

The Artist Gallery Partnership A Practical Guide To Consigning Art

Gallery director, artist, and lecturer Jackie Battenfield offers expert advice on how to develop a sustained and rewarding career as a visual artist.

Allworth Press, an imprint of Skyhorse Publishing, publishes a broad range of books on the visual and performing arts, with emphasis on the business of art. Our titles cover subjects such as graphic design, theater, branding, fine art, photography, interior design, writing, acting, film, how to start careers, business and legal forms, business practices, and more. While we don't aspire to publish a New York Times bestseller or a national bestseller, we are deeply committed to quality books that help creative professionals succeed and thrive. We often publish in areas overlooked by other publishers and welcome the author whose expertise can help our audience of readers.

With artists, craftspeople, art dealers and gallery and shop owners in mind, his book discusses consignment contracts, aiming to clarify all the aspects of this art world relationship.

How did the United States become not only the leading contemporary art scene in the world, but also the leading market for art? The answer has to do not only with the talents of American artists or even the size of the American economy, but also--and especially--the skills and entrepreneurship of American art dealers. Their story has not been told...until now. Landscape with Figures is the first history of art dealing in the United States, following the profession from eighteenth-century portrait and picture salesmen in the colonies to the high-profile, jet-set gallery owners of today. Providing anecdotal and carefully researched biographies of the prominent dealers from more than two centuries of trade, author Malcolm Goldstein shows how magnanimous personalities and social networking helped to shape the way Americans have bought and valued art. These dealers range from Michael Paff, whose enthusiasm often overshadowed his expertise but nonetheless helped him sell faux Old Master paintings to major collectors in the early nineteenth century; to the imperious Joseph Duveen, dealer to magnates like Henry Clay Frick; to visionary Leo Castelli, who helped to usher in a revolution in modern art during the 1960s by showing such avant-garde artists as Jasper Johns, Robert Rauschenberg, and Andy Warhol. Goldstein also shows that the American art trade, while male-dominated, has been galvanized by female dealers, including the inimitable Edith Gregor Halpert, Peggy Guggenheim, and Mary Boone. Their fascinating stories unfold in the context of world art history, the rise of major art institutions like the Museum of Modern Art and the Whitney Museum, and the growing zeal of art collectors who would eventually pay millions for individual works of art. Unprecedented and critical to understanding today's art world, Landscape with Figures is a must for artists, art history students, and art lovers.

A Practical Guide to Consignment

Selling Art without Galleries

The Business of Being an Artist

The Working Arts

A Guide to Methods and Sources, 2d ed.

The Artist-gallery Partnership

All of the forms today's interior designers need to succeed—revised, updated, and ready to use.

Art today is defined by its relationship to money as never before. Prices of living artists' works have been driven to unprecedented heights, conventional boundaries within the art world have collapsed, and artists now think ever more strategically about how to advance their careers. Artists no longer simply make art, but package, sell, and brand it. Noah Horowitz exposes the inner workings of the contemporary art market, explaining how this unique economy came to be, how it works, and where it's headed. He takes a unique look at the globalization of the art world and the changing face of the business, offering the clearest analysis yet of how investors speculate in the market and how emerging art forms such as video and installation have been drawn into the commercial sphere. By carefully examining these developments against the backdrop of the deflation of the contemporary art bubble in 2008, "Art of the Deal" is a must-read book that demystifies collecting and investing in today's art market.

"How to use your artistic skills to make money"--Provided by publisher.

