



# PROFESSIONAL NUMISMATISTS GUILD

## APPLICATION FOR FULL MEMBERSHIP

Dear Fellow Numismatist:

Thank you for your interest in the PNG. For nearly 60 years, the PNG has represented the finest professionals of the numismatic trade. As a PNG member, you will join the ranks of the most important dealers of the past century, starting with our founder, Abe Kosoff. Today, our membership ranks are the standard bearer of any collectibles industry and include the top numismatists of our time.

When you become a PNG member, you join in the esteem of this group and you will be proud to tell your clients and colleagues of this membership. In return, we hope to help you build your professional network through this membership. Your dues also contribute to a number of programs including:

- NexGen mentoring program for young numismatists;
- Industry arbitrations overseen by numismatic professionals;
- Membership directory for referrals;
- Annual awards for extraordinary members;
- Specialty trade show events like PNG Dealer Day at CSNS and others.

There are many good reasons for applying for PNG membership. However, we believe the best reason is, becoming a member of the Guild will enhance your stature within the industry. All of us who are professionals in this industry have been fortunate enough to get our share of rewards from this business. Being a member of the Guild gives you an opportunity to give something back. Our efforts to educate and protect the consumer, and to raise the level of professionalism in our business, have been a credit to the hobby since our founding in 1955. All of our members have grown by being a part of these efforts.

The requirements for full PNG membership are as follows. As an applicant, you must:

- be at least 21 years of age;
- have 5 years of experience in the numismatic trade;
- have a net worth of at least \$500,000, or affiliation with a Company with such assets;
- agree by signature to abide to the PNG's Code of Ethics;
- agree to submit to legally binding arbitration to settle any dispute relating to the purchase, sale or trade of coins and numismatic items.

The process from here is simple. Once we receive your application, we will submit it for a confidential background check conducted by an outside firm. Then your acceptance will be determined by the PNG membership vote which must be ratified by the Board of Directors.

The key to our application is your references. We are an industry trade group that relies heavily on mutual relationships, so please seek out four members. If you need some assistance, please reach out to me personally and I will be glad to help.

Once completed, send this application with a check for \$300 to the PNG at 28441 Rancho California Road, Suite106, Temecula, California 92590.

On behalf of myself, PNG Executive Assistant, Tina Bellanca, and the entire membership, we appreciate your interest.

Sincerely,

John Feigenbaum  
Executive Director



# PROFESSIONAL NUMISMATISTS GUILD

## APPLICATION FOR FULL MEMBERSHIP

### PERSONAL INFORMATION

\_\_\_\_\_  
Last Name First Name Middle Name (optional)

\_\_\_\_\_  
Residence Address City/State Zip

\_\_\_\_\_  
Phone (mobile & other) Soc. Sec. # Date of Birth Citizenship

### BUSINESS INFORMATION (will appear in directory)

\_\_\_\_\_  
Business Name Applicant's Job Title

\_\_\_\_\_  
Business Address City/State Zip

\_\_\_\_\_  
Business Phone Business eMail Web Site

The primary nature of this business is: \_\_\_\_\_

In the above named business, I am a  sole proprietor  partner  manager  employee.

**Note: If you check partner, manager, or employee box, you must also include the Partner/Employer Consent Form, on page 4.**

### PLEASE ANSWER THE FOLLOWING:

- I have been involved in the numismatics trade for \_\_\_\_\_ years.
- Have you ever applied, or been a member of PNG before?  Yes  No If YES, when? \_\_\_\_\_
- Is more than 50% of your income derived from the sale of numismatics?  Yes  No
- Have you devoted 50% of your professional time to numismatics in the last 5 years?  Yes  No
- Have you ever been convicted of a felony?  Yes  No  
*A felony conviction may not be grounds for denial, depending on the nature of the offense, and the reputation of the applicant since the conviction.*
- Do you have a legal action or proceeding against a PNG member at this time?  Yes  No. If YES, who? \_\_\_\_\_
- Anyone else?  Yes  No
- I accept to be bound by the PNG Arbitration rules:  Yes  No

If you answered in the affirmative above regarding felony conviction, or pending legal action(s), please explain:

List your numismatic accomplishments and/or achievements; something that you would like the PNG membership to know about you:

I belong to the following numismatic organizations/groups:

