

DIpPin' In

Dr. Frank's 2019 **Pin Trading Guide**

Disclaimer: the opinions presented in this guide are based on my 25 years of pin trading experience. They are mine and mine alone. This is not an official DI Inc. document and the statements within may be different from those of the DI organization.

Copyright Info for 2019

In order to protect the organization and the individual pin designers, I am asking that people be very aware of copyright and trademark issues. This applies to all pins. Not just those purchased from your Affiliate

Before creating a pin we ask that you follow these guidelines to make sure you're not infringing on a person or company's intellectual property:

Pins that include the likeness or emulation of any trademarked or copyrighted material, are not allowed. This includes designs found on the Internet. Check with your Pin vendor regarding this issue.

In addition, teams should please refrain from trading pins that may infringe on a company's or an individual's intellectual property. This includes pins created prior to the 2019 season.

Finally, only pins produced by the approved pin vendors should be traded at Global Finals.

A. Introduction

One of the fun aspects of attending Global Finals '19 will be trading pins with people from all around the world. During Global Finals, team members may engage in pin trading with kids, team managers, officials, parents, and others. In addition to collecting pins from different states and countries, **this Challenge requires the team members to have fun and meet new people. This is the most important part of this Challenge and is the true goal of pin trading.**

Trading should be conducted in a fair and honest manner. Traders should never take advantage of younger or less experienced traders. We encourage the practice of trading one pin for one pin.

B. The Pin Backers

Last year was the 1st year that the PIN BACKERS made their official appearance at Global Finals. They are a group of official volunteers whose job it is to make everybody's pin trading experience a fantastic one. **They are not allowed to trade pins while on duty and wearing an Official's shirt.**

Lost and found items (including children) can also be turned in to them. If you have a problem or complaint regarding any aspect of pin trading, you are encouraged to bring it to their attention. They can often mediate a dispute or deal with a situation involving unfair trading practices.

C. Challenge Overview and Details

1. The time limit for this activity is the time spent at Global Finals. Trading must occur during reasonable hours. Team managers and parents may impose time restrictions. Pin trading that interferes with team practices or performance schedules is strongly discouraged. Similarly, trading that disturbs other teams or that occurs late at night may result in an **"Unsportsmanlike Conduct"** deduction (not really, but feel free to use it as warning).

2. The expense limit for this Challenge is at the discretion of parents and team managers. Pins can be purchased from your Affiliate Director either before or at Global Finals. However, some teams and individuals choose to create and bring their own pins. The amount of money that a person spends on pins or the number of pins that one brings is an individual decision. However, pins must be traded only for other pins. It is a violation of the **"Fair Pin Trading Code"** to offer or ask for money in exchange for a pin.

The question of how many pins to bring always comes up. Most people have a limited budget and the majority of the necessary fund raising goes toward the expenses for travel, housing, and attendance at the event. However, pin trading is a major extracurricular activity and takes place throughout the tournament. There will be hundreds of different pins that will be traded. Reasonable suggestions generally range between 100 and 200 pins. The number of pins you bring will depend on the amount of time you want to spend trading and your goals regarding obtaining the pins that you seek.

First time attendees are often overwhelmed by the pin trading activity and either wish they had either brought or brought more pins to trade. Sometimes you can purchase additional pins from your Affiliate Director or their designee.

Remember, all trading occurs without the exchange of money! The bottom line is you cannot buy or sell pins at Global Finals with the exception of from your AD as noted above. The sale of a pin to another trader or the purchase of pins from unauthorized others is strictly prohibited. This truly violates the spirit of this Challenge and goes against all of the rules.

An exception to this are pins that can be purchased at the DI Store or from the DISC organization.

3. There will be areas inside the Convention Center designated for pin trading. Trading in any other areas inside the building is strictly prohibited. This includes performance sites and hallways.

People trading in the designated areas are expected to follow the **“Fair Pin Trading Code.”**

4. Pin trading can also take place in the hotels and recreational facilities. Pin trading is discouraged on the sidewalks around the Convention Center. Please note that these activities will not be supervised by the Pin Backers.

5. Pin trading is not allowed on the floor of the arena before, during, or after the Welcoming or Awards Ceremonies. Engaging in such activity poses a safety hazard (any trading tends to attract a crowd) and may result in an **“Unsportsmanlike Conduct”** deduction being assessed against a team (again, not really, but don’t tell anybody!). Team members may need to remind parents, siblings, and team managers about the etiquette from time to time, as they may tend to go a bit overboard.