An updated edition of the legal art classic. Legal Guide for the Visual Artist is a classic guide for artists. This sixth edition is completely revised and updated to provide an in-depth view of the legal issues facing the visual artist today and provides practical legal guidance for any visual artist involved with creative work. It has been over twelve years since the fifth edition was published, and so much has changed in the world since that time, especially in the law and artists' legal rights and obligations. This edition has been updated for both a new generation of visual artists and for those who have purchased earlier editions. Among the many new topics covered in this comprehensive guide are: copyright fair use transformative rights; recognition of the rights of temporal street art in the Five Pointz VARA case; the demise of California's Resale Royalty statute; NFTs; detailed coverage of the myriad developments in copyright (including online copyright registration procedures and use of art on the Internet); changes in laws protecting artists in artist-gallery relationships are explained in depth; scope of First Amendment protections for graffiti art and the sale of art in public spaces; detailed as well as new cases dealing with art and privacy; and a model contract for Web site design and much more. The book also covers copyrights, moral rights, contracts, licensing, sales, special risks and protections for art and artists, book publishing, video and multimedia works, leases, taxation, estate planning, museums, collecting, grants, and how to find the best professional advisers and attorneys. In addition, the book suggests basic strategies for negotiation, gives information to help with further action, contains many sample legal forms and contracts, and shows how to locate artists' groups and Volunteer Lawyers for the Arts organizations. Legal Guide for the Visual Artist is a must-have for any visual artist hoping to share, sell, display, or publish their art.

Sadie Barnette: Legacy and Legend

Art Market Research

International

Selling Yourself Without Selling Your Soul

Contemporary Art in a Global Financial Market

Landscape with Figures

The Artist-Gallery Partnership A Practical Guide to Consigning Art Simon and Schuster

“Michels explodes the romantic notion of the starving artist.” —The New York Times “Michels is a tough but compassionate advocate, savvy in the ways of the world and the demands on artists in this materialistic society.” —The Miami Herald Written for fine artists ready to launch their careers as well as experienced artists who wish to relaunch their careers, **How to Survive and Prosper as an Artist, Seventh Edition**, an acclaimed guide, empowers artists to take control of their careers to create a fulfilling life and earn a decent income. In this newly revised edition, Carroll Michels continues to demystify the inner workings of the art world and challenge the status quo. New chapters discuss such topics as: New business models for artists: Going to the extreme The use of social media and website development as marketing and publicity tools and what does and doesn't work The confusion between the “art-buying public” and the “general public” and their differences New suggestions for establishing and calculating prices for artwork Neighborhood gentrification and the growing challenges of securing a reasonably priced live/work space How dealers find artists, how to negotiate with dealers, and how to understand a dealer's agenda Using her own experiences as an artist as well as the experiences of her clients, Michels crafts a must-read guidebook for anyone interested in embarking upon a successful career as an artist.

More than 1000 detailed profiles of NYC galleries, museums, alternative exhibition spaces, non-profit organizations, corporate art consultants and artists' studios.

Covers public relations, exhibitions, art dealers, rejection, grants, other sources of income, insurance, resumes, and motivation

Sixth Edition

Selling Contemporary Art

The Artist's Guide to the Art Market

2014 Artist's & Graphic Designer's Market

The Artist's Guide to Public Art

The Artist's Guide

Combining 24 years of research and insight from her columns in Communication Arts magazine, artist, educator, and writer Wendy Richmond challenges artists to investigate their work through multiple lenses in her newest book, Art Without Compromise. Her*

*commentaries, exercises, and wide-ranging references to contemporary thinkers will inspire artists to change the way they think about their creative landscape, from personal goals to cultural influences to technological realities. Her insights about major cultural figures, from Roland Barthes to Susan Sontag to Walker Evans, introduce their philosophies into the context of contemporary art making. Like a Malcolm Gladwell for artists, Richmond helps artists to look closely at what they see every day--in their own art making and in the world around them. In the process, she helps artists to develop an uncompromising commitment to finding and protecting their own unique process for making their strongest and most relevant art. This thought-provoking and inspirational book covers such topics as: developing a solid creative process through "Visual Reflection Notebooks" and "Bring Play to Work"; understanding the artist's unique identity in relation to the larger culture; building systems of support and collaboration; explaining how an artist's needs and passions can lead to innovation and authenticity; using language to inspire visual creativity; responding to the Internet and changing concepts of what is public and private; and accepting digression as a creative necessity. Through the exercises and techniques outlined in *Art Without Compromise**, the reader will develop new confidence to pursue individual goals and inspiration to explore new paths, along with motivation to overcome creative blocks. With a revised understanding of the relevance in their own work within the sphere of contemporary culture, the artist will come away with a clearer perspective on his or her past and future work and a critical eye for personal authenticity. Allworth Press, an imprint of Skyhorse Publishing, publishes a broad range of books on the visual and performing arts, with emphasis on the business of art. Our titles cover subjects such as graphic design, theater, branding, fine art, photography, interior design, writing, acting, film, how to start careers, business and legal forms, business practices, and more. While we don't aspire to publish a New York Times bestseller or a national bestseller, we are deeply committed to quality books that help creative professionals succeed and thrive. We often publish in areas overlooked by other publishers and welcome the author whose expertise can help our audience of readers.*

