



The Business of Art

With Guest Speaker Daniel Grant

Saturday, May 13, 2017 • 2 - 4 p.m.
Gillespie Room of the Carriage Museum

Free Admission

The LIM is excited to invite all LIMarts members to an engaging, interactive lecture featuring arts journalist Daniel Grant.

Mr. Grant is the author of seven books for Allworth Press: *The Business of Being an Artist*, *Selling Art Without Galleries*, *The Fine Artists' Career Guide*, *How to Grow as an Artist*, *An Artist's Guide: Making It in New York City*, *The Artist's Resource Handbook*, and *The Writer's Resource Handbook*. Mr. Grant writes regularly for *The Wall Street Journal* and *The New York Observer*, and his work appears periodically in *The New York Times* and *Sculpture Magazine*. A graduate of Northwestern University, Mr. Grant lives in Amherst, Massachusetts, where he has chaired the local cultural council.

Program Focus:

- How to communicate with prospective buyers and what to say.
- Pricing, payment, and discounts.
- Coming to terms with a gallery or dealer.
- What is marketing and how does it differ from sales?
- Q & A

Space is limited and reservations are required. Please RSVP by Thursday, May 3, 2017 to Alexandria D'Auria at (631) 751-0066 ext. 285 or development@longislandmuseum.org



Smithsonian Institution