



**NATIONAL GOLD**  
**CONSULTANTS**

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# **WEALTH INSURANCE**

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**Protect Portfolios with  
Precious Metal**

**National Gold Consultants**

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## Corporate Overview

National Gold Consultants (NGC) is a privately held precious metals company based in Monticello, MN, founded in 2017 by business partners Ryan Long, President, and Shaphan Kirkpatrick, CEO. Long brings over 12 years of experience in the precious metals industry that was earned rising through the ranks in his father's gold and silver company, facilitating hundreds of millions of dollars in transactions with financial advisor clients. Kirkpatrick gained his professional experience by successful networking and developing lucrative small businesses, ultimately leading him to the precious metals asset class.

NGC has a focus on educating and consulting with clients and financial advisors across the nation as they invest in physical precious metals. As one of the most trusted gold and silver dealers, NGC has a vast network of financial advisors that specialize in incorporating gold and silver along with traditional investment classes in client portfolios, including annuities and 401(k) plans. Because of its broad financial advisor network, NGC deals in large volumes, allowing it to pass along savings that are unmatched by smaller dealers.

Long and Kirkpatrick are proud that NGC is recognized as one of the select licensed, regulated and insured precious metals firms that works exclusively with financial advisors and insurance producers. Addressing the need to protect client privacy while enhancing the purchasing power within a portfolio, NGC offers a fiduciary approach to physical gold and silver. Utilizing NGC's years of experience and expert knowledge in diversifying and protecting client portfolios allows professional advisors the unique ability to offer a tailor made non-qualified investment model to properly position clients into physical gold and silver.

### Our Affiliations



National Gold Consultants is a proud member of the **Industry Council for Tangible Assets (ICTA)** which is the industry watchdog for coins and precious metals bullion communities.



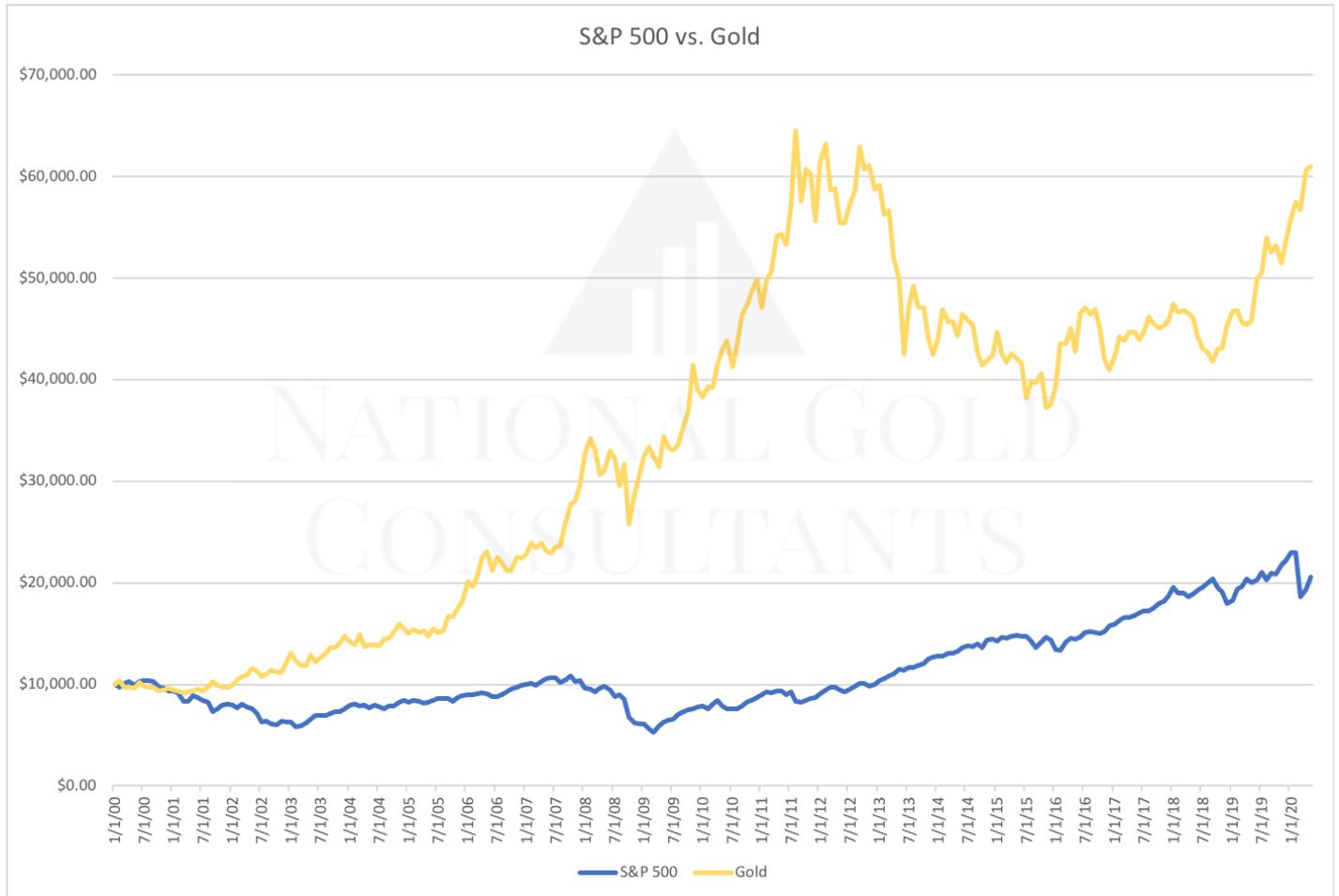
National Gold Consultants works exclusively with **GoldStar Trust Company** and the **Delaware Depository** because they hold the highest of reputations and maintain the best pricing and customer service to our clients who hold physical precious metals in qualified accounts.