This book "covers all that the artist, sculptor, photographer, designer, illustrator or arts administrator needs to know about the law." - back cover.

*Artists, dealers, and gallery owners will welcome this clear explanation of the consignment contracts that lie at the heart of the relationship between artists and galleries. Updates include the latest developments in state laws and all of the current statutes in the 32 states that have laws regarding consignment sales. A thorough discussion of the Standard Consignment Agreement, covering agency, consignment, warranties, transportation, insurance, pricing, gallery commissions, promotion, return of art, and more, plus a ready-to-use contract, is included. Want a clear understanding of art-consignment law? Get *The Artist-Gallery Partnership*.*

*You've got the artistic talent; now learn how to make a career out of it! Fine artists are taught many things about the craft of art in various art schools and university art programs, but rarely do they learn much if anything about how to make a career of their talents. *The Business of Being an Artist*, now in its sixth edition, contains information on how artists may develop a presence in the*

art world that leads to sales. The book contains information on how artists can learn to sell their work directly to the public with an understanding of the principles of marketing and sales as they're applicable to works of art. Artists will also learn how to find a suitable gallery that will arrange sales and commissions and how to set up a contractual relationship with the dealer that is both equitable and profitable. Among the topics covered in The Business of Being an Artist are: the range of exhibition opportunities for emerging and mid-career artists; how to set prices for artwork; when or if artists should pay to advance their careers; how artists may communicate with the public; applying for loans, grants, and fellowships; areas of the law that concern artists; using art materials safely; online sales and marketing, and much more. In addition to all of this priceless information, The Business of Being an Artist includes a unique discussion of some of the emotional issues that face artists throughout their careers, such as working alone, confronting stereotypes, handling criticisms and rejection, the glare of publicity, and the absence of attention. Without a doubt, The Business of Being an Artist is a must-have book for every artist ready to turn their talent into a successful business.

Business and Legal Forms for Interior Designers, Second Edition

The Visual Artist and the Law

How to Start and Run a Commercial Art Gallery (Second Edition)

New York Contemporary Art Galleries

The Journal of Arts Management and Law

The Artist's Guide to Getting Into Galleries and Selling More Art

The following information is updated in the latest release: DT Copyright DT Trademark DT Moral and Economic Rights and the Right of Publicity The Deskbook of Art Law is the most complete resource available for legal matters relating specifically to transacting business in the art world. It offers commentary on the purchase, protection and preservation of fine and applied art. Includes step-by-step instructions on legal and financial issues, such as: DT Allegations of forgery DT Stolen art DT Questions of title DT Misattribution DT Misrepresentations DT Liens DT Joint ownership DT Tax shelters and deductions DT Reproduction rights DT Copyrights and trademarks DT Authentication DT Artists' rights to express DT Insurance contracts and claims DT Customs procedure The presentation is organized to educate museum directors and curators collection managers, artists, collectors, and their counsel in the effort to prevent misunderstandings and to promote the preservation of works of art and the expansion of public interest in art through successful sale, display, and philanthropy or governmental funding. This two-volume work addresses the various definitions of art, including both fine art and applied art, and recognizes the effect that the established definitions have on laws, regulations, and endorsements. This insightful work can help you guard against seizure, loss, prosecution, and embarrassment by ensuring the strength of contracts, the validity of claims, and the ownership of rights.

