

# PIN TRADING GUIDE



One of the fun aspects of attending Destination Imagination® Global Finals '13 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 **Meeting New people and having fun 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. Pin trading should be conducted according to the "FAIR PIN TRADING CODE."**

**No pin trader ever should be forced or coerced into making a trade that he/she does not want to make!! No matter how much you want a pin, it is not acceptable to badger or bully somebody into making a trade!!**

PinTrading occurs at all hours of the day but Team managers and parents may impose time restrictions. Pin trading should not interfere with team practices or performance schedules Similarly, trading should not disturb other teams that are working

Official DI Pins may be purchased from your Affiliate Director either before or at Global Finals. Some teams 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. PINS ARE TO BE TRADED – ONLY TRADED!

There will be 3 areas designated as "**Official Fair Pin Trading Zones.**" These will be:

- The Presidential Courtyard (evenings/nights)
- The Convention Center in the designated pin trading areas (Wednesday-Saturday)
- The area outside of the Team Registration Site (All day Monday and Tuesday/Wednesday AM)

These are the main sites for pin trading and everyone who trades in these areas will be expected to follow the "**Fair Pin Trading Code.**" Karen Anderson and Dr. Frank Begun and designated Pin Trading Support Volunteers (PTSV) will be at these locations at various times throughout Global Finals to trade pins and to teach people about fair trading. In addition impromptu trading may take place at various places around campus. It is expected that trading in these places will also be done according to the "Fair Pin Trading Code." Please pay attention to any posted "No Trading" areas: these are usually areas where a traffic or fire hazard may occur.

**NOTE: THE AREA IN AND AROUND THE MAIN FLOOR OF THE CONVENTION CENTER IS A "NO TRADE ZONE." Please do not trade in this area. In the Convention Center, trade only in designated areas. In Addition Trading should never occur inside the competition rooms and especially forbidden during team performances. Trading is also not allowed on the floor of arena before during or after Opening and Closing ceremonies**

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. As a general rule pins trade one for one but sometimes a pin may be very popular and be of a limited quantity so its value may increase. Just like the stock market the value of pins can rise and fall depending on the market. **Remember if you are not happy with the trade you do not have to make it. A Fair Trade is when both parties are happy with the trade.**

**It is considered unsportsmanlike to take advantage of younger and inexperienced traders! It is your responsibility to let them know the approximate “value” of what they have for trade and to trade fairly with them.**

Parents and TMs are encouraged to take an active role in teaching their team members about fair trading practices.—**enthusiastic adults should get their own pins and make their own trades.** Remember, the goal is to meet new people, have fun, and come away with great memories.

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.

### **Additional Details**

1. **The Pins:** Most DI Affiliates provide their teams with the opportunity to purchase a variety of pins. **These are considered Official DI 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). Some may be multi-part pins or pin sets.. Obviously, trading for these sets requires some decision making, good negotiating skills, and obviously, more than 1 pin. It is unrealistic to try to obtain every possible pin—it would require an unlimited budget and full time trading to achieve

**NOTE:** A single pin with multiple pin backs is still a single pin. Don't let other traders tell you otherwise!

2. **It is 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 polite manner. Remember, you do not have to make any trade that you don't want to or that you don't feel is fair.
3. **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.” Within reason, this is perfectly acceptable. Remember, if the traders both feel that it is a fair trade, then it's OK (with the reminder that it is never acceptable to take advantage of younger and/or less experienced traders).** International pins are almost always “hot” traders.
4. **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 ground or floor of the pin trading area.

Pins that do not have any Destination Imagination® logo are not usually as popular as those with Destination Imagination® labeling, especially those with the year in evidence (e.g., 2013, '13, or GF '13). If you are simply interested in having a pin from a particular state and do not care whether or not it is an official DI 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 or pins from other years in future trades if you should change your mind about wanting it. **Anyone trading a pin from a previous year or a non-Destination Imagination® pin should specifically inform the other trader that the pin is NOT a current Global Finals pin. Pin traders expect to be trading for current Global Finals pins and not for previous years or non-Destination Imagination® pins. It is considered unethical to trade older pins or non-Destination Imagination® pins without specifically informing the other trader of that fact.**

**NOTE:** 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 13th year for DI, you may want to trade for some of the pins from past years.

Some adults, “big kids”, and repeat visitors may be tempted by deals offered by inexperienced younger kids 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.

**BE PATIENT!** It’s a long week and you will run into many traders. If you see a pin that you really want... **BE PATIENT.** Don’t make a foolish trade or allow somebody to take advantage of you.. Remember: they are just pins and the only real value that they have is the friends that you make and the fun that you have trading them.

**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. Destination Imagination offers a nice pin towel that can be purchased at Global Finals souvenir sales. Some keep pins on pin mats, some in 3 ring binders with felt what ever method you use : Keep your pins close at hand to avoid accidental loss or theft **BE SURE THAT YOUR NAME AND ADDRESS ARE ON YOUR STORAGE SYSTEM!**

**Remember Pin Trading is about meeting people, having fun and making memories of your time at Global Finals.**