National Gold Consultants proudly carries an **A+ Rating** with the **Better Business Bureau**, which helps people and companies find and recommend businesses, brands and charities they can trust.

## S&P 500 vs. Gold

Physical gold and silver historically counter-balance three main economic puzzle pieces: the equity markets, housing market and the U.S. dollar. The graph below shows how gold and the S&P 500 would have performed with a \$10,000 investment since the year 2000.



January 2001- May 2020 Summary Statistics	Return	Cumulative Return	Standard Deviation	Sharpe Ratio	Maximum Drawdown	Sortino Ratio	Excess Return	Tracking Error	Information Ratio	Up Capture	Down Capture	Alpha	Beta
Gold	9.29%	461.32%	16.75%	0.47	-43.39%	0.90	2.80%	22.06%	0.13	18.96%	-30.73%	10.50%	0.04
S&P 500	6.49%	238.96%	14.94%	0.34	-50.95%	0.62	0.00%	0.00%	0.00	100.00%	100.00%	0.00%	1.00

Cumulative Return	
Gold	461.32%
S&P 500	238.96%



## Non-Qualified Gold

When investing your non-qualified funds into gold, we highly recommend our 1/4 oz. Pre-1933 gold \$5 coins. The advantages over other gold products are privacy, performance, and liquidity. 1/4 oz. Pre-1933 American \$5 gold coins are classified as semi-numismatic, which categorizes them into the private asset class, similar to cash. However, these private assets require no state or federal reporting on any level. This protects your privacy, meaning no one except National Gold Consultants (NGC) and your advisor know of your precious metal investment. The Pre-1933 \$5 gold coins perform better than other bullion products simply because of supply and demand. Government mints cannot reproduce these coins, which means that there is a finite amount left in the marketplace. As supply and demand run their course, you are left on the profitable end as they rise in value as the supply gets smaller. This in turn makes liquidity easier because companies, especially NGC, want these specific coins back to fulfill the demand.



The 1/4 oz. \$5 “Liberty” gold coin was the first gold coin minted by the U.S. government. It is also the only coin in U.S. history to have been struck at all seven U.S. Mints that were operating during its circulation. The \$5 gold piece had many former designs, but the design shown to the left is one of the final designs. Overall, the coin was minted from 1839 until 1908.