This much-needed guide provides the skills and tools to manage projects from start to finish. Business and Legal Forms for Fine Artists consists of twenty-two crucial business and legal forms and includes a CD-ROM* with the forms in word processing formats for both the PC and Mac platforms: Contract for the Sale of an Artwork, Contract for the Sale of an Artwork with Moral Rights and Resale Royalty Rights, Invoice for the Sale of an Artwork, Contract to Commission an Artwork, Contract to Create a Limited Edition, Contract for Receipt and Holding of

Artwork, Artist-Gallery Contract with Record of Consignment and Statement of Account, Contract to Create a Video for Transmission, DVD Sales, or DVD Rentals, Contract for the Rental of an Artwork, Contract for an Exhibition Loan, Artist's Lecture Contract, Licensing Contract to Merchandise Images, Release Form for Models, Property Release, Copyright Registration of an Artwork, Permission Form, License of Electronic Rights, Contract with an Independent Contractor, Commercial Lease, Sublease, Lease Assignment. Book jacket.

Public art commissions--how to find them, how to get them. * First-hand advice from experienced public artists * Written by an artist for artists * Includes expert information on public art law Learn how to find, apply for, compete for, and win a public art commission. First-hand interviews with experienced public artists and arts administrators provide in-the-trenches advice and insight, and a chapter on public art law, written by Barbara Hoffman, the country's leading public art law attorney, answers questions about this complex area. Packed with details on working with contracts, conflict, controversy, communities, committees, and more, The Artist's Guide to Public Art shows artists the way to cut through the red tape and win commissions that are rewarding both financially and artistically.

This book is for art market researchers at all levels. A brief overview of the global art market and its major stakeholders precedes an analysis of the various sales venues (auction, commercial gallery, etc.). Library research skills are reviewed, and advanced methods are explored in a chapter devoted to basic market research. Because the monetary value of artwork cannot be established without reference to the aesthetic qualities and art historical significance of our subject works, two substantial chapters detail the processes involved in researching and documenting the fine and decorative arts, respectively, and provide annotated bibliographies. Methods for assigning values for art objects are explored, and sources of price data, both in print and online, are identified and described in detail. In recent years, art historical scholarship increasingly has addressed issues related to the history of art and its markets: a chapter on resources for the historian of the art market offers a wide range of sources. Finally, provenance and art law are discussed, with particular reference to their relevance to dealers, collectors, artists and other art market stakeholders.

Lawyers for the Arts Newsletter

The Deskbook of Art Law

A Guide for Artists, Collectors, Galleries, and Art Institutions

Art Without Compromise

Legal Guide for the Visual Artist

The fourth edition of this eminently useful book includes new forms for hiring and firing employees, agreements to arbitrate, promissory notes, and general releases. Also included are a contract for the sale of an artwork, contract for a commission, delivery-of-art confirmation form, artist-gallery contract, contract for an exhibition loan, model release, commercial lease, sublease, and lease assignment, and much more. Each form includes step-by-step instructions, advice, and unique negotiation checklists for making the best deal possible. A convenient CD-ROM lets buyers customize and print their forms from any PC or Mac. Every fine artist needs a copy of this remarkable guide! Allworth Press, an imprint of Skyhorse Publishing, publishes a broad range of books on the visual and performing arts, with emphasis on the business of art. Our titles cover subjects such as graphic design, theater, branding, fine

art, photography, interior design, writing, acting, film, how to start careers, business and legal forms, business practices, and more. While we don't aspire to publish a New York Times bestseller or a national bestseller, we are deeply committed to quality books that help creative professionals succeed and thrive. We often publish in areas overlooked by other publishers and welcome the author whose expertise can help our audience of readers.

