Legs - Silver	California
Legs - Gold	Maryland
Patti- Gold	New Jersey
Patti- Red	Kansas
Pinchers - Gold	North Carolina
Pinchers - Red	North Carolina
Splash - Gold	Ohio
Splash - Red	Florida
Spot - Gold	California
Squealer - Gold	Alabama

17 Retired Cards

	Location
Bongo - Blue	Pennsylvania
Bongo - Gold	Iowa
Bongo - Silver	Kentucky
Bronty - Red	Idaho
Bronty - Blue	Missouri
Bronty - Gold	California
Chilly - Blue	Illinois
Chilly - Red	Tennessee
Humphrey - Gold	California
Lefty - Silver	Texas
Lefty - Red	Unknown
Peanut - Gold	California
Peanut - Silver	California
Quackers - Blue	Nebraska
Quackers - Silver	Florida
Slither - Blue	Florida
Trap - Red	California

24 Common Cards

	Location
Bernie	Pennsylvania
Bones	California
Claude	Missouri
Early	North Carolina
Ears	Texas
Gracie	Texas
Jabber	California
Iggy	Illinois
Kuku	Vermont
Libearty	Kentucky
Lucky	New York
Manny	Canada
Peanut (Light Blue)	New York
Pugsley	Ontario
Speedy	Unknown
Sparky	Colorado
Stripes	Maryland
Teddy the magenta bear	Canada
Teddy the jade bear	Michigan
Teddy the teal bear	Tennessee
Tank	Maine
Tusk	California
Waves	Minnesota
Zip	Texas

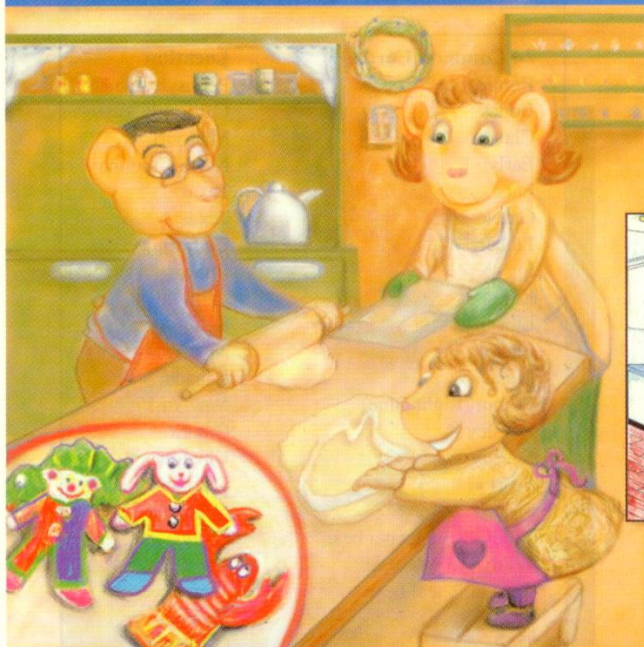
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Autographed Cards Sold on eBay and Privately

Splash (Gold) – Original 9	30-Jan-99	\$3,550.00	Pinchers (Gold) - Original 9	12-Jan-99	\$1,501.65
Patti (Gold) – Original 9	24-Jan-99	\$3,550.00	Teddy the Jade Bear - Common	30-Jan-99	\$1,501.00
Valentino (Gold) - Birthday/Rookie	1-Feb-99	\$2,499.00	Bronty (Silver) – Retired	11-Jan-99	\$1,500.00
Chocolate (Blue) – Original 9	19-Feb-99	\$2,251.00	Bessie (Silver) – Birthday/Rookie	25-Jan-99	\$1,485.00
Teddy the Magenta Bear - Common	3-Feb-99	\$2,200.00*	Kiwi (Blue) – Birthday/Rookie	10-Jan-99	\$1,375.00*
Fetch (Gold) – Birthday/Rookie	15-Feb-99	\$1,913.88	Radar (Blue) – Birthday/Rookie	30-Jan-99	\$1,351.77
Bubbles (Silver) – Birthday/Rookie	21-Feb-99	\$1,776.00	Lizzy (Gold) – Birthday/Rookie	18-Jan-99	\$1,175.01
Patti (Red) – Original 9	5-Feb-99	\$1,676.00	Iggy – Common	14-Feb-99	\$1,025.00
Teddy the Teal Bear - Common	9-Feb-99	\$1,653.55	Mel (Blue) – Birthday/Rookie	16-Jan-99	\$1,000.00
Strut (Gold) – Birthday/Rookie	8-Feb-99	\$1,600.05	Claude – Common	24-Jan-99	\$1,000.01
Pugsley – Common Card	22-Feb-99	\$1,600.00	Lizzy (Silver) – Birthday/Rookie	9-Jan-99	\$860.00
Flash (Red) – Original 9	31-Jan-99	\$1,585.00	Early – Common	10-Jan-99	\$820.00
Tabasco (Red) - Birthday/Rookie	8-Feb-99	\$1,552.75	Glory (Blue) – Birthday/Rookie	4-Dec-98	\$ 722.11
Tank – Common	15-Feb-99	\$1,550.77	Liberty – Common	24-Jan-99	\$700.00
Splash (Red) – Original 9	28-Jan-99	\$1,525.05			

*Sold privately

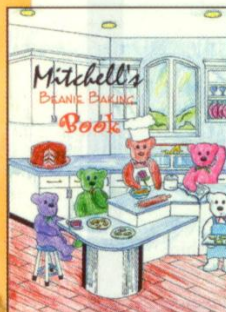
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