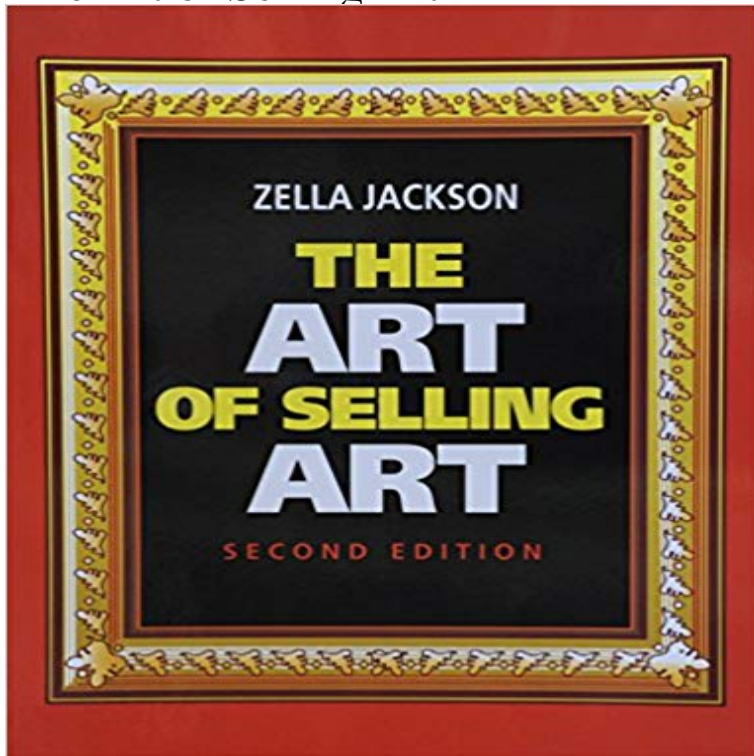


The Art of Selling Art



The revised and enlarged edition of The Art Of Selling Art teaches you - the Key Strategies of Selling Fine Art - How to Read and Effectively Deal with Client Personality Types - Specific Selling Strategies - and the Language of Fine Art Retailing. The author, Zella Jackson, is a Fine Art Business Development Consultant. She teaches sales techniques to gallery personnel in both public and private seminars. Her methods have enabled them to achieve sales increases of 30% to 200% within 6 to 24 months. The substance of her \$495 seminar is contained in this book. --This text refers to an out of print or unavailable edition of this title.

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