



The Entrust Group ("Entrust") does **not** provide investment advice or endorse any products.

All information and materials are for educational purposes only. All parties are encouraged to consult with their attorneys, accountants and financial advisors before entering any type of investment.



- The 5 Golden Rules for investing (The secret is asking the right questions)
- How to avoid costly mistakes when setting up a Precious Metals IRA
- Key market insights: What's going on in the world of precious metals right now
- Q&A to answer all your questions





#### Meet Your Host



### Jacob Marchini



Over 9 Years at The Entrust Group



Provides Service and Support to new clients and Referral Partners



CISP Certified





#### **About Entrust**



Self-Directed IRA Administrators



Knowledgeable Staff with CISP Certifications



Monthly Educational Webinars



#### About Entrust



\$5B
Assets Under
Administration



24k+
Active
Investors



**40+**Years of
Service



Point of Contact

# 5 Golden Rules of Investing into Precious Metals in an IRA

Presented by Cornerstone Bullion



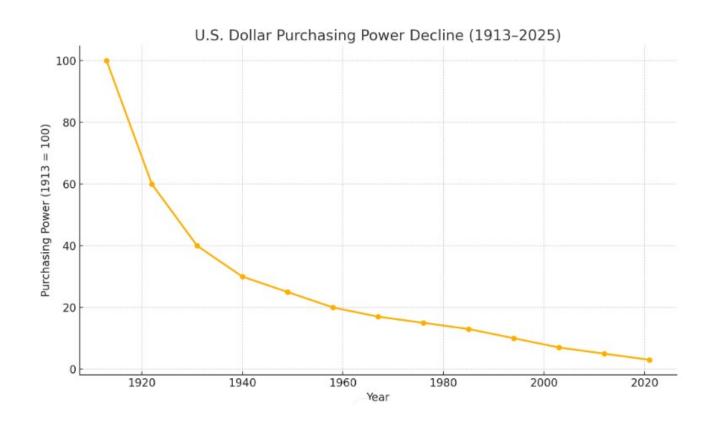
Hosted by The Entrust Group



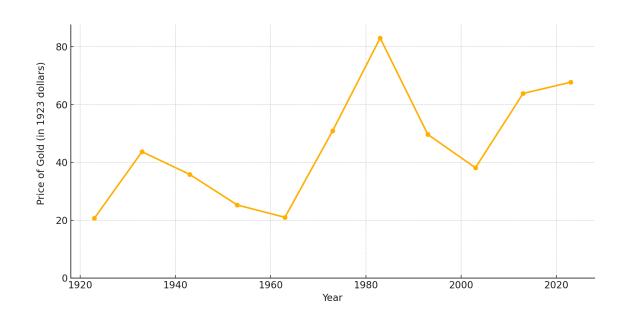
# #1 – Why?

Understand The Case for Gold & Silver

- Gold & silver act as insurance against currency devaluation and uncertainty
- The dollar has lost over 96% of its purchasing power since 1913
- Gold has preserved value and outpaced inflation over the long term
- Central banks bought record levels of gold in 2022 and 2023

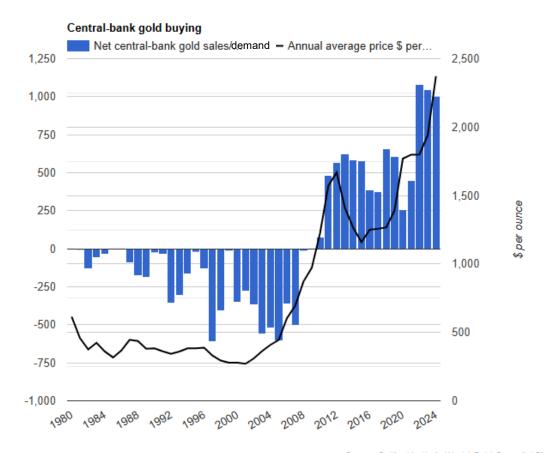


# Gold price outpacing inflation



Note: History does not guarantee future performance. Not investment advice.

