

## Extra Tips On Selling Your Art

Other than informing your prospective buyers on the basics of your artworks, how much you are selling them, and who are the people who have bought from you, there are still some other things you can do to make the probability of the sale hike up even higher. Here are some of them.

### Show Pictures Of Your Pictures

One way to encourage your prospective buyers to buy your art is by showing them photos of how other art collectors have made use or displayed the pieces they have bought from you. Seeing your pieces in working or living environments can be a great encouraging factor. If you do not have that many collectors yet, you can show them pictures of how you, yourself displayed your art in different kinds of environments.

If your prospect is someone who is not really that familiar with art, doing this tip can be very helpful and fruitful. Since they may be having some difficulty in imagining how or where they would display the piece, if ever they bought it from you. It can also be the case that they can't really picture how the piece would look like in their office or home.

### Be Service Oriented

If you really want to make a sale, then your attitude should show that you do so. Try to make time for transactions and meetings regarding your art. Also, try to make yourself available as much as possible to deliver your piece to the collectors' home or office. You should also help them with hanging it, or even make suggestions on where to place it, if they ask you to.

If your buyer hasn't made a specific pick of which piece they want from your collection, you can also offer them that you bring a number of your art to their home or office, free of charge. Do this, so that

they can see how it would fit in their environment. However, you should also make it clear to them that they are not obliged to buy it if they don't want to.

#### Give Them A Taste Test

If you want, you can also offer people to have a piece or two of your works for a trial period of one or two weeks, just to see how they would like the pieces. However, with this kind of deal, you should make sure that you have a written contract about your agreement, get a promissory note, deposit or whatever kind of security for your art's safety.

#### Fish Around

You may also want to try fishing around. Try asking people reasons of why they like or dislike a certain piece made by other artists. From their answers, get some ideas of how they would react if it is your art in the hot seat. Of course, you do not do this just to be discouraged, but to be able to think fresh and innovatively for your next pieces.

#### Talk Earth Language

One of the most common mistakes of artists that are first time selling their works is that they talk to impress. Yes, it is impressive if you know a lot of techniques, components and factors regarding art. However, not all people that would be interested in buying your work are artists too. Some of them may be everyday people who know nothing about the technical aspect of art, but are just simply captivated by your work.

If this is the case, try not to delve into elevated and heated art discussions, especially if they're not really asking for it. Avoid giving them information that would remain undigested. Try to talk in their level, since intimidating your prospective buyer would be the last thing you'd want to do.