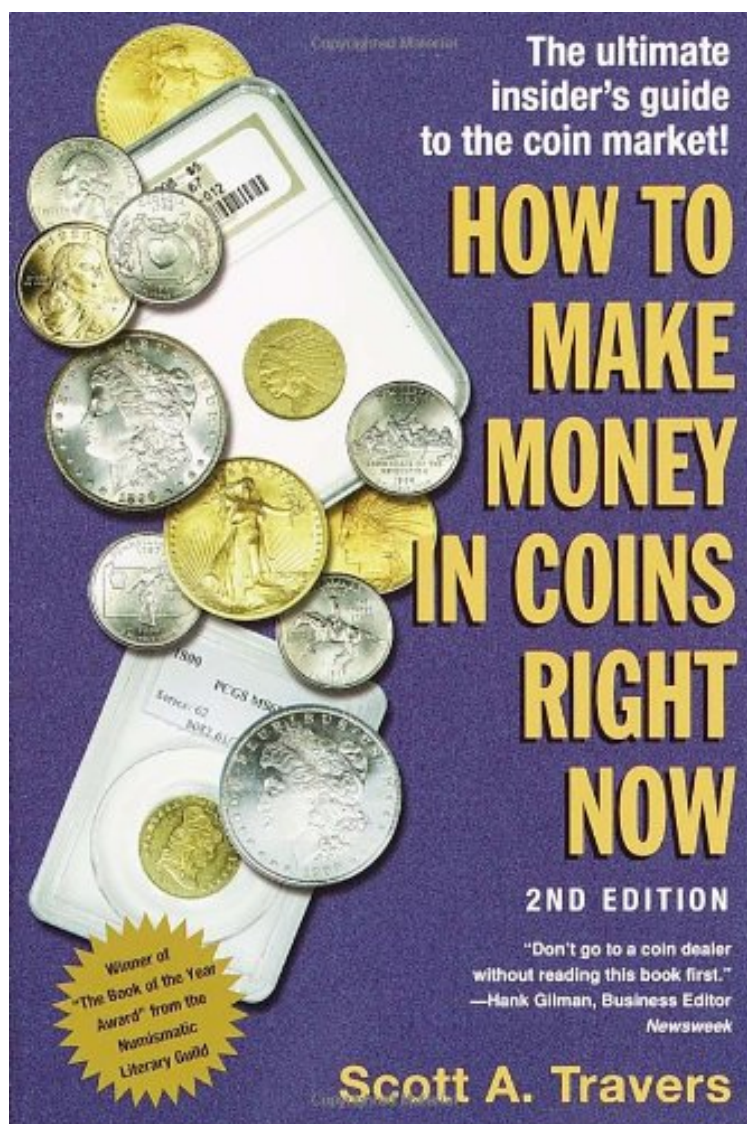




Scott A. Travers

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## How to Make Money in Coins Right Now, 2nd Edition

**Scott A. Travers : How to Make Money in Coins Right Now, 2nd Edition** before purchasing it in order to gage whether or not it would be worth my time, and all praised How to Make Money in Coins Right Now, 2nd Edition:

99 of 100 people found the following review helpful. A revealing work on the inner workings of rare coin market. By wexford.coin@erols.com As an investment advisor, I find Mr. Travers' honesty and forthrightness very refreshing in an industry that, to date, is largely unregulated. The practice of resubmitting coins for potential upgrades, a reality that makes PCGS NGC population reports somewhat useless, is a game that the inexperienced investor had best leave in the hands of trustworthy coin dealers who are proven numismatists; as a result, the first order of business is for the

