



# RESOURCE CONSULTANTS INCORPORATED

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Dear Friends,

April, 2014

Happy spring! As usual, this is an especially busy time of year for us here at Resource Consultants as we ready things for our 17<sup>th</sup> annual “WEALTH PROTECTION CONFERENCE”. This year we are bringing you several of everyone’s favorites from previous conferences as well as some who may be new to you. Each speaker we have chosen for this year’s event could be worth well more than the price of admission to those who actually follow some of the advice and education that will be shared there.

**Protect your Wealth, Protect your Health.**

**Attend the**

**Wealth Protection Conference 2014 May 9-10**

**Attend “WP-14” and learn how to live the “Wealthy Life”**

For 16 consecutive years, our Resource Consultant’s- sponsored annual Wealth Protection Conference has been a must-attend for people just like you who want to hold fast to their wealth and make it grow! While the stated focus has always been on strengthening your finances, the unstated emphasis has also been about achieving and maintaining a “wealthy life” – balanced responsibilities of home and family -eating right, and keeping fit, while holding fast to a stable and optimistic mental outlook.

As you learn how to create, build and preserve a healthy financial foundation, we would like you to also spend time thinking about how to best fully enjoy that voyage on the way to successfully reaching ...and perhaps exceeding your dreams.

## **AN OFFER YOU CAN’T REFUSE!**

Having sponsored and hosted 16 years of The Wealth Protection conference we realize many of you have business partners or friends who you would like to bring to the conference so that you can learn *TOGETHER* and discuss some of the strategies and ideas that will be presented at this year’s conference. **Resource Consultants is holding the early bird discount at \$349.00 per person and IF YOU BRING SOMEONE Resource Consultants WILL GIVE YOU AN ADDED DISCOUNT OF 50% off for your guest’s ticket!! That’s only \$175 for your friend, spouse, partner... neighbor – anyone you’d like to share this amazing education and offer with!!** If you want to share this with your business group or friends, we have a limited amount of tables of 8 available for \$2,000. This is an unheard of bargain for a conference of this caliber!

*If you have **already** reserved your spot, you still qualify for this offer! Just make the call and we will take care of getting you the additional discount personally! 800-494-4149 or 480-820-5877!*

Pat and I feel so strongly that this conference can and will change lives for the better that we are giving this offer on an already fantastic value! You just can't afford to miss the upcoming 2014 Wealth (and Health) Protection conference in Mesa, Arizona, May 9-10!

**CALL RESOURCE CONSULTANTS NOW AND TAKE ADVANTAGE OF THIS OFFER!!**

**1-800-494-4149 or 480-820-5877**

This year we are bringing you several of everyone's favorites from our previous conferences, as well as some presenters who may be new to you. Hearing each speaker we have chosen for this year's event could well be worth more than the price of admission to those who follow even a portion of the information and advice they will be sharing with attendees on May 9<sup>th</sup> & 10<sup>th</sup>.

**This morning** as I was getting ready to come into the office I was listening to one of the radio stations that in my opinion, still plays some good music. The regular two DJ's had been replaced by two others (hopefully just on a temporary basis). The new talking heads were posing the following question for their listeners - **"What was the best thing you ever snuck into?"**

One by one, a long line of listeners called in to tell a story about what they "snuck into", stole, or cheated on, the hosts would say things like "HA!", "That's great!", "That's awesome!" They were actually praising people or at the very least giving celebrity status to people for getting away with doing underhanded things to others for a little instant gratification. It got me thinking about just how lacking in terms of a moral compass the media has really become.

Is it really *enjoyable* to listen while others brag about how they ripped someone off, cheated on another person or got away with something that was not deserved? If so - and it sounds like for a lot of people out there, this has become the case - then it really saddens me. And I am guessing that this kind of behavior doesn't impress you either.

The truth is that good behavior is a choice. Do what's right and be a beacon for others. While you're doing right, if you can get ahold of the right tools to improve yourself financially- and then apply them to your own situation- you can become a more powerful and independent voice yourself.

