United States Mint FY22 CSM Tracking Research

July 30, 2021



NOTE TO READER/PROGRAMMER: BOLD LINES IN BETWEEN QUESTIONS SIGNIFY PAGE/SCREEN BREAKS. INSERTIONS WILL BE IN BRACKETS. DO NOT DISPLAY SECTION HEADERS. PLEASE ADD A WARNING WHEN EXITING THE SURVEY, "ARE YOU SURE YOU WANT TO EXIT THE SURVEY NOW?"

Welcome to the United States Mint's customer satisfaction survey.

This survey is designed to help the United States Mint understand how it can improve the products and services it provides. According to the Paperwork Reduction Act of 1995, no persons are required to respond to a collection of information unless it displays a valid OMB number. The valid OMB control number for this information collection is 1525-0012. *Your participation in this survey is ENTIRELY VOLUNTARY and should require approximately* 15-20 minutes of your time.

It is NAXION's policy to keep interviews anonymous. Consistent with this policy, NAXION will entrust other entities with respondent-identified survey data only when: 1) the participant gives explicit permission to release this data, or 2) the data is shared with an entity who agrees in writing that the data will be held strictly adequately protected and that the data will be used for research purposes only, or 3) the release of this data is required by law.

You will <u>not</u> be contacted for sales purposes as a result of participating in this survey.

For further information on NAXION's privacy policy, you can view our website at www.naxionthinking.com/privacy-policy/naxion-research-participant-privacy-notice.

If you have any questions or problems while completing the survey, please call Josh Aronson weekdays from 9:00 AM to 5:00 PM EDT at 215-496-6861 or send an e-mail to <u>CSMQuestions@naxionthinking.com</u>.

Please re-enter your password in the box below, then click the FORWARD button to begin the survey.



We would first like to familiarize you with our survey.

You will need to MAXIMIZE YOUR SCREEN in order to view the contents of the windows more easily (click the box in the upper right-hand corner of your screen).

The survey will NOT ALLOW YOU TO SKIP A QUESTION. If you do not know an exact answer, then please give your best estimate.

You may click on the STOP button to pause the program to take a break. When you re-enter the survey you must use the same User ID and Password; the survey will return to the screen where you clicked Stop.

Please click the FORWARD button to begin.

Section S: Screening Criteria

Q.1 Have you purchased any coins or other merchandise from the United States Mint during the past 12 months?

Yes	0
No	0

PROGRAMMING: Send to terminate screen if "No"

QD13. What is your age in years?

	Age (in years)					
1	<18	0				
2	18 to 30	0				
3	31 to 45	0				
4	46 to 59	0				
5	60 to 69	0				
6	70+	0				

PROGRAMMING: Send to terminate screen if L_1 (<18) is selected

Section 1: Overall Satisfaction

Q.2 Please rate your overall customer experience with the United States Mint:

	Extremely Dissatisfied				Extrem Satisfi		
	1	2	3	4	5	6	
Overall customer experience	0	0	0	0	0	0	

Q.3 Please rate your satisfaction with the United States Mint's overall product quality:

	Extremely Dissatisfied				Extremely Satisfied		
	1	2	3	4	5	6	
Overall product quality	0	о	0	0	0	0	

Q.4 Why are you not fully satisfied with the United States Mint's overall product quality?

PROGRAMMING: Ask only if rated <5 in Q.3 Do not force entry.

Q.5 Earlier you gave a rating of **[INSERT RATING FROM Q.2 IN BOLD]** on your satisfaction with your overall customer experience with the United States Mint. Why are you not fully satisfied with your overall customer experience?



PROGRAMMING: Ask only if rated <5 in Q.2 Do not force entry.

Q.6 Please rate your experience with the United States Mint in the past 90 days:

	Extren Dissati				Extrei Sati	mely sfied	Have not had any experience with the United States Mint <u>in past 90 days</u>
	1	2	3	4	5	6	
Experience in the past 90 days	0	0	0	0	0	0	0

Q.7 Please rate the following aspects of the **most recent order that you received**: (Do not think about an order that you have placed but have not yet received.)

