The scope of Marcillac’s activity centers on Impressionist, Modern and Contemporary art, mainly of European, American and Chinese origins. This eradicates the problem of authentication, typical of antique masterpieces. His success stems from his talent to anticipate and forecast the market. For instance, on one occasion he advised his clients to purchase Basquiat’s paintings that were considered as “overvalued” by his competitors. A year later, the price doubled and reached a peak high of 10 times the original value five years later.

The financial crisis has given rise to new records at art auctions throughout the world, thus art is less available. The ability to identify "good art” has become more crucial than ever. Due to his excellent track record, Mr. Marcillac’s clients trust him and his judgment. He has spent many years doing business on a handshake (so far he has never signed any contract except a sending agreement), but through always staying true to his word, he has built a reputation based on reliability, which is key to his success.

Clients have never wasted their investment on a painting or on a sculpture. However, it is prudent to inform clients that art is not “liquid”, and to only invest money they do not need to live. He tells them they must gain power: "If you are not able to sell art at a price you are asking now, then you'll sell it later for a higher value.” He explained that some major art dealers tell people that art is liquid if they do not care about what they get for it at auction, and in this respect, that is correct. It is true that there are enough art auctions worldwide to get good investment within three to six years.

Mr. Marcillac worked hard for many years learning enough about the art to effectively guide clients towards making safe investments. He is not an art historian, and he does not know all the new artists who are constantly appearing and disappearing on the art scene. He is not licensed for authenticating sculpture or paintings. His talent is, what his former company defined as "magic", is the ability to analyze and understand the artists that are undervalued. Mr. Marcillac works from his apartment in Avenue Montaigne in the city of Paris.