*“A comprehensive guide.” —Artspace. “Whether you are new to the business or a seasoned gallerist, it is always wise to remember the essentials.” —Leigh Conner, director, Conner Contemporary Art Aspiring and new art gallery owners can find everything they need to plan and operate a successful art gallery with *How to Start and Run a Commercial Art Gallery*. This new edition has been updated to mark the changes in market and technology over the past decade. Edward Winkleman and Patton Hindle draw on their years of experience to explain step by step how to start your new venture. From finding the ideal locale and renovating the space to writing business plans and securing start-up capital, this helpful guide has it all. Chapters detail how to: Manage cash flow Grow your new business Hire and manage staff Attract and retain artists and clients Represent your artists Promote your gallery and artists online Select the right art fair And more *How to Start and Run a Commercial Art Gallery, Second Edition*, also includes sample forms, helpful tips from veteran collectors and dealers, a large section on art fairs, and a directory of art dealer associations.*

Sadie Barnette's celebratory installations explore collective and familial histories in glittering, speculative spaces Oakland-based multimedia artist Sadie Barnette (born 1984) has made groundbreaking explorations of her own family's history and archives. She situates her father Rodney Barnette's activism, including his founding of the Black Panther chapter in Compton, CA, and his surveillance by the FBI, in the social history of California and global histories of resistance against racial injustice. Through government documents, photography, writing, installation and her signature use of hot pink, Barnette transforms the bond between father and daughter into an art that speaks to the power of community action. This volume features several new works created for the exhibition, as well as a reproduction of the zine Barnette created as a tribute to her father's New Eagle Creek Saloon, the first Black-owned gay bar in San Francisco.

*A sophisticated examination of today's contemporary art market from an art dealer's point of view, this new book focuses on recent changes in the quickly evolving market. With an emphasis on how the market responded to the global recession that began in 2008, gallery owner Edward Winkleman moves from an examination of the factors beyond the individual dealer's command to those that the dealer can control. Sections cover: The rise of the art fair The rise of the mega gallery New online competition Models of post-brick-and-mortar art dealing Art dealers as art fair organizers Collaboration in a new era Coverage is also given to the specifics of contracts contemporary art dealers may need, including an examination of a variety of contracts for representation, consignment, and new forms of contemporary art. Exhibiting a wide range of interviews with international experts including dealers, collectors, art fair directors, journalists, and online art entrepreneurs, *Selling Contemporary Art* is a must-read for gallery owners, dealers, and artists affected by the rapid innovations in the art-dealing industry.*

How to Navigate the Evolving Market

The Profitable Artist

Art Now Gallery Guide

Success Now! for Artists

22 Years of Installation Art

Artist's Market 2018

A successful art career at your fingertips! Do you want to establish or expand a career for yourself in fine art, illustration,

or design? Artist's Market 2018 is the must-have reference guide you need. Thousands of successful artists have relied on us to help develop their careers and navigate the changing business landscape. Artist's Market 2018 includes the most up-to-date, individually verified market contacts possible. Grow your art business with these resources:

- Up-to-date contact information for more than 1,800 art market resources, including galleries, magazines, book publishers, greeting card companies, ad agencies, syndicates, art fairs, and more
- Articles on the business of freelancing--from basic copyright information to tips on promoting your work
- Information on grants, residencies, organizations, publications, and websites that offer support and direction for visual artists of all types
- NEW! Articles on social media marketing, monitoring your copyright, how to get your work into a gallery, what art students need to know to prepare for a successful career, and a look at whether art loan programs might be right for you. In addition, read great interviews with successful artists Aaron Becker, Brianna Scharstein, and Katherine Chang Liu.