		Extremely Dissatisfied				
	1	2	3	4	5	6
a) Quality of coins/items	0	0	0	0	0	0
b) Artwork/design of coins/items	0	0	0	0	0	0
c) Value for the money	0	0	0	0	0	0
d) Product availability	0	0	0	0	0	0
e) Product packaging quality	0	0	0	0	0	0
f) Product packaging design (artwork)	0	0	0	0	0	0
g) Timeliness/speed of receiving the order	0	0	0	0	0	0
h) The shipping method used	0	0	0	0	0	0

PROGRAMMING: Please randomize rows.

Q.7.2 Why are you not fully satisfied with your most recent order from the United States Mint?



PROGRAMMING: Ask Q.7.2 if rated <5 in at least 1 row (a-h) in Q.7. Do not force entry.

Q.8 Please rate your satisfaction with the United States Mint's **breadth of product offerings**:

	Extremely Dissatisfied				Extremely Satisfied		
	1 2 3 4				5	6	
a) Breadth of product offerings overall	0	0	0	0	0	0	
b) For the serious coin collector	0	0	0	0	0	0	
c) For the casual / general interest collector	0	0	0	0	0	0	
d) For gifting	0	0	0	0	0	0	

PROGRAMMING: Please randomize all rows, except Row 1 which should always be at the top.

Q.9 Why are you not fully satisfied with the United States Mint's breadth of product offerings?



PROGRAMMING: Ask Q.9 only if rated <5 in at least 1 row (a-d) in Q.8.

Section 3: Satisfaction with (Marketing) Communications

Q.10 Please rate your satisfaction with the following aspects of how the United States Mint **communicates** with you (that is, via mail, email, or call center):

	Extremely Dissatisfied				Extremely Satisfied		
	1	2	3	4	5	6	
a) Communications overall	0	0	0	0	0	0	
b) Consistency with which the United States Mint	0	0	0	0	0	0	
sends you e-mail notices/communications	0	0	0	0	0	0	

Q.11 Please rate your satisfaction with the following United States Mint's **communications**:

	Extremely Dissatisfied				Extrem Satisfie		
	1	2	3	4	5	6	
a) Mail (e.g., catalogs and product specific brochures)	0	0	0	0	0	о	
b) E-mailed product notifications	0	0	0	0	0	0	
c) E-mailed newsletters (Coins Online)	0	0	0	0	0	0	

Q.11.2 Why are you not fully satisfied with the communications you receive from the United States Mint?



PROGRAMMING: Ask Q.11.2 only if rated at least 1 row (a-b) <5 in Q.10 <u>OR</u> rated <5 in at least 1 row (a-c) in Q.11. Do not force entry.

Q.12 What is your preferred method for receiving **communication** from the United States Mint related to **product offerings** (i.e., those not relating to an order)?

Please select one.

United States Mint Communications	Most Preferred Method
U.S. Mail	0
E-mail	0
SMS Text Message	0
Social Media (e.g., Facebook, Twitter)	0
Other (specify)	0
None	0

Q.13 Please rate your overall satisfaction with the **information** contained in the United States Mint's **product release schedule**:

	Extremely Dissatisfied				Extremely Satisfied		
	1	2	3	4	5	6	
Information in product release schedule	0	0	0	0	0	0	

Q.14 Have you ever visited the United States Mint's website?

Yes – Within the past 3 months	0
Yes - Within the past 3-6 months	0
Yes – Within the past 6-12 months	0
Yes – More than 1 year ago	0
No - I have never visited the United States Mint	0
website	0

Q.15 Please rate your satisfaction with the following aspects of the United States Mint's website:

	Extremely Dissatisfied				Extremely Satisfied		
	1 2 3 4			5	6		
a) Website overall	о	0	0	0	0	о	
b) Look and feel	0	0	0	0	0	о	
c) Content	0	0	0	0	0	0	
d) Functionality	0	0	0	0	0	0	
e) Organization	0	0	0	0	0	0	

PROGRAMMING: Ask only if selected "Yes" (Rows 1-4) in Q.14. Please randomize order of rows, except Row 1 which should always be at the top.

