



Art Dealer's Field Guide: How to Profit in Art, Buying and Selling Valuable Paintings

By Ron Davis

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Among the most exquisite achievements of mankind, art, especially old paintings, can enrich your life, beautify the home or office, and gain impressive value while just hanging on the wall. This book examines art, especially valuable paintings. Not a coffee-table art book, but a book with information that will be priceless for those who apply the principles to be learned here. It will take years off your journey in becoming a successful art collector, investor, or dealer. Shortening the learning curve and turning your art apprenticeship into a profitable enterprise, this book will save you time and money. It will help you avoid costly mistakes while revealing how to create opportunities in art where none existed previously for you. Written for the new collector and investor, this book will be an invaluable reference guide for even the experienced dealer. You will find contact telephone numbers, Web sites, and trade information. Learn here the mind-set and game plan of the art collector, investor, and dealer because each has a different motivation, buying and selling strategy, and outcome objective. We will focus on the art dealer of old paintings. He is the professional who earns his living buying and selling art. We will examine his techniques, strategies, and business practices. Because the dealer buys, sells, and negotiates art transactions every day, he has more art know-how—more insider techniques up his sleeve, as it were—than either the collector or the investor. The collector and the investor need to learn what the dealer knows, acquiring the skills of the art dealer. This book aims to equip you with the parallel skills and abilities as those of the art dealer, so that you can buy and sell art for a profit.

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Editorial Review

Review

A must read for art investors, art museum directors, aspiring and developing collectors. -- *Ted Weeks M.A. (I.F.A) Art Historian, Former Curator Birmingham Museum of Art (AL)*

Take this book wherever you go. Refer to it before buying or selling a valuable painting. An excellent reference guide! -- *Dr. Arnie Landsman, Conservator and Art Appraiser, ASA*

We're always looking but reluctant to buy art, until now. Your book is an outstanding guide for understanding art. -- *Jeff Stephenson, Book Distributor, FedEx Kinko's Stores*

From the Publisher

Art is not only about aesthetics; it is also about economics, and this book is about how to make money investing in art. This book is your complete reference for finding, researching, appraising, buying, and selling valuable paintings. It is packed with Web sites, telephone numbers, and industry contacts. Whether you are a serious art collector, investor, or dealer, or a weekend hobbyist who goes to every garage sale in town, you will refer to this book again and again.

This book is educational. It's entertaining. It's a valuable investment guide. It has shown thousands of people how to make money investing in art. Wealthy people have always known this. Now the secrets are revealed for you.

From the Author

The purpose of this book is to open your eyes, mind, and spirit to the world of art. While increasing your knowledge of art, ultimately the goal of this book is to prepare you to buy and sell art for a profit. Here, you will discover how easy it is to:

- Find valuable paintings and know which ones to buy and which ones to walk away from
- Develop a stable of pickers and dealers who will bring you valuable art to buy
- Develop an art investment strategy, and know when to buy and when to sell
- Form an art investment club, travel, research, and study painting with friends
- Raise money, bring in partners, and structure are deals
- Use dealer's tricks and techniques to bargain and negotiate like a pro
- Develop lists of collectors, investors, and dealers who will want to buy your paintings
- Use internet databases, price guides, and reference tools to research and appraise paintings
- Learn insider techniques for working with galleries, auction rooms, and dealers
- Travel the world buying American art abroad.

Users Review

From reader reviews:

Jon Gonzalez:

What do you in relation to book? It is not important together with you? Or just adding material when you really need something to explain what your own problem? How about your spare time? Or are you busy individual? If you don't have spare time to do others business, it is make you feel bored faster. And you have extra time? What did you do? Every individual has many questions above. They must answer that question because just their can do in which. It said that about e-book. Book is familiar in each person. Yes, it is suitable. Because start from on kindergarten until university need this Art Dealer's Field Guide: How to Profit in Art, Buying and Selling Valuable Paintings to read.

Bernice Cofield:

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Beverly Thomas:

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Robert McCauley:

What is your hobby? Have you heard that will question when you got pupils? We believe that that question was given by teacher with their students. Many kinds of hobby, Every individual has different hobby. And you know that little person similar to reading or as examining become their hobby. You must know that reading is very important along with book as to be the matter. Book is important thing to include you knowledge, except your own personal teacher or lecturer. You see good news or update regarding something by book. Many kinds of books that can you choose to use be your object. One of them is this Art Dealer's Field Guide: How to Profit in Art, Buying and Selling Valuable Paintings.

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