Title of webinar
Memorabilia: passing phase or appreciating asset?

Collecting things is something humans have always done – from interesting pebbles to glamorous diamonds! It's an urge that many of us experience. Collecting memorabilia has become fashionable, and can be very lucrative. But what is valuable, and what advice and guidance should a client be offered?

This webinar explores a range of different types of memorabilia, why it is collectible, and offers insight on what clients should be thinking about.

Who is it for?
This webinar Is for:

- Brokers/insurers who handle assets for Private Clients, with a particular focus on memorabilia.
- Claims handlers and loss adjusters who want to understand more about how memorabilia is valued, and what can impact that value
- Compliance teams considering how to ensure clients and policyholders get the information they need to make informed decisions, and that they are treated fairly

The webinar looks at recent cases, and shares memorable examples that can be used to help clients understand their risk. There will also be the opportunity to ask questions (anonymously or otherwise).

What you will learn:
During the course of the session we will explore:

- What is memorabilia, and why is it collectible
- What impacts value:
  - Provenance
  - Fashion and timing
  - Historical/cultural importance
- New trends and things to spot
- Risks clients need to be aware of

Feedback from previous webinars delivered for Insurance Institutes
It was a brilliant webinar, just right in terms of content and pace. Andrea Lees Farrell, President, II of Mid-Kent

Really enjoyed this very engaging and informative session, where the story behind the numbers was brought to life through real-life examples. Ruth Glynn, Deputy President, II of Perth & Dundee

They're always well attended, and the feedback we receive is consistently positive. It's impressive that many of the suggestions from our members are already covered in your existing sessions—clearly showing you're ahead of the curve with relevant and engaging topics. I'm really looking forward to promoting the additional sessions you have planned for 2026 with our members! Lisa Winter, Vice President, II of Cardiff

Excellent presentation, very informative, Rachel clearly understands her subject and is clearly professional and passionate about the work she does. David Codling, Council Member, II of York.

About Doerr Dallas Valuations
Rachel Doerr set up Doerr Dallas in 2016 to offer a completely independent valuation service for clients and brokers in the UK and Europe. She has a team of specialists that can value most assets, including specialist areas such as handbags, books, guns and wine!

Her webinars offer practical tips and techniques, with interesting and memorable examples to bring things to life, together with insight into how and why valuations are changing.

There is no charge for delivery of this webinar.

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Contact sam@lightthespark.co.uk for more information or to book