



Commercial Photography Handbook: Business Techniques for Professional Digital Photographers

Kirk Tuck

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Targeting new and experienced commercial photographers alike, this invaluable guide explores the different aspects and challenges of succeeding in the industry. Approaching the subject systematically, the topics begin with determining what kind of commercial photography to pursue and how to get the training needed to carve out a niche in the market. Continuing to delve further, the topics expand to marketing techniques, negotiation skills, estimating and charging for work, maximizing profits while minimizing expenses, and ethical business behavior. Armed with this information, commercial photographers who are developing or expanding their businesses will know how to evolve and grow during periods of both prosperity and recession.

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