



## ESTATE PLANNING COUNCIL OF NORTHERN NEW JERSEY

### *PRESENTS*

#### **Estate Planning for Alternative Assets: Sports Memorabilia**

*September 25, 2025 – A moderated discussion between Michael Osacky, a sports memorabilia appraiser, and Brian Dwyer, a sports memorabilia auctioneer*

This discussion will aim to address some of the most pressing questions facing estate planning professionals and their clients, particularly within the realm of sports memorabilia collecting but also presenting guidance and insight applicable to other alternative assets and collectibles.

Some of the topics covered will include:

- What is important for an estate planner to ask or know about their client's collectibles?
- What is advised with respect to inventory, documentation, insurance, and storage?
- How are executors and heirs best introduced to the collection, its value, and divestment strategies?
- Why are appraisals necessary, and how are client objectives important to their utility?
- What are costs involved with documenting collections, appraising collections, and taking collections to auction?
- What legal minefields exist for collectors and their heirs?
- What are important factors to consider when choosing an appraisal or auction partner?
- What are "red flags" that might come up during the divestment process?
- Is there such thing as a typical collector or collection?
- How are unique items addressed by estate planners, appraisers, and auctioneers?

Attendees are encouraged to contribute to the program by asking questions during the course of the discussion. Moderator Brian Selvin, Esq. will lead the panelists and engage with the audience.

**About Michael Osacky:** Michael is a USPAP compliant appraiser, accredited by the International Society of Appraisers and is also on the Board of Directors for ISA. He is the President of Baseball in the Attic. The company appraises vintage sports card and memorabilia collections for private individuals, professional teams and athletes, museums, and auction houses. Michael is also the Lead Appraiser of all sports cards, autographs, ticket stubs, and photos for PSA (Professional Sports Authenticator). In 2017, Forbes Magazine named Michael the "Dean of Cracker Jack Baseball Cards." He splits his time between Chicago and New York.

**About Brian Dwyer:** Brian is the President of REA (formerly known as Robert Edward Auctions), one of the world's leading sports card and memorabilia auction houses based right here in New Jersey. A lifelong collector, and keen to buy, sell, and trade through the internet, Brian caught the bug for connecting buyers and sellers through e-commerce, running a small consignment business on eBay in the early 2000s. He eventually landed at Robert Edward Auctions and became its owner in 2016, where he works closely with clients on both buying and selling and is universally respected for his insight and guidance as a leader in the industry. Brian has been featured as a guest and expert in several national and international media outlets, including the Today Show, ESPN, Fox Business, CNN, ABC News, CBS, Cheddar TV, Daily Mail, Forbes, Barron's, The Boston Globe, and The New York Daily News.