The 1/4 oz. “Indian” \$5 gold coin was first minted in 1908 and ceased in 1929. The \$5 Indian gold coin was in production for just over 20 years, which means that there are not many in the market today. The coin depicts the head of a Native American on the front and an eagle at rest on the back.

NGC is a wholesale company and does not sort conditions or dates. When you place an order, you will receive a variety of conditions as well as a variation of the \$5 “Liberty” gold coins and the \$5 “Indian” gold coins. You are not buying for condition or rarity, thus conditions and dates do not matter. You are investing in them for their gold content, privacy, performance, and liquidity.





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## Qualified Gold

When investing your qualified funds into gold, we highly recommend the 1 oz. gold Canadian Maple Leaf coins due of their performance and liquidity. Canadian Maple Leaf coins consistently outperform bullion bar products and are easy to liquidate, since they are recognized by companies like National Gold Consultants. While other common, sovereign coins like the American Eagle or Chinese Panda coins also carry these advantages over bullion bar products, they require additional premiums that the Canadian Maple Leaf coins do not, making the Canadian Maple Leaf coins the most strategic and beneficial choice.



The Canadian Gold Maple Leaf is a gold, 1 troy ounce coin that is minted by the Royal Canadian Mint and issued every calendar year by the Canadian Government.

The Gold Maple Leaf is considered legal tender with a face value of 50 Canadian dollars. It also has a 99.99% gold content which ranks it globally as one of the purest bullion coins.

The coin boasts the profile of Elizabeth II on one side and the Canadian Maple Leaf on the reverse side.

When purchasing gold with qualified funds, the metals must be held in a depository through a trust custodian. National Gold Consultants works exclusively with Gold Star Trust Company and the Delaware Depository because they hold the highest of reputations and maintain the best pricing and customer service. The fees associated with IRA accounts are roughly \$175.00 per year depending on the size of the account. National Gold Consultants is available during time of liquidation or required minimum distributions at no additional cost. When liquidating a qualified account, we strongly recommend exchanging at least a portion of it into our non-qualified Pre-1933 coins that the client would physically possess.



## Non-Qualified Silver

When investing your non-qualified funds into silver, we highly recommend our 1 oz. Pre-1933 silver dollars. The advantages over other silver products are privacy, performance, and liquidity. Pre-1933 American silver dollars are classified as semi-numismatic, which categorizes them into a private asset class, similar to cash. However, these private assets require no state or federal reporting on any level. This protects your privacy, meaning no one except National Gold Consultants (NGC) and your advisor know of your precious metal investment. The pre-1933 silver dollars perform better than other bullion products simply due to supply and demand. Government mints cannot reproduce these coins. This means that there is a finite amount left in the marketplace. As supply and demand run their course, you are left on the profitable end. These silver dollars will rise in value as their supply gets smaller. This, in turn, makes liquidity easier because companies, especially NGC, want these coins back to fulfill the demand.



The “Peace” dollar is a 1 oz. U.S. minted coin that was minted from 1921 to 1928. The face of the coin depicts the profile of the goddess of liberty and the back depicts a bald eagle at rest, clutching an olive branch. The “Peace” dollar was the last U.S. dollar coin to be struck for circulation in silver.

The “Morgan” dollar is a 1 oz. U.S. minted coin that was minted from 1878 to 1904, and again in 1921. The “Morgan” dollar coin is named after its designer, George T. Morgan. The face of the coin depicts a profile portrait of the goddess of liberty, while the back depicts an eagle with wings outstretched.



NGC is a wholesale company and does not sort conditions or dates. When you place an order, you will receive a variety of conditions as well as a random assortment of the “Peace” and “Morgan” silver dollars. You are not buying for condition or rarity, thus conditions and dates do not matter. Since you are investing in them for their silver content, privacy, performance, and liquidity, you may receive both coins that appear uncirculated and coins that are worn down and dirty, but you will not receive coins that have holes or appear so worn that the images can hardly be seen.