**At this year's WP-14 Conference**, the critical components of protecting and growing your wealth will be addressed front and center by one or more prominent speakers who've proven to be some of the very best experts in their respective fields. They will give you the information and motivation you need to take your own life-time learning and self-improvement to the next level! Call & make your reservation now! **1-800-494-4149**. If you need help with travel plans we can give you the contact information for flights, car rental and hotel reservations.

**To reap a good harvest, you need to prepare the soil...**

We believe in a higher power and that if you want to reap a good harvest you need to prepare the soil, sow good seeds and nurture your crop. Then, provided that the sun shines and enough rain falls, you can plan on having enough to get you through the winter and to the next growing season. If the weather doesn't cooperate and your crop is less than you expected, hopefully the neighbors you've helped out in the past will return the favor and give you a hand should you need one.

The same holds true in every aspect of your life. WP14 is about giving you the foundation for success in everything from starting and running your own business, to making the best use of your retirement - and everything in between.

These are some of the things you're going to be able to learn about during the action-packed two day conference May 9-10.

- Asset Protection from a speaker who helps safeguard a national client base comprised of thousands of clients representing nearly \$6 billion in personal assets. Currently he helps clients in Asset Protection in all 50 states and a dozen foreign countries.

- Real estate, tax and estate planning and wealth preservation from a law firm Managing Partner who, in just 4 years, has overseen the growth of his current law firm from one attorney to over 65, in addition to co-founding two online businesses.

- Technical analysis of international equity, foreign exchange and precious metals markets, by a world-renowned analyst who has published his newsletter continuously since 1972. He has been an Independent Director of the Central fund of Canada, a Trustee of Central GoldTrust and serves as Lead Trustee of the Silver Bullion Trust.

- Capitalism, entrepreneurship, marketing, business resources and personal empowerment through empowering others from the author of 10 books on business and leadership, our Keynote speaker, who has informed audiences around the globe on these topics. He has raised over \$1.2 billion in charity, and started a non-profit foundation to serve U.S. Military veterans in business.

- Trading metals, stocks, commodities and futures from an Editor and Publisher of two newsletters, as well as weekly columns for active traders. He is a frequent Presenter at North American financial conferences. His real estate experience includes development of planned unit developments in residential and commercial phases, large landfill sites, and sand and gravel mines.

- Taxpayer rights defense, IRS abuse prevention and cure. This book "The IRS Problem Solver is ranked by the Wall Street Journal as the number one tax book in America. The Associated Press has commented that (he) "*probably knows more about the IRS than the commissioner*".

- Analyzing economic and financial issues from an astrological perspective, from a monthly market newsletter (founded in 1977) writer frequently named the No.1 or No. 2 Gold or stock market "timer" by Timer Digest and Hulbert Financial Digest. He has appeared on many of the top financial TV and radio programs nationwide. A "Financial Review" from a veteran radio broadcaster and host of top-rated Phoenix area radio show of the same since 1991. He is the author of 6 books and editor of Bank-O-Meter.com

- The ins and outs of analyzing and holding precious metals and mining stocks in what may become a global bull market of historic proportions. Senior Analyst for “*The Morgan Report*” by “*The Silver Guru*” David Morgan, and a contributor to Pat Gorman’s- inspired work by Dr. Janice Dorn, Personal Responsibility: The Power of You.

- Learn how to help keep your brain powerful and sharp. Naturopathic doctor talks brass tacks on tools to help you reach your retirement years in the best health and frame of mind possible. “*The importance of investing in your health now to keep from paying with your money and joy later*”.

**A lot of the time, “Free!” turns out to be not so free.**

This is not a “FREE” conference where the speaker pays the host for the opportunity to sell you something. Wealth Protection is still about education, and empowerment. We bring together the best authorities available to answer questions that are most likely to face as we move together into what looks to be a very uncertain future. Odds are good that you will be gaining insight into a number of subject areas that you weren’t aware you should be learning about!