Q.16 Why are you not fully satisfied with the United States Mint's website?



PROGRAMMING: Ask Q.16 only if rated <5 in at least 1 row (a-e) in Q.15. Do not force entry.

Section 4: Satisfaction with Customer Service and Fulfillment

Q.17a Please rate your overall satisfaction with United States Mint's customer service:

	Extrem	nely			Extre	nely	
	Dissat	isfied			Satisfied		
	1	2	3	4	5	6	
Customer service overall	0	0	0	0	0	0	

Q.17b Why are you not fully satisfied with the United States Mint's customer service?

•	

PROGRAMMING: Ask Q.17b only if rated <5 in Q.17a Do not force entry.

Q.18 Please rate your satisfaction with the following aspects of the United States Mint's ordering process:

	Extremely Dissatisfied				Extremely Satisfied		
	1	2	3	4	5	6	
a) Ordering process overall	0	0	0	0	0	0	
b) Communications related to your order	0	0	0	0	0	0	
c) Order fulfillment process	0	0	0	0	0	0	

PROGRAMMING: Please randomize all rows, except Row 1 which should always be at the top.

Q.19 Why are you not fully satisfied with the United States Mint's ordering process?

PROGRAMMING: Ask Q.19 only if rated <5 in at least 1 row (a-c) in Q.18. Do not force entry.

Section 5: Future Behaviors

Q.20 How likely are you to recommend United States Mint collectible products to someone else?

		Not At All Likely					Exti	remely Likely		
	1	2	3	4	5	6	7	8	9	10
Likelihood to recommend to someone else	0	0	0	0	0	0	0	0	0	0

Q.21 Please tell us your reasons for giving this rating.

Q.24 How likely are you to purchase products directly from the United States Mint in the <u>next 12 months</u>?

	Not At Likely	: All			Extrem Likely		
	1	2	3	4	5	6	
Likelihood to purchase products directly from the United States Mint in the <u>next 12 months</u>	0	0	0	0	0	о	

Q.25 Are you more likely to purchase products directly from the United States Mint in the next 12 months...?

For yourself	0
As a gift	0
Both for yourself and as a gift	0

PROGRAMMING: Only ask if Q.24 is greater than or equal to 2 (or, do not ask if Q.24 = 1)

Q.26 You rated your likelihood to purchase products directly from the United States Mint in the next 12 months a [**insert rating from Q.24**]. Why did you provide this rating?

PROGRAMMING: Only ask if Q.24 is less than or equal to 3; Do not force entry.

Q.23 Based on what you know today, over the next 12 months would you say you are most likely to...?

Please select one.

	Future Purchasing with the United States Mint <u>(Next 12 Months)</u>	
1	. Increase the amount of merchandise you purchase from the United States Mint	0
2	2. Purchase about the same amount from the United States Mint	0
3	B. Decrease the amount of merchandise you purchase from the United States Mint	0
4	 Stop purchasing from the United States Mint altogether 	0

Section 7: Demographics - United States Mint Specific

QD1. Which of the following items have you bought *directly from the United States Mint* in the past 12 *months*?

Please select all that apply.

[DO NOT SHOW		
THIS		
COLUMN]	Purchased <u>Directly from the United States Mint</u> in the Past	<u>12 Months</u>
	– Please select all that apply -	
	Annual Coin Sets	
	Annual <u>Clad</u> Proof Sets (Full set, Quarters, American Innovation \$1 Coins)	
1	Full sets	
2	Quarters sets	
23	American Innovation \$1 Coin sets	
	Annual <u>Silver</u> Proof Sets (Full set, Quarters, Limited Edition)	
4	Full sets	
5	Quarters sets	
30	Limited Edition sets	
	Annual <u>Uncirculated</u> P & D Sets	
6	Full sets	
	Annual Reverse Proof American Innovation Coins	
25	\$1 Coins	
	American Eagle Silver Coins	
33	American Eagle Silver <u>Proof</u> Coins	
34	American Eagle Silver <u>Uncirculated</u> Coins	
35	American Eagle Silver <u>Reverse Proof</u> Coins	
	American Eagle Gold Coins	
36	American Eagle Gold <u>Proof</u> Coins	
37	American Eagle Gold <u>Uncirculated</u> Coins	
	American Eagle Platinum Coins	
14	American Eagle Platinum <u>Proof</u> Coins	
	American Eagle Palladium Coins	
38	American Eagle Palladium <u>Proof</u> Coins	
39	American Eagle Palladium <u>Uncirculated</u> Coins	
40	American Eagle Palladium <u>Reverse Proof</u> Coins	
	American Buffalo Coins	
9	American Buffalo 24K Gold Coins	
	Commemorative Coins	
11	Gold, Silver or Clad Commemorative Coins	
12	Special Commemorative Coin Sets	
	Morgan and Peace Silver Dollars	•
41	Morgan Silver Dollars	
42	Peace Silver Dollars	
	Medals	