## Qualified Silver

When investing your qualified funds into silver, we highly recommend the 1 oz. silver Canadian Maple Leaf coins due to their performance and liquidity. Canadian Maple Leaf coins consistently outperform bullion bar products and are easy to liquidate, since they are recognized by companies like National Gold Consultants. While other common, sovereign coins like the American Eagle or Chinese Panda coins also carry these advantages over bullion bar products, they require additional premiums that the Canadian Maple Leaf coins do not, making the Canadian Maple Leaf coins the most strategic and beneficial choice.



The Canadian Silver Maple Leaf is a silver, 1 troy ounce coin that is minted by the Royal Canadian Mint and issued every calendar year by the Canadian Government.

The Silver Maple Leaf is considered legal tender with a face value of 5 Canadian dollars. It also has a 99.99% silver content which ranks it globally as one of the purest bullion coins.

The coin boasts the profile of Elizabeth II on one side and the Canadian Maple Leaf on the reverse side.

When purchasing silver with qualified funds, the metals must be held in a depository through a trust custodian. National Gold Consultants works exclusively with Gold Star Trust Company and the Delaware Depository because they hold the highest of reputations and maintain the best pricing and customer service. The fees associated with IRA accounts are roughly \$175.00 per year depending on the size of the account. National Gold Consultants is available during time of liquidation or required minimum distributions at no additional cost. When liquidating a qualified account, we strongly recommend exchanging at least a portion of it into our non-qualified Pre-1933 coins that the client would physically possess.

## Frequently Asked Questions

After years of serving financial advisors and insurance producers across the country, we have compiled a list of clients' frequently asked questions. Our top questions are listed below for your reference, but always keep in mind that NGC has staff available to talk with you and your client to answer any additional questions. Our staff is ready to provide you support and ensure your success.

### Non-Qualified Pre-1933 Gold and Silver

**Question:** How do I sell?

**Answer:** *When the time comes to liquidate, NGC will remain available for clients to execute their individual exit strategies.*

**Question:** Is there a fee to liquidate?

**Answer:** *No, it is a service offered free of charge.*

**Question:** How long will it take to get my product?

**Answer:** *Typical transactions undergo a 7-business-day clearing process and are shipped thereafter.*

**Question:** How will my products be shipped?

**Answer:** *All packages are shipped via USPS Priority Flat Rate with Restricted Delivery.*

**Question:** Will the package be safe and discreet while in transit?

**Answer:** *Yes, each package is insured by NGC until it is signed for by the recipient. Only the recipient is able to sign for the package. If the recipient is not available, the package is returned to the local post office to be retrieved by the intended recipient. The return address on the box is labeled as "Custom Tile and Granite" to account for the weight of the boxes so any USPS employee handling the box will not have an indicator of its true contents.*

**Question:** How can I track my pre-1933 coin value?

**Answer:** *Unfortunately, there is not a perfect answer to this question because, just as the spot price fluctuates throughout the day, so does the supply and demand, which ultimately sets the price of these coins. Because NGC offers to buy back these coins at our cost of acquisition, we cannot create a formula to reflect current values only related to the spot price. Typically, as the spot price rises so does the demand, which increases the value. In times of supply shortages, the price can dramatically increase and in times of ample supply the price will decrease.*

**Question:** How long should I hold it?

**Answer:** *Depending on when you purchased, the average hold is typically 2-5 years.*

### Qualified IRA Gold and Silver

**Question:** Where is the product stored?

**Answer:** *All IRA accounts are stored at the Delaware Depository.*

**Question:** Can I have a home-stored gold and silver IRA?

**Answer:** *No, the IRS has ruled that all qualified IRA metals must be held by a third party unrelated to the account holder. If you have a home-stored IRA, it would be prudent to have a conversation about it immediately.*

**Question:** Who sends me the paperwork related to the account?

**Answer:** *The custodian is GoldStar Trust Company. They produce semi-annual statements that are mailed directly to you and are able to process required minimum distributions, liquidations and any other needs through NGC.*