6. A **Fair Trade** is one where both parties involved get what they want and are happy with the deal. If you are unsure whether or not a trade is a good one, ask around to see what other traders are offering. **However, it is considered unsportsmanlike to take advantage of younger and/or inexperienced traders or to ask for multiple pins in exchange for one of yours!!! It is your responsibility to let them know the approximate “value” of what they have for trade and to trade fairly with them.**

Remember that it is quite acceptable to decline a trade. You don’t have to make any trade that you aren’t happy with. Be savvy and don’t trade too many of your pins for one that you really want. Similarly, don’t ask for too many pins for one that you have.

7. Parents and TMs are encouraged to take an active role in **teaching** their children or team members about fair trading practices. However, adults often get too caught up in the pin trading frenzy and start to interfere with their child’s negotiations. Again, it is important to teach them how to trade but we strongly encourage parents to take more of an observational role when actual trading occurs. This allows the kids to meet others and engage in a barter-like system on their own. We all want what’s best for our kids but allowing them to trade without direct involvement can result in great learning and can be a step toward independence. If you see your child being taken advantage of, or if you are supervising younger traders, then it is always acceptable to offer advice. Those enthusiastic adults who really want to trade should get their own pins and make their own trades. Remember, the goal is to have all participants meet new people, have fun, come away with great memories, and hopefully some great pins. The goal should not be to try and get as many pins as you can by making unreasonable offers or taking advantage of others

8. If two parties are making a trade, it is unfair for another trader to interrupt the deal with a better offer or a more exciting bid. If one or the other of the original traders declines the trade, then you have the right to make a counter-offer. It is not fair to traders to have others competing while they are trying to make decisions.

9. **“Pressuring”** This activity happens on occasion and involves one trader pressuring another trader into making a trade that is either unfair or that they do not want to make. This is totally unacceptable. Trading is supposed to be fair and fun. If you feel that you are being pressured to do something that you do not want to do, seek out a parent or another adult or, better yet, a Pin Backer. They will help you and try to mediate and correct the situation. Remember, nobody should be forced to make an unfair trade and it is always acceptable to say NO.

10. **Clean up after yourself!** While pin trading can create friendships, it also can create quite a mess. A responsible pin trader picks up the plastic pin wrappers that end up on the floor of the pin trading area.

D. Additional Details

1. **The Pins:** Most Affiliates provide their teams with a variety of pins. Many of these are single pins that can be traded on a 1 for 1 basis (i.e., my one pin for one of your pins). However, recent trends have been to create multi-part pins or multiple pin sets. There has also been a trend to create larger and larger pins

Obviously, trading for these sets or large pins requires some decision making, good negotiating skills, and obviously, more than 1 pin. This can be a problem for traders with a limited number of pins. Some traders may have as a goal to get at least one pins from each affiliate represented at Global Finals. Others might choose to concentrate on special pins, favorite pins, or pin sets. It is unrealistic to try to obtain every possible pin since there were close to 2000 unique pins traded at last year’s Global Finals.

This year I am strongly recommending that the size of pins be restricted to 2 ¾” or smaller. In addition, sets of more than 7 pins (one version or pin for each team member) is also strongly discouraged.

Clarification #1. A single pin with multiple pin backs is still a single pin. Don’t let other traders tell you otherwise!!! It only costs \$.05 to add a back.

Clarification #2. It is always OK to say no!!! If you don’t like an offer or you don’t want a particular pin, it is quite acceptable to turn down a trade offer. Try to do this in a kind and polite manner. There is no rule that states that you must trade with anyone. Sometimes you might be pressured to make a trade that you don’t want to make. Remember...no means no and it is acceptable to say it.

2. The Economy: We strongly encourage the practice of trading 1 pin for 1 pin, or a pin set for another pin set of equal number. However, the “value” of a pin is unpredictable and difficult to control. “Valuing” quickly takes on a life of its own. Each year, there are a number of “hot” trading pins. These are especially creative or rare pins, and trading for one of them may require more than a 1-pin “cost.” International pins are almost always “hot” traders. Also, large pins may require an additional 1 or 2 pins to even out the deal

Clarification #3. “Hot” pins are usually more easily obtained very early in the week because no one knows which of their pins will become “hot” traders. The bottom line is—if you like a pin and the trade being offered is fair, do it. If the trade does not seem fair, then decline it. This means not trading too many of your pins for one that you really want. It is a long week and the pin that interests you may show up again later in the week.

