



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

*Ron Davis*

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

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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