You will surely gain insight into many things you didn’t know you needed to know! We can’t stress strongly enough how important this can be to you as you endeavor to make sense of the changes we all face now and in the very near future.

When you arrive at the campus, you will find yourself in the company of people much like yourself. People who are facing decisions about investments, healthcare, business, regulation compliance for business’, privacy and security, taxes and health. We will have experts on hand to address all of these issues and much more! All this in two glorious days in the beautiful Arizona Springtime!

If you are a doer - someone who takes personal responsibility for your own life, you have already been preparing the soil and collecting some idea “seeds”. Most likely you subscribe to good newsletters and take a proactive approach to the situations in your life. YOU are the people we draw to our conferences and love meeting year after year! Many who have joined us in the past have made new and lasting friendships.

Sometimes all a person needs in order to spring into action and fulfill their dreams is the knowledge that those dreams are valid and can be realized. Nothing can stimulate you like the energy and excitement of being in the presence of like-minded thinkers.

We believe this could very well be the best investment you can make in yourself and your future. TEN speakers plus a round table panel at end of conference plus three great meals prepared by the culinary institute.

If you live within driving distance, you’ll be disappointed if you don’t make plans to attend!

### **Learn how to apply these Critical Skills**

- Protect Your Savings for Generations
- Profit During the Impending Collapse
- Survive the Health Care Crisis

- Profit from Emerging Energy Trends
- Identify “Must Have” Assets for 2014 – ?
- Learn where the Market is Headed this Year
- Profit NOW with Physical Assets
- Asset Protection and Estate Planning Tips

**2014:**

## **When “Paper Promise” and Precious Metals’ “Physical Reality” Collide**

### **David H. Smith**

Until a few years ago, precious metals investors wanting to make a purchase looked to the futures market to determine the “correct” price for gold and silver. They saw the “spot” or cash price, which closely reflected what they could expect to pay, plus an additional, fairly predictable premium.

During the 2008 global financial meltdown, which took virtually every asset class on a near-vertical ride toward the bottom, this relationship was sorely tested. Silver’s quoted ‘paper price’ low that year was around \$9, yet someone who wished to actually purchase the metal was hard-pressed to find it for less than \$12-\$15 per ounce. This pricing disconnect was also very pronounced in the case of gold, platinum and palladium.

In time, this paper-physical pricing relationship returned to a more normal bias – until the spring of 2013. On Friday April 12 and Monday April 15, gold and silver dropped through technical support levels of around \$1550 and \$26 respectively. Gold cratered, eventually bottoming around \$1180 and silver declined into the mid-\$18 area by June. Both metals retested these lows – which held - again in December, 2013. The best guess so far is that a combination of hedge fund liquidation, central bank-inspired selling, and brokerage house margin calls precipitated the event.



### **Where *IS* the Gold?**

More ominous is the possibility – some say likelihood - that the collapse got underway because very large bullion houses and banks simply did not have the physical metal on hand to meet the demands of customers who just naturally assumed their metal was indeed available to them should they decide to take delivery.

When Germany requested repatriation of a portion of its gold, supposedly being held for them by the U.S. Federal Reserve, and were told it would be returned to them – within about 7 years - we can be excused for wondering just how much physical metal really backs the contractual agreements customers have with other central banks, commercial banks and brokerage houses.

In the case of gold, the decline was shocking to market participants, but in the context of retracements, it seems so far to be along the scale of a second major correction, in a bull market which has been rising for an almost unprecedented 12 consecutive years!

What took place next, *on a global basis*, was that a virtual run by investors to acquire physical gold and silver quickly and spontaneously got underway. Dealers in locations as diverse as China, India, Viet Nam, Great Britain, Australia, Canada and the U.S. reported ‘lines around the block’ as individuals tried to buy any and all available supplies. The U.S. Mint reported record sales of American Silver and Gold Eagles, coming on the back of three previous monthly order records for Silver Eagles – now averaging well over 3 million per month. (Indeed substantial evidence exists that the majority of the gold liquidated from the ETF GLD, found its way via Swiss refineries – working around the clock – into mainland China.

