

### Touching the Heart of the Collector

WorthPoint Corporation ~ Media Kit, 2009

### What's In Your Closet?

"American households own more than \$4 trillion of consumer durable goods...that is going to be a venue for shrinking the household side of the balance sheet. We're talking about the silverware, the old antique couch in the basement, unwanted or expensive art.... It will be a giant yard sale."

-- Dan Rosenberg, Chief North American Economist, Merrill Lynch, August 8, 2008





#### **People**

- 221 million registered members on eBay
- 82 million U.S. Baby Boomers transferring little-understood personal assets
- 15 million weekly viewers of Antiques Roadshow
- Over 100 million worldwide collectors

#### **Institutions**

- 30,000+ U.S. appraisers
- 16,000 auctioneers worldwide

#### **Transactions**

- Estimated \$15 billion in art, antiques & collectibles sold at auction in 2007
  - Art, antiques & collectibles auction revenues grew at over 20% 2003–2007
  - Auctioneers spent an estimated \$3.8 billion in marketing and advertising in 2007
- 10,000 phone calls per day to replacements.com
- 1/3<sup>rd</sup> of eBay's U.S. listings are collectibles

Everyone's a collector, but most people do not understand the value of what's in their homes or how to realize it



### WorthPoint - What We Do

WorthPoint was created to:

- Establish an efficient market for the liquidity of antiques and collectible items
- Help users <u>understand</u>, <u>value</u>, and <u>monetize</u> their antiques and collectibles



### What Members and Visitors Can Do



- Join a community of passionate collectors
- Find out the value of items from experts
- Learn about art, antiques and collectibles
- Buy and sell on our Classifieds
- Research and learn from our Worthopedia<sup>™</sup> database of more than 30 million prices realized from sales and auctions all over the world



- Buy and sell in our Marketplace of over 1500 antique and collectible dealers in one place!
- Use our PriceMiner™ product to analyze pricing trends based on data from the Worthopedia™



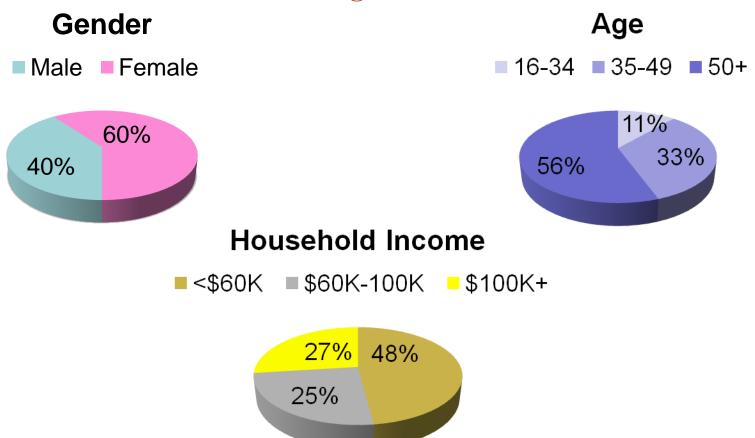


#### Monthly:

- 5.5 Million page views
- 800,000 unique visitors
- 475,000 Email Newsletters
- 150,000 Email Daily Alerts



## WorthPoint & GoAntiques Gender, Age & Income





Source: Quantcast/November 2008



## Baby-Boomers: Our "Sweet Spot"

## Counterculturals (1946-1955) (early Boomers)







- Affluent, establishment jobs, second careers
- Will pay extra for quality
- Exercise often
- Like to shop
- Think globally, act locally
- Take time to research

# Brady Boomers (1956-1964) (late Boomers)







- Building careers but facing financial obligations
- Embracing Internet
- Arts & culture enthusiasts
- Holding onto their youth

Source: Claritas/November 2008

## WorthPoint Value Proposition

- Quality Demographics
- Media Rich Content
- Engaged Audience
- Resource Center
- Aggregated information for the collector and dealer



#### Advertiser Solutions

- Standard IAB Display Ads
- Email Newsletters
- Email Alerts
- Vertical and Content Sponsorships
  - Landing/Feature Page
  - Weekly video segments and podcasts by your experts
- Experts featured in television program/pilot/series
- Community
- Business Profile



## The WorthPoint Advantage

- Reach a niche audience and get closer to your customer
- Weave brands into the fabric of WorthPoint's community
- Drive traffic to website
- Increase demand for products
- Support special offers
- Provide relevant content with adjacent branding



# Advertising Rate Card

- 728 x 90: \$25 CPM
- 300 x 250: \$30 CPM
- 160 x 600: \$25 CPM\*
- Email Newsletters: \$25 CPM
- Content sponsorship site (flat rate)
- Content sponsorship email (flat rate)
- In-Between Page Interstitial: \$50 CPM



<sup>\* (</sup>This creative size runs only on the GoAntiques web site but is available in both Email Newsletters)

### Be a Part of the Excitement and Join Us

#### Contact:



Michael L. Clark

Vice President, Media Sales

WorthPoint Corporation

michael.clark@worthpoint.com phone (212) 785-4100 ext. 251