# Central Bank buying activity



# #2 – Who? Choose the Right Custodian & Dealer



Custodian handles compliance,
Dealer handles metals, &
Depository stores them



Choose partners with **experience**, **good service**, & **great reputation** 



Pay attention to the total **buy-sell spread** 



Ask about other **fees** (shipping, commissions, taxes & storage)



# #3 - What Know What to Buy

- What you want depends on your plan
  - Sell back to a dealer and liquidate for cash?
  - Have the coins distributed directly to you?
- Bullion vs. Numismatics
  - Most rare/numismatic coins have terrible spreads and are NOT a suitable investment
  - Bullion coins are more easily bought/sold to any counterparty for fair prices
- Bars vs Coins
  - Most investors prefer commonly known items
     American Eagles, Maple Leafs, or Krugerrands
  - Avoid rare/collectible coins with huge spreads and low liquidity
- IRA Acceptability
- Gold vs Silver

# IRA Acceptability

Not all coins or bars are allowed for IRA investment

#### Gold

- American Eagle coins <sup>1</sup>
- → American Buffalo coins <sup>2</sup>
- Australian Kangaroo/Nugget coins
- Austrian Philharmonic coins
- Canadian Maple Leaf coins
- Bars and rounds produced by a refiner/assayer/manufacturer accredited by NYMEX/COMEX, NYSE/Liffe, LME, LBMA, ISO 9000, or national government mint and meeting minimum fineness requirements <sup>3 4</sup>

#### Silver

- American Eagle bullion and proof coins <sup>1</sup>
- Australian Kookaburra coins
- Austrian Philharmonic coins
- Canadian Maple Leaf coins
- Mexican Libertad coins
- Bars and rounds produced by a refiner/assayer/manufacturer accredited by NYMEX/COMEX, NYSE/Liffe, LME, LBMA, ISO 9000, or national government mint and meeting minimum fineness requirements 34

<sup>\*</sup> taken from Entrust's website in April, 2025

# Silver

#### Popular Items

- #1: 1 oz American Silver Eagle
- #2: 1 oz Canadian Silver Maples
- #3: Privately-minted 1 oz silver rounds



## Gold





- •American Gold Eagle The official U.S. gold bullion coin, introduced in 1986, containing 91.67% gold (22-karat).
- •American Gold Buffalo First issued in 2006, this is the U.S. Mint's first 24-karat (99.99% pure) gold coin.
- •Canadian Gold Maple Leaf Renowned for its 99.99% purity and iconic maple leaf design.
- •Gold Bars Produced by private mints like PAMP Suisse and Valcambi, available in various sizes, commonly 1 oz.

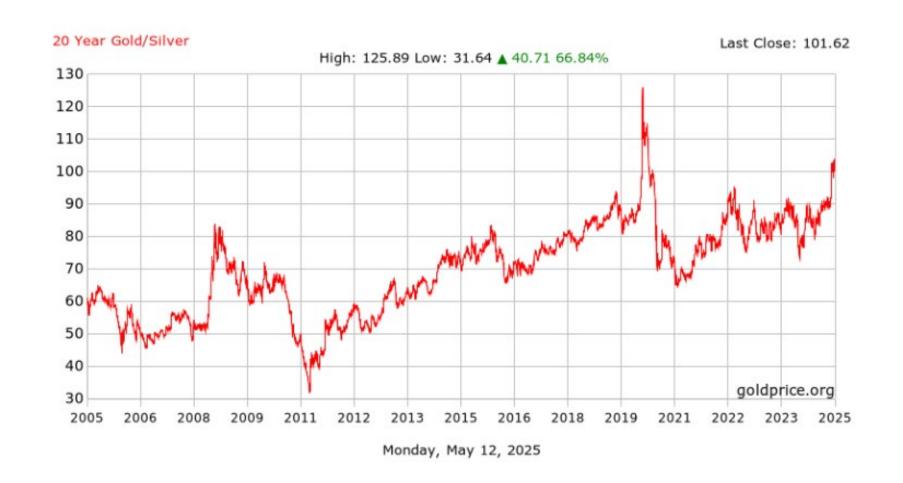






# Gold vs Silver

- Mining Ratio: 12:1
- Historic Price Ratio (thousands of years): 16:1
- Last Several Decades Ratio: 65:1
- 2025 Ratio: ~100:1
- Last 5-year price action compared below