Clarification #4. If you really, really, really like a particular pin, the chances are good that others will, too. You may choose, early on, to obtain an extra one of the pins that you really like. Once the trading frenzy begins in earnest, if your extras end up being popular, then you can use them to trade for other really “hot” ones. (NOTE: This is a gamble! You can only GUESS at what will end up being hot, and there are no guarantees that you will be right! You could end up with your extras being duds....) Once again—if you like a pin and the trade being offered is fair, do it.

Clarification #5. Try to trade your least “valuable” pins first, saving your “hotter” ones for later. Try not to break up a set, as they have more “value” when they are intact. Realize that you may have to conduct a series of trades, making the package increasingly more appealing in order to acquire a particularly “hot” pin or pin set (this is called “trading up”).

Clarification #6. Pins that do not have any Destination Imagination, Global Finals, or GF designation are not usually as popular as those with some form of labeling, especially those with the year in evidence (e.g., 2019, ‘19). If you are simply interested in having a pin from a particular state and do not care whether or not it is an “official” pin, go ahead and make the trade if it is fair. However, be aware that other traders will probably not be willing to accept non-DI pins in future trades if you should change your mind about wanting it. The same applies to pins from past years.

Clarification #7. There is always a mixed reaction to pins from earlier years. A few collectors seek out specific pins that they were unable to obtain in the past. Since this is the 20th year for the organization, you may want to trade for some of the pins from past years. If you run across a trader who is offering non-DI pins or pins from earlier years, make sure you really like the pin itself and are not trying to then use it to trade for this year’s DI pins.

Clarification #8. Some adults and “big kids” in particular—may be tempted to offer deals to younger and/or inexperienced traders who are overly anxious to obtain a particular pin. Think about how you want that kid to feel about the trade in the hours and days to come—do you want that kid to feel that someone older and more savvy took advantage of them or do you want that kid to feel satisfaction with the fairness of the trade? Take the opportunity to teach them fair trading principles and help them achieve their goals, even if there is a temptation to take advantage of them.

Clarification #9. BE PATIENT!! It’s a long week and you will run into many traders. If you see a pin that you really want, but can’t seem to be able to trade for it...BE PATIENT. Don’t make a foolish trade or allow somebody to take advantage of you. If you keep trying, eventually you may find a trader who has the pin that you want and who is willing to make a fair trade.

3. Cost: It is difficult to determine ahead of time how many pins you will want to bring for trading. It is terribly sad to arrive at Global Finals with no pins to trade. It is also very frustrating to have only a few pins, since the trading experience will be over very quickly. There will be little chance of acquiring the really “hot” pins if you run out too soon. There is no “rule” as to how many pins to bring. It is critical to consider the expense of purchasing the pins, especially since it is unclear ahead of time how “valuable” each pin will end up becoming. Ask experienced people from your region or state who have been to Global Finals in the past—they might have some insights into which of your pins are likely to do well in trade. (See also Section C.2. above)

4. Storage: Pins are easily lost, broken and scratched if not carefully stored and transported. Your storage system should not, however, make it difficult to access the pins for trading. Many traders keep their pins attached to a hand towel or “pin mat” and roll the towel or mat with the pins inside for carrying them around. Other traders may make or purchase a zip-up “Trapper Keeper” binder with sheets of felt (make reinforced 3-hole punches) to make storage, transport and trading a little safer and easier. If you roll up your towel/mat or keep pins on felt sheets, place an extra sheet or cloth between layers so that the pins don’t scratch and otherwise damage each other. Wearing the pins is another option, but risky, since they are easily knocked off of shirts and jackets—on a hat is a little bit safer. (Besides, it is a real hassle to move all of your pins whenever you change clothes!) You may want to put a sample of pins on a towel/mat and keep the rest inside their original bags.

5. Safety: Keep your pins close at hand to avoid accidental loss and **BE SURE THAT YOUR NAME AND ADDRESS OR CELL PHONE NUMBER IS ON YOUR STORAGE SYSTEM!** If you somehow become separated from your pins, there is a very good chance that an honest person will return them to you or take them to a Pin Backer or to the lost and found—this happens to some people every year. If you lose something important, be sure to file a lost and found report (it may turn up later, postage due, in the mail). If you happen to find someone else’s collection, you should turn it in to

a Pin Backer or the lost and found—remember that someone else is grief stricken over their loss and you can brighten up their whole experience and renew their faith in others. Consider what you would want someone to do for you if it happened the other way around. (And, if no one claims them, they may become yours anyway.)