Central governments around the globe have been pumping out paper currency (a.k.a. ‘money’) with reckless abandon for several years. They rightly fear rising gold and silver prices, because these historic sources of ‘real money’ are true barometers indicating the health or lack thereof of a country’s currency. Lately, Japanese citizens, starting to see the inflationary effects of the most massive paper printing experiment their country has ever known, are lining up for literally hours to buy gold. Indeed their purchases have pushed gold sales in that country to a 5 year high.

But now, much more so than in the 2008 meltdown – the Cat is Out of the Bag. Attempting to drag down the ‘paper price’ of the metals, and thereby discredit their value in the eyes of the public, market manipulators have instead literally ripped the lid off the Pandora’s Box of ills which fiscal mismanagement, asset bubbles, deficit spending, slow economic growth, and naked short-selling have unleashed upon their hapless citizens.

### **Cyprus Crossed a Financial Rubicon**

After banks in Cyprus decided to dismantle depositors’ accounts in excess of 100,000 Euros – reportedly converting 37.5% of balances into Class A shares, with 22.5% held for possible future conversions, and another 30% “temporarily” frozen and held as a deposit, Sprott Asset’s David Franklin noted, “a financial Rubicon has (thus) been crossed”. Of course this could not happen in other European countries, Canada, or even the U.S., right? When asked this very question, then Federal Reserve Chairman Ben Bernanke responded that it would be “extremely unlikely”. So, do you feel lucky today?

It looks like a new paradigm is being formed. All of us are going to have to learn some different rules. But it’s looking like a safe bet that owning physical metals, plus holding a few profitable producers, is going to be a requirement for those who hope to protect a portion of their wealth from the corrosive effects of inflation (hidden taxation), not to mention outright theft by banking and other financial interests.

The recent “paper price collapse” in gold and silver weighed heavily on mining stocks as well. But then mining shares – from the best and most profitable producers, to pie in the sky exploration plays - had

already been declining for almost two years. So now this group, in comparison to the metals' price, is trading at over two standard deviations from the norm – a mathematic improbability of this being normal at around 97%. A two month rally off the December lows, which is now in the process of correcting, took many of the better mining stocks up over 100% from very depressed levels, but they still have a long ways to travel, just to get back to where they traded in 2011!

### **Platinum and Palladium break out**

For the last two years, this writer has been penning articles and reports in this newsletter, as well as in *The Morgan Report*, *Prospector News*, and other venues, documenting the increasing strength of platinum and palladium. The thesis was that these two metals of the “precious metals four” group would be – due to their very specific supply/demand profiles – the first to show significant strength, eventually moving up over the next few years to challenge all-time highs. Gold and silver would then follow in an effort to challenge and exceed their own 2011 highs, of around \$1,900 for gold and above \$50 for silver.

Indeed, when the first article on the PGMs appeared in the Resource Consultants newsletter, platinum was trading at almost \$200 less than an ounce of gold, whereas it now is priced around \$150 *above* the Midas metal. The supply imbalance for the PGMs in relation to their increasing demand – by both industrial users as well as investors and jewelers, indicates that unless we slip into a global depression, prices for both look to be headed substantially higher, perhaps for a number of years. As Rick Rule has famously commented, “Because of demand, platinum and palladium prices can rise; because of supply, they *must* rise.

At this writing, palladium is the stronger of the two. Recently two new ETFs have been introduced in South Africa, and if investor response to the earlier versions is any indication, quite a bit of palladium is likely to be taken off the market to meet the metal-holding requirements when customers buy the ETF's shares. Interestingly, after a several year hiatus, the U.S. Mint has this year begun marketing the **American Platinum Eagle**.



It also appears that the U.S. Mint may be closer to marketing a Palladium Eagle – most likely using the design from the very popular “Winged Liberty” silver dime. Congressional authorization for the palladium bullion coin was passed in late 2010, and signed into law by President Obama in mid-December of that year. Within a year after an independent third-party study to determine if sufficient demand exists has been conducted – and if it concludes in the affirmative, the Secretary of the Treasury will order the U.S. Mint to issue a new bullion coin.