Build a Successful Art Career! 2014 Artist's & Graphic Designer's Market is the must-have reference guide for any artist who wants to establish or expand a career in fine art, illustration or graphic design. Thousands of successful artists have relied on us to help develop their careers and navigate the changing business landscape. The 2014 Artist's & Graphic Designer's Market introduces a whole host of new features and guarantees the most up-to-date, individually verified market contacts possible. Expand your art business with these resources:

- A FREE 1-year subscription to ArtistsMarketOnline.com, where you can find industry contacts, track your submissions, get the latest art and design news and much more. (PLEASE NOTE: Free subscriptions are NOT included with the e-book edition of this title)

- Complete, up-to-date contact information for more than 1,700 art market resources, including galleries, magazines, book publishers, greeting card companies, ad agencies, syndicates, art fairs and more.
- Articles on the business of freelancing--from basic copyright information to tips on promoting your work.
- Information on grants, residencies, organizations, publications and websites that offer support and direction for visual artists of all types.
- NEW! Informative articles on social media and e-mail marketing, getting the most from LinkedIn, and building better websites.
- NEW! Special features on insurance for artists, pricing artwork, printing giclees, sustainability practices, packaging design, and studio sales.
- NEW! Inspiring and informative interviews with successful professionals including publisher and legal expert Tad Crawford and artist Nancy Reyner. Check out ArtistsMarketOnline.com and ArtistsNetwork.com for more helpful resources. PLEASE NOTE: Free subscriptions are NOT included with the e-book edition of this title

Updated to inspire a new generation of visual artists in their quest for creative growth, this book shows artists how they can experience a new awakening of creativity and add fresh meaning to their work by using simple techniques found in this inspirational guide. A working artist who has coped successfully with the daily challenge of facing a blank canvas shares her methods for overcoming creative blocks. Allworth Press, an imprint of Skyhorse Publishing, publishes a broad range of books on the visual and performing arts, with emphasis on the business of art. Our titles cover subjects

such as graphic design, theater, branding, fine art, photography, interior design, writing, acting, film, how to start careers, business and legal forms, business practices, and more. While we don't aspire to publish a New York Times bestseller or a national bestseller, we are deeply committed to quality books that help creative professionals succeed and thrive. We often publish in areas overlooked by other publishers and welcome the author whose expertise can help our audience of readers.

Covers public relations, exhibitions, art dealers, rejection, grants, other sources of income, insurance, resumes, and motivation.

One Thing Well

A Handbook for All Artists in the Performing, Literary, and Visual Arts

"Starving" to Successful

How and Where to Sell Your Art

The National Gallery Review

Selling Yourself without Selling Your Soul (Seventh Edition)

"Not simply a how-to book, *Selling Art without Galleries* is a hands-on guidebook to daily life in the complex and sometimes murky world of the art market." —Sculpture Magazine The days in which artists must get their work into galleries in order to gain success and recognition are long over. With that in mind, Daniel Grant gives readers advice on the multitude of options artists now have for marketing their work as well as how to sell work in a host of nontraditional venues, such as online, through open studio events, and in hospitals, restaurants, and art fairs. In this updated and revised edition, Grant provides new chapters on such topics as: Publicity and social media Public art loan programs Meeting prospective buyers at museums "Handmade" and "Made in America" Artists' estates and private foundations The benefits of donating artwork In addition, Grant includes tips on disaster preparedness, workspaces, housing and residencies, emergency funds, and legal assistance. For any artist looking to explore success outside of a gallery, *Selling Art without Galleries* is a comprehensive and invaluable guide.

On the history of a pioneering installation-art space Long before it became commonplace, Rice Gallery was one of a handful of spaces in the US devoted to commissioning site-specific installation art. This book documents works by artists including El Anatsui, Shigeru Ban, Tara Donovan, Nicole Eisenman, Yayoi Kusama, Sol LeWitt and Judy Pfaff.

Provides insight into the art business from the perspective of a gallery owner.

The Cultural Post

How to Survive and Prosper as an Artist

A History of Art Dealing in the United States

Read Book The Artist Gallery Partnership A Practical Guide To Consigning Art

Successful Fine Art Marketing

Business and Legal Forms for Fine Artists

Caring for Your Art