# #4 – Where

# Storage, Safety & Shipping: Think End-to-End

- Metals in an IRA must be stored in a qualified depository facility
  - Cost (~0.2-1.0% annually)
  - Segregation
  - Location/Proximity
  - Customer Service (smaller depositories can be better)
- Understand The Exit
  - Sell?
  - Distribute to yourself? If so, highly recommend segregated storage

# #5 — When

Timing Isn't Everything, but Trends Matter

- Dollar-cost averaging beats market timing
- Gold shines during inflation, uncertainty, and dollar weakness
- Watch macro indicators like debt, interest rates, and geopolitics



# What in the World is Happening with Gold & Silver?



Gold and Silver appear to be exempted from Tariffs



U.S. debt over \$34 trillion is eroding confidence in fiat



Central banks are diversifying out of the dollar



Geopolitical tensions and inflation are fueling demand



2025 could be a pivotal year for metals markets

# Find Out More

- Call us anytime at: (800) 558-4671
- www.CornerstoneBullion.com
- <u>sales@cornerstonebullion.com</u>





Let's Wrap Up!





# Getting Started in 3 steps



**Open** an SDIRA Account

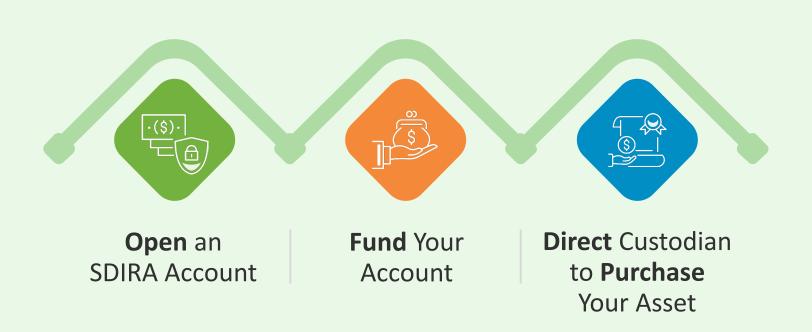


# Getting Started in 3 steps





# Getting Started in 3 steps





### What's Next?

#### Sending you replay & additional resources

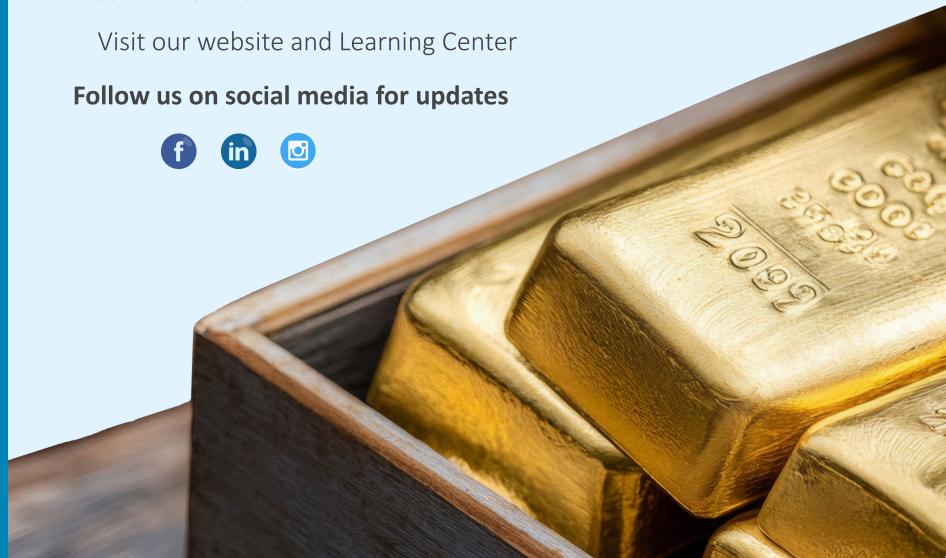
Our follow-up email will include video replay, slides, and more education





### What's Next?

**Need more information on SDIRAs?** 







## **Stay Connected**



Jacob Marchini

- Business Development Associate at The Entrust Group
- imarchini@theentrustgroup.com
- (510) 587-0950 x251



#### Chad Roach

- Owner and Founder at Cornerstone Bullion
- sales@cornerstonebullion.com
- **(**800) 558-4671