- ANA
- FUN
- CSNS
- IAPN
- CDN Exchange (station code): \_\_\_\_\_
- CCE (station code): \_\_\_\_\_
- eBay (store name): \_\_\_\_\_
- others (list below)



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Signature Page

### PROPOSERS

The most important part of the application is the referral of your proposers. For new, or unknown applicants, applications must include the names of (4) PNG members in good standing. *Signatures are optional as we will contact these members to verify.*

1. _____ Member's Name	_____ Signature (optional)	_____ PNG #
2. _____ Member's Name	_____ Signature (optional)	_____ PNG #
3. _____ Member's Name	_____ Signature (optional)	_____ PNG #
4. _____ Member's Name	_____ Signature (optional)	_____ PNG #

### APPLICATION FEE

A non-refundable application fee of \$300 is due with the submission of this application. This fee covers PNG's direct costs of background and credit checks for new members.

### ANNUAL DUES

As a full member, annual dues are \$1,250 per year. First year dues will be pro-rated and payment required at the time of your application acceptance. Alternately, you may opt to pay \$115/month. A valid credit card is required for monthly payments.

### APPLICANT SIGNATURE/AUTHORIZATION

I hereby apply for membership in the Professional Numismatists Guild, Inc. and agree, if accepted, to comply with its By-laws and regulations and I pledge myself to support and adhere to the Code of Ethics (Appendix A). I also approve a basic background and credit check.

I understand that admission to membership in the Professional Numismatists Guild, Inc. is based on the review and admission of the PNG Membership Approval, Board Review, and the Executive Director. Admission may be denied for any reason, stated or unstated.

In applying, I agree to be bound by the By-Laws of the Professional Numismatists Guild now or as hereafter amended, and the regulations announced from time to time by the Board of Directors of the Professional Numismatists Guild, as if I were a member, and further agree not to hold the Professional Numismatists Guild, its officers, directors, or any of its members or associate members liable for any consequences of my application.

I further agree that the sole remedy that I shall have, and use, in the event that my application is turned down is to a refund of the fees paid by me (less administrative costs of investigation and processing), and further agree that should any claim or controversy arise in conjunction with my application for membership between me and the Professional Numismatists Guild, its officers, directors or any of its members that the dispute or controversy shall be settled exclusively by binding arbitration under the rules then obtaining the Professional Numismatists Guild and in no other forum. I understand and agree that in making this expressly precludes me from taking any legal action, whether now or in the future, against the Professional Numismatists Guild, its officers, directors or any of its members in any court in conjunction with the membership application and that if I am accepted into membership, I will likewise be prohibited from resolving any dispute with them except through the arbitral process.

\_\_\_\_\_  
Signature of Applicant

\_\_\_\_\_  
Date

**Please complete and return this application, along with a check in the amount of \$300 for the application fee to:**

Professional Numismatists Guild  
28441 Rancho California Road, Suite 106  
Temecula, CA 92590  
info@pngdealers.org

**Questions?** Call Tina Bellanca @ 951-587-8300, or send an email to: info@pngdealers.org.  
Thank you for applying to join the PNG!



# PROFESSIONAL NUMISMATISTS GUILD

## PNG CODE OF ETHICS

revised. 1/1/2020

As a PNG member, I pledge:

- 1) To furnish sound advice to my non-professional customers on numismatic matters to the best of my ability;
- 2) To deliver coins that I sell promptly unless otherwise agreed between myself and my customer;
- 3) To pay for coins I have purchased promptly unless otherwise agreed in writing between myself and my customer;
- 4) To refrain from misrepresenting the prices, quality or guarantees attached to my merchandise or that of my competitors;
- 5) To assist governmental authorities in investigating and prosecuting dealers in numismatic items when appropriate;
- 6) To refrain from knowingly dealing in stolen numismatic items;
- 7) To refrain from knowingly dealing in counterfeit, altered, repaired or "doctored" numismatic items without fully disclosing their status to my customers. Coin doctoring refers to the alteration of any portion of a coin, when that process includes any of the following: 1) Movement, addition to, or otherwise altering of metal, so that a coin appears to be in a better state of preservation, or more valuable than it otherwise would be. A few examples are plugging, whizzing, polishing, engraving, "lasering" and adding or removing mint marks. 2) Addition of any substance to a coin so that it appears to be in a better state of preservation or more valuable than it otherwise would be. The use of solvents and/or commercially available dilute acids, such as Jeweluster, by qualified professionals is not considered coin doctoring. 3) Intentional exposure of a coin to any chemicals, substances, or processes which impart toning, such that the coin appears to be in a better state of preservation or more valuable than it otherwise would be. Naturally occurring toning imparted during long-term storage using established/traditional methods, such as coin albums, rolls, flips or envelopes, does not constitute coin doctoring;
- 8) To grade coins accurately to the best of my ability and in accordance with recognized industry standards (or disclose fully my particular grading standards and how they may differ from recognized industry standards);
- 9) To refrain from any of the following in dealing with non-professional customers:
  - (a) buying or selling at unreasonable prices;
  - (b) using high pressure sales techniques;
  - (c) using misleading performance data;
  - (d) comparing coins graded by a fringe grading service with those graded by an industry standard independent grading service in a way calculated to create an inaccurate impression;
  - (e) intentionally misrepresenting the origin, provenance or pedigree of a coin;
  - (f) intentionally misrepresenting the weight of a coin;
  - (g) intentionally misrepresenting the value of a coin;
  - (h) intentionally misrepresenting the investment potential of coins;
  - (i) intentionally misrepresenting an affiliation between myself and any Government agency.
- 10) To make an oral or written disclosure to my retail customers that (a) the coin market is speculative and unregulated; (b) many areas of numismatics lend themselves to third-party grading and authentication; (c) certification does not eliminate all risks associated with the grading of coins; and (d) as a PNG member, I am obliged to arbitrate any dispute relating to the purchase, sale or trade of coins and numismatic items.
- 11) To respect my contracts with all parties to numismatic transactions, whether written or oral;
- 12) To respect my fellow members' contracts with third parties and not interfere with same;
- 13) To freely exchange non-proprietary information with my fellow members when requested to do so;
- 14) To refrain from intentionally defaming the character of a fellow member or the quality of that member's products or services for commercial advantage;
- 15) To give evidence at PNG arbitrations upon request;
- 16) To honor the provisions of PNG arbitration awards to which I am a party;
- 17) If I am in the business of conducting public auctions of numismatic items, to abide by guidelines issued from time to time by the PNG Board.

This Code of Ethics shall be binding upon all PNG members and their registered representatives and employees, as well as on any non-member affiliated with any entity that (A) utilizes the PNG logo or trademark; (B) has a bourse table at a PNG-sponsored convention; or (C) is owned by, or employs, a PNG member.

Violations of the Code of Ethics may constitute conduct prejudicial to the PNG and may subject violators to censure, suspension or expulsion from the PNG.

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Signature of Applicant

Date



# PROFESSIONAL NUMISMATISTS GUILD

## **PARTNER/EMPLOYER CONSENT**

*Required unless applicant applying as a sole proprietor.*

Date:

TO:

Dear

I am writing to you, my employer, to advise you that I have applied for membership in the Professional Numismatists Guild, Inc., and that as such I am bound by the By-Laws of the Professional Numismatists Guild, Inc. including its Code of Ethics contained in Appendix B and also all of its other provisions, including mandatory and binding arbitration.

Appendix B, Section 2, states that the Code of Ethics shall be binding upon all PNG members and their registered representatives and employees, as well as on any non-member affiliated with any entity that (A) utilizes the PNG logo or trademark: (B) has a bourse table at a PNG-sponsored convention: or (C) is owned by, or employs, a PNG member.

Appendix C, Section 1, B, says PNG members consent to PNG arbitration of all disputes with other members or with the PNG involving the purchase, sale, or trade of numismatic or related items, and are prohibited from commencing judicial or other arbitral proceedings of such claims, except to obtain provisional remedies pending completion of PNG arbitration.

Please sign this letter as your agreement to be bound by the provisions of the PNG By-Laws and return to me for filing with the PNG.

By executing this letter, you also agree that the logo of the Guild shall not be used in any advertisement except pursuant to regulation or rule passed by the Board of Directors which currently permits its use provided the name of the PNG appears underneath or beside the logo in the ad.

Sincerely,

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Applicant Name & Signature

Received, accepted and agreed to:

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Employer/Partner Name, Signature, and Title  
Individually and for the corporation

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Company (Corporation Line)