	Bronze Medals	
15	Bronze Medals Size 3"	
16	Bronze Medals Size 1 1/2"	
17	Bronze Medals Size 1 5/16"	
	<u>Silver</u> Medals Size 1 1/2"	
21	Presidential Silver Medals	
22	Other Silver Medals/Sets	
	Bagged, Rolled, and Boxed Coins	
26	Native American \$1 Coins	
27	American Innovation \$1 Coins	
28	Other Bagged, Rolled, and Boxed Coins	
	Other Coins and Merchandise	
18	America the Beautiful Uncirculated Five Ounce Silver Coins	
32	American Liberty High Relief Products	
20	Gift Sets (i.e., Birth Set, Congratulations Set, Happy Birthday Set)	
29	Native American Coin and Currency Sets	
43	Coin and Chronicles Sets	
13	Other United States Mint Products	

QD2. How satisfied were you with the overall product quality of each of the following?

	Extremely Dissatisfied				Extrem Satisfie	
	1	2	3	4	5	6
INSERT ITEM #1 FROM QD1						
Quality of the coins/items	0	0	0	0	0	0
INSERT ITEM #2 FROM QD1						
Quality of the coins/items	0	0	0	0	0	0
ETC. [SHOW FOR EACH ITEM SELECTED IN QD1]						
Quality of the coins/items	0	0	0	0	0	0

QD3. Which of the following items have you **bought** as a gift from the United States Mint in the past **12** months?

Please select all that apply.

[DO NOT SHOW THIS	Durchased as a Cift in the Dest 12 Months	
COLUMN]	Purchased as a <u>Gift in the Past 12 Months</u> – Please select all that apply -	
	Annual Coin Sets	
	Annual <u>Clad</u> Proof Sets (Full set, Quarters, American Innovation \$1 Coins)	
1	Full sets	
2	Quarters sets	
23	American Innovation \$1 Coin sets	
	Annual <u>Silver</u> Proof Sets (Full set, Quarters, Limited Edition)	
4	Full sets	
5	Quarters sets	
30	Limited Edition sets	
	Annual <u>Uncirculated</u> P & D Sets	
6	Full sets	
	Annual Reverse Proof American Innovation Coins	
25	\$1 Coins	
	American Eagle Silver Coins	
33	American Eagle Silver <u>Proof</u> Coins	
34	American Eagle Silver <u>Uncirculated</u> Coins	
35	American Eagle Silver <u>Reverse Proof</u> Coins	
	American Eagle Gold Coins	
36	American Eagle Gold <u>Proof</u> Coins	
37	American Eagle Gold <u>Uncirculated</u> Coins	
	American Eagle Platinum Coins	
14	American Eagle Platinum <u>Proof</u> Coins	
	American Eagle Palladium Coins	
38	American Eagle Palladium <u>Proof</u> Coins	
	American Eagle Palladium <u>Uncirculated</u> Coins	
40	American Eagle Palladium <u>Reverse Proof</u> Coins	
	American Buffalo Coins	
9	American Buffalo 24K Gold Coins	
	Commemorative Coins	_
11	Gold, Silver or Clad Commemorative Coins	
12	Special Commemorative Coin Sets	
	Morgan and Peace Silver Dollars	
41	Morgan Silver Dollars	
42	Peace Silver Dollars	

