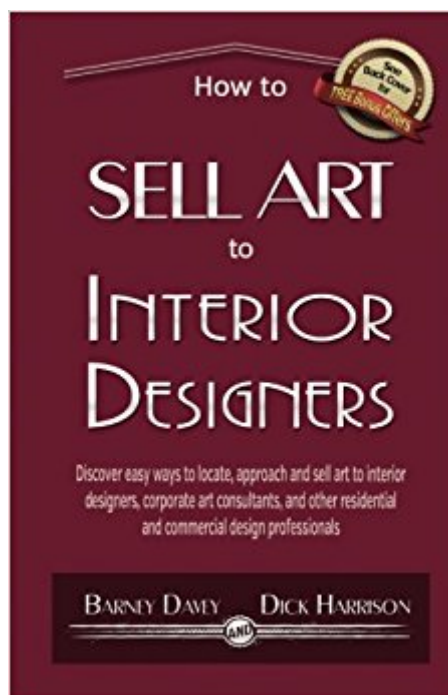


The book was found

How To Sell Art To Interior Designers: Learn New Ways To Get Your Work Into The Interior Design Market And Sell More Art



Synopsis

Discover new, easy ways to sell art to interior designers. For visual artists, learning how to get their work sold in the design market can either become the focus of how to make a great living as an artist, or they can use the design market as a way to create a secondary source of income. The authors, Dick Harrison and Barney Davey, have extensive backgrounds in selling art, working with designers, gallery experience and advising fine artists on how to make more money and be more profitable. For more than 20 years, Dick made a very comfortable living selling as an artist's rep selling art throughout his home state of Florida. Barney worked for Decor, a magazine for art and picture framing retailers, for nearly 20 years. During that time he was fortunate to work with many of the top selling artists and art print publishers worldwide. Both Dick and Barney are published authors, and art marketing bloggers who have helped thousands of artists learn how to operate their businesses efficiently and get their art sold effectively. This book is a culmination of nearly 50 years of art sales and marketing experience. It is jam-packed with useful information, ideas and advice that any artist can use to become more successful, particularly by selling their work to interior design professionals.

Book Information

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Customer Reviews

After retiring from the road, Dick Harrison began helping other artists by creating his Sales Tips for Artists program. It has been formatted as a podcast, on CDs and soon to be in print format. Dick's personal experiences and growing success for 20+ years as an artist's rep provides keen insights on the best way artists can find, approach and get art sold to interior designers. Barney brings his experiences working in a gallery that catered to interior designers. It was located in a design center.

He shows artists how to prospect design centers and adds in-depth information on how to create lasting relationships with corporate art buyers. Artists will find a chapter on how to sell art that offers tips and techniques that make the price of the book worthwhile for any artist.

Great book for artists interested in working with professional interior designers and architects. Dick Harrison shares his experiences selling art to professional customers in the interior design industry along with Barney Davey. I totally enjoyed this book's insights on working with these professionals - and how to become a professional artist the design industry can rely on. I believe this book is a valuable how-to discussion of the professional standards and practices required in the business of art. It's full of practical advice on every facet of being your own sales rep for your own art. I enjoyed its practical perspective on selling art and Barney Davey's valuable insights on sales professionalism, managing your time and resources and developing your presentation and selling skills. This is a book I recommend to fellow artists. Dick Harrison is one of my favourite writers on art and comedy - and I have been a fan of Barney Davey's art blog for years.

Well written and researched. I'm inspired now!

Great resource!

Good ideas to get the ball rolling.

Love it! Very helpful info.

Unique book

Another winner by Barney Davey!

It's a rare thing to have someone (metaphorical or otherwise) part the seas of confusion to reveal not just one "but SEVERAL viable paths through a befuddling conundrum or abyss. These authors have done just that " for artists looking to build thriving careers catering to a viable, voraciously hungry market whose appetite is a constant. So thorough was my yellow-highlighter pass through this book that it was left in a most jaundiced state! To plant a solid footprint on a path towards joyfully advancing your career by tapping the taste-buds of a perpetually

famished market | buy this book!

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