

# DIpPin' In

## *Dr. Frank's Destination Imagination® Globals '18* **Pin Trading Guide**

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### **Copyright Info for 2018**

In order to protect the organization and the individual pin designers, Destination Imagination is asking that people be very aware of copyright and trademark issues. This applies to all pins.

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

DI does not condone pins that include the likeness or emulation of any trademarked or copyrighted material.

**Pin Vendors:** Destination Imagination, Inc. has approved pin vendors that work with many of our Affiliates and teams. To find out who these pin vendors are, contact your Affiliate Director or check the DI website. These vendors are aware of the copyright issues and will design and manufacture pins that are compliant.

**DI Trademarks & Logos:** DI trademarks and logos can only be used on pins produced by DI Affiliates. Individuals and teams may not use DI trademarks and logos on their pins. Only approved pin vendors are permitted to use the following marks on Affiliate pins: Destination Imagination®, the Box and Ball logo, projectOUTREACH®, Rising Stars® and the annual Team Challenge logos.

**Global Finals Logo:** No pin manufacturer or designer (i.e., DI teams, Team Managers or volunteers) is permitted to use the Global Finals logo on pins or any other commercial merchandise, such as apparel.

**In addition, DI asks that teams please refrain from trading pins that may infringe on a company's intellectual property.** This includes pins created prior to the 2018 DI season.

**Finally, and new this year, only pins produced by the DI approved pin vendors may be traded at Global Finals.**

## **A. Introduction**

One of the fun aspects of attending Destination Imagination Global Finals '18 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.**

## **B. Challenge Overview and Details**

**1. The time limit** for this activity is the time spent at Destination Imagination 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 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.

**Remember, all trading occurs without the exchange of money! (See B.6. below)**

**3.** There will be certain areas designated as **“Fair Pin Trading Zones”**. These will be:

The Presidential Courtyard (evenings/nights)

The Convention Center (west side of the building under the tent) (days)

The area outside of the Team Registration Site (all day Mon/Tues /Wed)

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.”**

**4.** Pin trading can also take place in the dorms, dining facilities, competition sites, and recreational facilities. Pin trading also may occur on the sidewalks around campus, in the dorm lounges, on the buses, at meals, and anyplace where 2 or more collectors can get together. 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 (usually those where a traffic or fire hazard may emerge).

**5.** Pin trading can occur in public areas inside competition sites and at the evening activities. **However, trading should never occur inside the competition rooms and is**

**especially forbidden during another team's performance.** Similarly, trading is not allowed on the floor of the arena before, during, or after the evening programs or award 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. Pins are to be traded. Only traded!! 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 of DI pin trading. However, pins can be purchased from your AD or his/her designee at Global Finals.**

**7. 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. **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.**

**Remember that it is acceptable to decline a trade. You don't have to make any trade that you aren't happy with.**

**8.** Parents and TMs are encouraged to take an active role in teaching their team members about fair trading practices. On occasion, adults get caught up in the pin trading frenzy and start to interfere with the kids' trading (or take over and make trades for their kids). This violates the spirit of the challenge—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.

**9.** 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.

**10.** Traffic jams can occur quickly whenever a trade takes place---a trade tends to attract a crowd and secondary trading spin-offs. So, use good judgment when picking the places where you settle down to deal with someone. Stairways, hallways, restrooms, etc. are unwise choices. Try to move the action out of traffic and remember the rules about places where trading is forbidden.

**11. 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.

### **C. Additional Details**

**1. The Pins:** Most DI 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 pin sets. Most of these are 2 pin sets but some sets can be made up of 4 or more individual pins.

Obviously, trading for these sets 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—it would require an unlimited budget.

***Clarification #1.*** A single pin with multiple pin backs is still a single pin. Don't let other traders tell you otherwise!!!

***Clarification #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. There is no rule that states that you must trade with anyone.

**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.

***Clarification #3.*** “Hot” pins are more easily obtained very early in the week because no one knows which ones will become “hot” traders. Then again, neither do you! 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, decline it. It is a long week and the pin that interests you will most likely show up again.

***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 or Global Finals designation are not usually as popular as those with some form of DI or Global Finals labeling, especially those with the year in evidence (e.g., 2018, ‘18). 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 in future trades if you should change your mind about wanting it.

**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 19<sup>th</sup> year for DI, you may want to trade for some of the pins from past years. If you run across a trader who is offering DI pins or pins from earlier years, make sure you really like the pin itself and are not trying to use it to trade for DI pins. If you find at the end of the week that you have a few leftover pins from your own state, don’t panic—they may be important traders in years to come. **(P. S. If you are getting panicky by the end of the week, seek out kindly TMs and officials...there a many who are a soft touch for a reasonable trade).**

**Clarification #8. Some adults and “big kids” in particular—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.**

**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 will find a trader who has the pin that you want and who is willing to make a fair trade. Remember: you can try to get an extra “hot” pin and try and “trade up” for that really cool pin (see Clarifications 4 and 5).

**3. Cost:** It is difficult to determine ahead of time how many pins you will want to bring for trading. It is very frustrating to have only a few pins, since the trading experience will be over very quickly once a team member has traded them away for other pins. There will be little chance of acquiring the really “hot” pins. As an example, a trader

starting out with 10 single pins might end up with only 4 or 5 pins to take home, or perhaps only 2 or 3 sets, because of the need to trade within the economy that emerges. Traders will see others who have towels or books heavily laden with many pins. However, 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.

**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. Destination Imagination offers a pretty nice pin bag that can be purchased at Global Finals souvenir sales. Many traders keep their pins attached to a hand towel or “pin mat” and roll the towel or mat with the pins inside for carting around. Other traders make zip-up “Trapper Keeper” binders with sheets of felt (make reinforced 3-hole punches) to make storage, transport and trading a little safer. 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 ARE 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 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 at headquarters (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 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.)