

## Thanks, Mom, for keeping those baseball cards



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He would be glad to give you his opinion on values of sports collectibles.

**BY JEFF FIGLER**

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Often, I am asked how I got started collecting sports memorabilia. The honest truth, and I really mean this, is that my mother never threw away my baseball cards, or, for that matter, my comic books. As it turns out, I am a very fortunate person because she did not toss them out. I cannot tell you how many times people will say to me that they were not so lucky. And, as a result of my mother's insight into the future, it did indeed change my life.

However, for most sports collectors, different paths were taken. Sometimes, collectors got started because they were fans of a certain team, and they acquired items of that team. Often, youngsters will collect sports cards, and that will lead to other acquisitions.

There are some sports collectors who will notice items in an auction that remind them of their past, and nostalgically will acquire them. I know that has happened with me on occasions and probably will continue to do so.

I will discuss much more about how people get started collecting sports memorabilia, but it is very important that you do your collecting cautiously, and start conservatively. You need to develop a budget, as well as have a good idea what direction you are going to take, and what the focus of your collecting is going to be. But more on that later.