

Selling Art 101



[Selling Art 101_ 下载链接1](#)

著者:Dvorak, Robert Regis

出版者:

出版时间:2009-8

装帧:

isbn:9780940899964

This book is for artists, reps, and galleries. For most artists, selling art is a skill that needs to be learned. If you study the easy-to-approach techniques provided in this book, you will find that Robert Regis Dvo Normal 0 false false false MicrosoftInternetExplorer4 /* Style Definitions */ table.MsoNormalTable {mso-style-name: "Table Normal"; mso-tstyle-rowband-size:0; mso-tstyle-colband-size:0; mso-style-noshow: yes; mso-style-parent: ""; mso-padding-alt:0in 5.4pt 0in 5.4pt; mso-para-margin:0in; mso-para-margin-bottom: .0001pt; mso-pagination: widow-orphan; font-size:10.0pt; font-family: "Times New Roman"; mso-ansi-language: #0400; mso-fareast-language: #0400; mso-bidi-language: #0400;} rak's approach to selling art is simple to learn. In the fourteen chapters you will learn about: Closing secrets How to use emotions Listening techniques How to get referrals Prospecting for clients Fourteen power words Telephone techniques Finding and keeping clients Overcoming objections Developing rapport with a client Goal setting Robert Regis Dvorak has been a practicing artist for over twenty-eight years. He presents seminars in drawing, watercolor painting, creativity, and selling art for the University of California, San Francisco State University, community colleges, and art galleries. He lives in Sacramento, California.

作者介绍:

目录:

[Selling Art 101_ 下载链接1](#)

标签

评论

[Selling Art 101_ 下载链接1](#)

书评

[Selling Art 101_ 下载链接1](#)