

**TOP SECRET**

**CASE FILES:**

**5 FBI Expert Tips for Brokers on  
Protecting Client Collectibles**

**Thank you for joining us!**

**Distinguished.**

FINE ART & COLLECTIBLES

# Meet the Experts



**Michelle Stegmann**

VP of Claims,  
Fine Art & Collectibles Program



**Jake Archer**

FBI Art Crime Team

# Distinguished Programs



Distinguished Programs is a leading national insurance Program Manager providing specialized insurance programs for Real Estate & Builder's Risk, Community Associations, Hotels, Restaurants, Fine Art and Collectibles, Inland Marine, Executive Lines, and Environmental and Construction Professional insurance.

More information on these programs can be found on the Distinguished website.



# Please Note:

- This is a one-time event, there will be no video replay. We will only be sending registrants a copy of the slides and a PDF with the questions and answers from today's session.
- If anyone has a question during the presentation please use the Q + A button on the bottom of your screen.



# Introduction

- The Collectibles Market has seen a huge uptick in activity, beginning during the pandemic.
- There is ample opportunity for loss/fraud/issues with authenticity in the Collectibles market.
- This program will provide you with valuable insights and tips on how to avoid loss and ensure that Collectibles are what they appear to be.





# What is a Collectible?

Basically, anything that is a genre that can be collected and has market value.

- Examples include
  - Sports Trading Cards
  - Duck Decoys
  - Designer Sneakers
  - Coins
  - Stamps



# Tip #1: Buy Collectibles Insurance!

- Get protection on your investment in the event of theft, damage, and destruction (subject to policy terms and conditions).
- Regular Homeowners and Auto Cover will likely not be sufficient for valuable collections.
- Specialized Collectibles Coverage provides you with access to resources and quick solutions that other policies will not.
- What Collectibles Insurance will NOT do: Protect you in the event you purchase a fraudulently authenticated/non-authenticated item.

**Distinguished.**  
FINE ART & COLLECTIBLES

# Tip #2: Confirm Authentication

- It is critical that the collector make certain that the Authentication is accurate, and the item is legitimately what it claims to be.
- For certain collectibles—particularly sports memorabilia—there are trusted authentication experts in the market.
- The Collectibles market is rife with the opportunity for circulation of falsely advertised fakes, largely due to its method of distribution.



# Tip #3: Careful How You Carry that Cargo

- Transit Losses are common in Collectibles
- In order to avoid transit damage, make sure you are aware of how the item is being packaged, and who it is being shipped with.



# Tip #4: There is Surety in Good Security

- For museums and dealers who display Collectibles and Antiquities, a solid security plan is extremely important.
- Depending on the nature and size of the collection, this could mean security alarms, use of safes/vaults, secure entrances to facilities and more.



# Tip #5: Expect the Unexpected

- Thieves and fraudsters will go beyond what you anticipate.
- They may seem like experts in their field—and they may be—but that does not mean they are not criminals.





# Questions

First, let's dive into our questions from attendees that sent in questions via email, then we will go live to today's attendee questions.

# How Do I Submit Business?

If you'd like to submit new business, register your agency on our website and submit a completed application to [submitFAC@distinguished.com](mailto:submitFAC@distinguished.com).

**The application is available to download on the Distinguished Fine Art & Collectibles webpage. If you have any questions along the way, feel free to reach out.**



# Follow Us

Find us on social media for market insights and industry news. Learn about our latest free webinars, eBooks, and Case Studies.



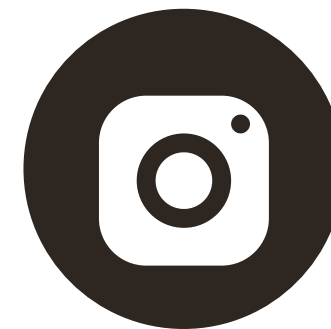
@distinguishedprograms1



@DistinguishedPG



Distinguished  
Programs



distinguishedprograms



Distinguished  
Programs

**Distinguished.**  
FINE ART & COLLECTIBLES



LIVE Q&A WEBINAR | FBI CRIME EXPERT

# CASE FILES: 5 FBI Expert Tips for Brokers on Protecting Client Collectibles

Thank you to everyone who joined us for today's webinar. Thank you for your time and have a wonderful rest of your day!

*The views expressed in the slides are those of Distinguished Programs and not the FBI. The FBI does not endorse or adopt any of the views, statements or conclusions expressed herein by Distinguished.*

**Distinguished.**

FINE ART & COLLECTIBLES