

Beans. He gave me the opportunity to write articles for his site and from that point on, Ms. Janie evolved. In fact, without him, there would be no Ms. Janie.

SmartCollecting.com/ Jacqueline Greenwood

- Web Site: SmartCollecting.com
- URL: www.smartcollecting.com
- Webmaster: Jacqueline Greenwood
- Launched: May 11, 1999 (previously owned bean bag sites dating back to January 1998)
- Personal: 39, married with 4 children
- Staff /volunteers running site: 3

What inspired you to create your Web site? My children and their interest in Beanie Babies.

As owner of a prestigious bean bag Web site, how do you directly contribute to the collectible market? I help keep collectors interested and connected by delivering news to their E-mail boxes on almost a daily basis. The format of the newsletter fosters a community spirit and ignites the bean bag collectibles market.

What product lines are featured at your site? SmartCollecting is primarily a Web site for bean bag collectors, but I also carry other collectible categories in our classifieds section such as Barbie, Disney, Pokémon and more.

What is your favorite Ty product line and what design do you covet most? My favorite product line is Ty Beanie Babies, although I have grown very fond of Beanie Kids. Smooch™ is the Beanie Baby I admire most.

If you could ask Ty Warner one question what would it be? What time can we meet for lunch? I'd love the opportunity to talk with him in a private setting so I wouldn't be limited to the number or types of questions I could ask!

Do you manage your site primarily as a hobby, business or to further your career? It is my home-based business.

What does your site "exclusively" offer bean bag collectors? ScRatings is a service that SmartCollecting.com provides for bean bag collectors so they can establish references on the Internet — vital for buying, selling and trading.

What has been your biggest challenge as owner of a bean bag Web site? Managing E-mail.

However, I've learned by using different E-mail addresses and setting up filtering/processing rules I can handle it much more efficiently.

Do you offer a free electronic newsletter? Yes

Which site section are you most proud of?

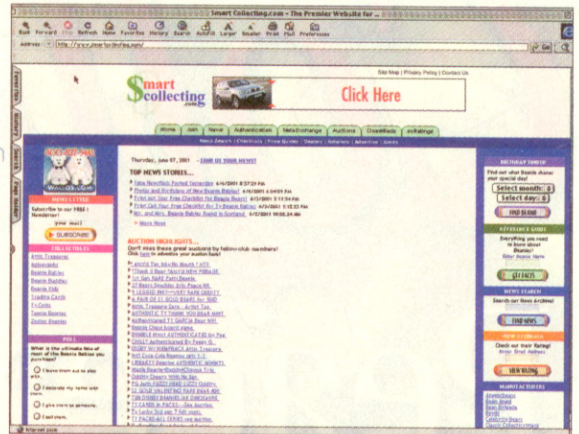
The Ultimate Reference Guide for Beanie Collectors, which is a searchable database for Beanie Babies, Beanie Buddies and Beanie Kids. Users will find photos, introduction and retirement dates, birth dates, interesting facts and tips, a graph depicting current market activity, links to related news stories and more. Best of all, you can search the Ultimate Resource by Beanie name or use the convenient index.

How do you think the Internet has negatively influenced the bean bag market? The Internet has allowed the supply and demand to come into balance much faster, which has caused prices to decrease at a quicker pace.

Where do you think the Beanie Baby market will be five years from now? I

do not think it will be much different from today. Those that entered the market purely for financial gain have pretty much left. Barbie dolls have been around since 1959, so I believe Beanie Babies have a long life ahead of them!

If you were to dedicate your site to one individual, who would it be? My four children because it was their love for Beanie Babies that inspired me to go online and acquire the skills I needed to publish a Web site, and for my husband Bill for his endless support and encouragement.



Web guru Jacqueline Greenwood