The website [palladiumeagels.us](http://palladiumeagels.us) states the case for why these bullion coins, if and when they are issued, may find significant investor interest, saying:

“Demand for the Palladium Eagles is expected to be relatively high owing to several factors working in their favor. First, the coin would mark the first time the United States Mint created a coin from this precious metal. In fact, few mints from around the world have used the major metal in any of their releases.

“Second, the price point would offer a stepping stone of sorts between two of the other American Eagle coins currently in production at the United States Mint — American Gold Eagles and American Silver Eagles.

“Third, the use of Adolph A. Weinman’s well-liked “Winged Liberty” design will be a drawing factor. Collectors are expected to seek the new coins as a means to obtain a larger version of the design that they have admired for years.”

Meanwhile, rather than waiting for perhaps another year, there are a number of bullion coins and bars available as this is being written, in both platinum and palladium, which reputable dealers such as Resource Consultants can facilitate acquiring for those who may be interested. (**Disclaimer:** This Writer, David H. Smith does not receive remuneration from Resource Consultants from their sales of precious metals’ coins or bullion.)

### **Gold and Silver are for Saving**

Jim “Mr. Gold” Sinclair had this to say: *“Gold is for saving. Gold producers with low cost and low overhead are the only holders of the new supply of physical gold. The price of gold will not only reach our original target of \$3,500, but it will greatly exceed that level as the fires that are burning in the financial world turn now into an inferno, but physical gold will allow you to survive the massive blaze and financial destruction.”*

Given that silver movement demonstrates a 90% + correlation to the price direction of gold...what do you think is likely to happen to the price of silver as gold moves higher – not to mention those who produce it – going forward?



People from all walks of life from ‘average Joes’ to high net worth individuals, and now retirement and hedge funds, are coming to understand what others across cultures and time periods for thousands of years have felt at a visceral level. Gold and silver have enduring value, which unlike paper currency, can never decline to zero. The supply of precious metal – also unlike paper currency – will always be finite. History teaches us that when metal and paper collide - as they are now doing - paper *always* loses.

Those who came before us made their choice, and now it’s time for you to decide. As silver-investor’s David Morgan is fond of saying, “Are you going to hold onto physical reality...or settle for fiat fiction?”

## RECOMMENDATIONS

As a fiscally conservative company, Resource Consultants does not tend to vary much in our recommendations. We have learned and share that hard money, (physical precious metal), is real money and the value will never go to zero as many other investments can and have done. Most of our clients like to have a minimum of 20% of their assets in Physical Precious Metals. You may prefer less, you may prefer more! Whatever the case, precious metals of all kinds serve a purpose and a place in SOMEONES portfolio. Where does your portfolio stand in regards to the precious metals options out there?

There are three categories of metals investing that we recommend depending upon what our client's needs, goals and budget warrant.

The first, we call "**Insurance**". This category holds the bullion Gold, Silver, Platinum and Palladium modern coins and bars that carry the lowest premiums over the spot prices. These are the physical items that you tuck away personally or in your precious metals IRA to protect your wealth from going the way of the paper market or collapse of the financial institutions. These could give you the most bartering power in the near future.

Next category we call "**Insurance with a Kicker**". This contains the older slightly collectable U.S. minted Gold and Silver coins in lightly circulated condition.

The final recommendation is the **Speculation** category. We only recommend U.S minted numismatic coins. These are third party graded by PCGS or NGC. At the current low prices these are a real bargain and it could be the best time to pick up some numismatic gold and silver pieces such as the \$20 St. Gaudens, Liberty, or Indians or US Silver Dollars. Go to some of our prior letters for more detail on all these recommendations. **Call us for current prices, recommendations or consultations.**

**1-800-494-4149 or 480-820-5877.**

We look forward to meeting many of you at this year's conference! Please tell your friends or better yet have them call. Remember, the smallest action is better than the greatest intention...

God Bless,



Linda & Pat Gorman