

How does YOUR coin dealer measure up?

When selecting a coin dealer, it is important to know who you are choosing. Don't take a recommendation heard on the street, or in only one newsletter. Doing so could mean the difference between whether you choose a dealer with long-standing industry experience and recognition, or an upstart who could be gone tomorrow, or somewhere else altogether when you need to sell!

With over 25 years of professional experience and award-winning service to the rare coin industry, Mike is regularly recommended by many coin savvy newsletter editors and is considered one of the most skilled dealers in numismatics. Bring this to any conference and compare Mike Fuljenz to any dealer or coin salesman. Compare any rare coin dealer's track record with Mike Fuljenz, and see how they measure up.



Mike Fuljenz, President of Universal Coin & Bullion

VS.

"Not Exactly"



Your Recommended
Coin Dealer



Has your dealer written an award-winning newsletter?	Mike received seven awards from the industry standard, Numismatic Literary Guild (NLG) for his newsletter, including the 2004 NLG award for "Best Dealer Publication" in the entire rare coin industry.	✓
Has your dealer written award-winning books?	Since 2000, Mike has received three (3) NLG Book of the Year Awards.	✓
Has your dealer received awards for his TV & Radio reporting?	Mike received 11 NLG Awards for Radio & TV reporting, including national reporting on CNBC-TV with Ted David and WOR Radio with Ken & Daria Dolan.	✓
Has your dealer received awards from numismatic industry associations?	In 1996, Mike received the prestigious Presidential Service Award from the American Numismatic Association (ANA) for outstanding service to the rare coin industry.	✓
Has your dealer taught rare coin seminars for industry associations?	From 1982-1998, Mike taught ANA summer seminars on rare coin grading and counterfeit detection to diverse classes of student groups, including collectors, dealers, investors, and even the Secret Service.	✓
Has your dealer authenticated and graded coins for a grading service?	From 1982-1983, Mike was an authenticator/grader of rare coins for the ANA, and after testing was offered a similar PCGS position.	✓
Has your dealer served as Officer of a Numismatic Association?	<ul style="list-style-type: none"> • 1995-2005: Board Member for Industry Council for Tangible Assets (ICTA). • 1987-1989: Chairman of ANA's Certification Service Committee • 1983: Vice-President U.S. Commemorative Society • 1970-1973: President, Southwest Louisiana Coin Club 	✓
Has your dealer been consulted by government agencies?	Mike was a consultant to the U.S. Postal Service, Federal Trade Commission, U.S. Mint, General Services Administration and the FBI.	✓
Has your dealer served the rare coin business for more than 25 years?	Mike has more than 25 years of professional numismatic experience.	✓
Has your dealer headed the same business for more than 10 years?	Since 1994, Mike has served as President of Universal Coin & Bullion, one of the nation's largest rare coin companies.	✓
Has your dealer headed a coin company with over \$50 million in annual rare coin sales?	Mike is President of Universal Coin & Bullion, an organization which transacts more than \$50 million a year in sales.	✓
Has your dealer been a featured speaker at money conventions?	For over 20 years, Mike has been a featured speaker at many large national rare coin conventions, including the ANA, Florida United Numismatists (FUN), Long Beach Expo and Greater Houston Money Show.	✓
Has your dealer been a member of the major numismatic grading services?	Mike's firm is a long-standing member in both PCGS and NGC.	✓
Has your dealer served in his local community?	Mike believes in community service, and has served as President of Beaumont Youth Basketball, Co-Head of the Umpires for the West End Little League, Coach for a Girls Select Soccer team, local school board member, and YMCA board member.	✓
Has your dealer become a member of their local Better Business Bureau?	Mike has been an active member of his local Better Business Bureau for many years. Call Michael Clayton, CEO of local BBB to verify.	✓
In what coin areas has your dealer contributed to major reference books?	Mike has contributed to leading books on silver dollars, gold coins, proof coins, commemoratives, grading, Franklin halves, and general guide books including the Red Book and Blue Book	✓
Is your dealer often the high bidder on dealer exchanges for coins he recommends?	Mike and his representatives have routinely been the high bidder on Certified \$20 Liberties and \$2 ¹² Indians the past two (2) years.	✓

Universal Coin & Bullion wants to be your rare coin team.

Call Our Oxford Hotline today...800-248-2223

Board Member: ICTA / Member: PCGS, NGC

Est. 1994



Universal Coin & Bullion, Ltd.
7410 Phelan Blvd.
Beaumont, TX 77706

universalcoin.com