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Crystal Exchange America has found that sellers have different needs and requirements for how they prefer to sell the crystal in their possession.

Some sellers prefer the security of holding their crystal in their possession until we have a buyer for it. This is the more traditional approach to selling crystal.

However, the growing trend is toward consignment. In the consignment method, a seller will send us all the items they wish to sell. Once it is here, we inventory and price it so that the crystal sells. Prices may be adjusted during the term based on new listings at lower prices.

We would be happy to discuss selling your collection personally. Just give us a call!

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## Consignment Overview

You must contact us by phone or email if you believe this option is best for you. At that time, we'll make the determination if we can take on your collection.

1. *Compile a list of the items you wish to sell. If you prefer not to do this, we'll identify the items once they arrive here.*
2. *We enter your items into our database, set the prices, and send you a copy of your listings. .*

As time passes and we receive new listings, we will re-price (downward) your items to keep them competitive.

We cannot take collections on consignment if sellers are hoping to receive "top dollar" for the pieces. Collections take space and are costly to insure, so it doesn't make sense for us to do this unless you are motivated to sell.

If a seller requests their items to be returned, a 10% fee, based on the LIST PRICE, WILL BE ASSESSED, plus the return shipping fee (minimum \$20). The fees must be paid BEFORE we will return the items. Though we don't want to charge the fees, we have taken the time to inspect the item(s), store them, and insure them, and our inspection and storage services are not free.

### **▣ Pricing**

We set the prices to be competitive with our current listings and recent selling trends.

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### **▣ Commission**

On Consigned Items, our commission is 23% of the selling prices.

On items \$125 or less, it is \$25.

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## Advantages of Consignment

1. One time shipping, and you are done. In traditional sales, every time we have a buyer an item, you must visit the post office or local shipping depot to send us the item pending sale.
2. Consignment saves you time and money shipping.
3. Consignment saves you the effort of identification, inspection, research, and pricing. This is especially important if you are not familiar with Swarovski.
4. Buyers are likely to purchase the items that are here as they can be delivered much quicker than one that must be shipped in from a different seller.

## Selling Procedure

1. We will perform Our Inspection once we have a buyer for the item. If the item fails our inspection, we will re-price the item based on the condition.
2. We will process the buyer's payment and ship when we have the buyer's complete order here and inspected.
3. Sellers are paid when the transaction is complete. We generally issue checks near the 15th and 30th of the month.
4. Payment Options  
We issue business checks to pay all sellers and they are sent using 1st class US Mail (no fee). However, if you are an international seller or prefer a different method of payment, here are the options:
  - ◆ Wire-transfer - \$25 fee for USA banks
  - ◆ Wire-transfer - \$50 fee for international banks
  - ◆ "Bank check" / "Cashier's check" - \$20 fee
  - ◆ Payment sent using "Registered Mail" or via UPS - \$20 fee
5. Sale Complete!

## Online Auctions

Items that are here on consignment may be sold in the online auctions. We would do this

- ◆ if we feel that it may sell for a reasonable or good price
- ◆ if the seller specifically requests us to do so
- ◆ if we are just not having success selling the item (it may not be a desirable item)

Our commission rates for items sold in auctions due to the extra labor involved in photographing and writing item descriptions for the ads. Also, the auctions services do charge listing fees and final value fees based on the prices the item actually sold at.

### ☑ List Price

This is the price that the buyer pays.

It **INCLUDES** our commission.

The prices advertised on our site are the List Prices.

### ☑ Seller's Net

This is the amount that the seller receives when the sale is complete.

It does **NOT** **INCLUDE** our commission.

This amount is 77% of the List Price.

On items \$125 or less, it is the List Price minus \$25.

### ☑ Online Auction Rates

Commission rates are higher for items sold in online auctions.

Our commission is 35% of the List Price.

On items \$125 or less, it is the List Price minus \$35.