budding collector/ investor to find a "few good men". Mr. Travers, based on the level of disclosure, a term mandated in the regulated securities industry, but often devoid in the rare coin industry, that he provides on steering new investors among the many rocky (and expensive) shoals of this investment vehicle, is probably one of those few. As a result, his advice is generally not self-serving. The book was written possibly at the price bottom of the U.S. rare coin cycle, 1996, so a revised edition that does not concentrate on "crack outs" or resubmissions for possible upgrading as the primary investment strategy is probably in order. The book does cover virtually all aspects of actually approaching rare coins with a profit maximization goal from initial selection criteria for purchase candidates, debunking of the "buy-and-hold for the very-long-term strategy", to the optimal methods for obtaining the greatest net sales proceeds on liquidation. By pointing out the shortcoming of third-party certification, Mr. Travers also points out the opportunities that exist for investors that have the inside track. Comprehensive coin grading is only briefly covered with pertinent examples, but the presentation of series-specific grading standards and criteria were not the intent of this piece. Obtaining a broad and detailed understanding of the mechanics of the rare coin marketplace is one of the most difficult goals to achieve for a new investor. This reference work is one of the few that tells it like it is. Highly recommended for coin collectors/investors at all levels of experience, since you can always learn something new from an individual's life work. Consumer advocacy is a novel concept in this field also, and unfortunately, most novices must learn from the school of hard knocks. This book provides detailed descriptions of the most costly mistakes to avoid at the outset. Fast reading. 9 of 9 people found the following review helpful. Written by the professional observer When you buy these kinds of books, you tend to expect some secret techniques of making money. Many books even manage to create the impression of telling you something previously undisclosed, until you try it and realise that it does not work. This book is written by the professional in this field. Making money in coins is a business, and not such an exciting one, after all. There are a few ways of making a profit honestly (or almost honestly) in numismatics. And there is no guarantee of being successful. Very sobering message, and this book gets it across well. I learned a lot from this book and would recommend it to anyone interested in this business. 29 of 30 people found the following review helpful. I tried it. It works. By Ice Linux I bought this book with the idea of picking up some investment coins, salting them away for a few years, and cashing out. While that may indeed work, it's not the essential theme of this book. After reading and thinking through some of the strategies, I became fascinated with the grading arbitrage game that is covered in great detail. Despite Travers' warnings about doing this online (and ebay specifically) I was able to parlay \$600 into \$1200 in about two months using ebay coin auctions. There is some risk involved and you absolutely must do your homework, but pretty much everything you need is discussed in this book. You can make your own price guide by using the resources on ebay; you will also need the self-discipline to not over-bid!

**THE COIN FIELD'S TOP INSIDER OFFERS THE SECRETS TO SUCCESS!** Consumer advocate Scott A. Travers blows the lid off the coin industry while telling you how to make huge profits from small coins. Completely overhauled for the new millennium, this prize-winning guide shows you how to: \* make the most of your on-line experiences by understanding the perils and pitfalls of Internet coin auctions \* outsmart the grading services with secrets that could make you a fortune \* understand coin pricing and identify coins to buy and sell right now \* use America's 50-state quarters promotions to your advantage \* save money with tax-slashing strategies \* negotiate deals like a professional insider Includes a never-before-published, tell-all interview with a veteran dealer!

.com Can you really make money in collectible coins? And can you make it \*right now\* -- not after holding them for a decade or more? Scott Travers, an international coin dealer and author of four previous books on the investment/hobby, believes you can. In *How To Make Money in Coins Right Now: The Ultimate Insider's Guide to the Coin Market*, he dispels the myths and whispers the secrets that improve your odds in this potentially lucrative marketplace. From the Inside Flap **LEARN THE TRICKS OF THE COIN TRADE--AND PROFIT FROM THE EXPERIENCE!** Consumer advocate and ultimate insider Scott Travers shows you the tricks of the trade with clear examples of how you, too, can make huge profits from small coins. With this handy volume you will learn how to: \* Outsmart the grading services with secrets that could make you a fortune \* Unravel the intricacies of coin pricing \* Pick the coins to buy right now and identify the coins to sell right now \* Recognize rip-offs of the U.S. Mint \* Assess the best times to sell certain coins \* Save money with tax-slashing strategies \* Use information never revealed before from experts who have handled hundreds of millions of dollars worth of rare coins \* Handle deals like a professional insider to turn quick profits \* And much, much more! In a tell-all look at a hobby that has become big business, Travers explodes the many myths surrounding the coin market, giving you all the tools necessary to navigate the trade and negotiate better than most true professionals. "The most valuable book ever written on how to profit from coins." --Ed Reiter *COINage Magazine* "A no-holds-barred examination of insider secrets that can be used for startling, quick profits. Stands alone as the most penetrating guide of its kind ever published." --Maurice Rosen *Rosen Numismatic Advisory* About the Author **SCOTT A. TRAVERS** lends to beginners and professionals alike the incomparable value of his expertise, and he has created the ultimate resource on making money in coins. An award-winning author of numerous books, Travers is the president of Scott A. Travers Rare Coin Galleries, Inc., in New York City and has

been featured in Barron's, BusinessWeek, and the Wall Street Journal.