	Medals	
	Bronze Medals	
15	Bronze Medals Size 3"	
16	Bronze Medals Size 1 1/2"	
17	Bronze Medals Size 1 5/16"	
	<u>Silver</u> Medals Size 1 1/2"	
21	Presidential Silver Medals	
22	Other Silver Medals/Sets	
	Bagged, Rolled, and Boxed Coins	
26	Native American \$1 Coins	
27	American Innovation \$1 Coins	
28	Other Bagged, Rolled, and Boxed Coins	
	Other Coins and Merchandise	
18	America the Beautiful Uncirculated Five Ounce Silver Coins	
32	American Liberty High Relief Products	
20	Gift Sets (i.e., Birth Set, Congratulations Set, Happy Birthday Set)	
29	Native American Coin and Currency Sets	
43	Coin and Chronicles Sets	
13	Other United States Mint Products	

PROGRAMMING:

- Only show rows selected in QD1.
- "None of the above row" cannot be selected with any other row.
- QD17. Who was the recipient of the gift?

	INSERT ITEM #1 FROM QD3	INSERT ITEM #2 FROM QD3	INSERT ITEM #3 FROM QD3
Immediate family member (child – 17 and under)	0	0	0
Immediate family member (spouse)	0	0	0
Immediate family member (other: please specify)	0	0	0
Extended family member (child – 17 and under)	0	0	0
Extended family member (adult – 18 and over)	0	0	0
Friend / acquaintance (child – 17 and under)	0	0	0
Friend / acquaintance (adult – 18 and over)	0	0	0
Other (Please Specify):	0	0	0

PROGRAMMING: Do not randomize. Only ask QD17 for items selected in QD3. If more than 3 products selected in QD3, cap the number of products asked about in QD17 at 3, pick any 3 randomly.

QD4. How did you place your most recent order? *Please select one.*

Ordering Options	
Web	0
Phone	0
Other (specify)	0

QD5. In the past 12 months have you contacted the United States Mint call center for any reason?

Yes	0
No	0

QD6. In the past 12 months have you received from the United States Mint any of the following?

Please select all that apply.

Catalog via U.S. Mail	
Product specific brochure via U.S. Mail	
E-mail product notification	
E-mail newsletter	
I have never received any of the above	0

Section 8: Demographics - General

QD7. What is the highest level of education you have attained?

Grade school (8 th grade or less)	0
Some high school	0
High school graduate	0
Some college, no degree	0
Vocational training/2-year college	0
4-year college/bachelor's degree	0
Post-graduate training/degree	0

QD8. Which of the following best describes your current employment status?

Full-time	0
Part-time	0
Retired	0
Not employed or student	0

QD9. Are you Hispanic or Latino?

Yes	0
No	0

QD10. What is your race?

Please select one or more.

American Indian or Alaska Native	
Asian	
Black or African American	
Native Hawaiian or other Pacific Islander	
White	
Some other race (specify)	
Prefer Not to Answer	0

PROGRAMMING: Do not allow "Prefer Not to Answer" to be selected with any other row

QD11. What is your gender?

Male	0
Female	0

QD12. Which of the following categories best describes your total household income before taxes in 2020? Your best estimate is fine.

Less than \$10,000	0
Between \$10,000 to \$19,999	0
\$20,000 to \$29,999	0
\$30,000 to \$39,999	0
\$40,000 to \$49,999	0
\$50,000 to \$74,999	0
\$75,000 to \$99,999	0
\$100,000 or more	0

QD14. Which devices do you own?

Please select all that apply.

Laptop computer	
Desktop computer	
Smart phone	
Cellular phone	
Tablet	
E-reader	
None of the above	0

PROGRAMMING: Do not allow "None of the above" to be selected with any other row

QD15. In the past year, have you sold any U.S. coins for income purposes other than to round out a personal collection?

Yes	0
No	0

QD16. To confirm, are you a coin dealer?

Yes 0	
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No	0
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Only ask QD16 if answered "Yes" in QD15

Thank you for participating in this survey. Please press the STOP button to finish the survey. PROGRAMMING: Add any necessary language for exiting the survey.