

SEVENTH EDITION

"Michels explodes the romantic notion of the starving artist." —*The New York Times*

HOW TO  
**SURVIVE**  
AND  
**PROSPER**  
AS AN  
**ARTIST**

SELLING YOURSELF **WITHOUT**  
SELLING YOUR SOUL

**CAROLL MICHELS**

# How To Survive And Prosper As An Artist Selling Yourself Without Selling Your Soul

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## **How To Survive And Prosper As An Artist Selling Yourself Without Selling Your Soul:**

How to Survive and Prosper as an Artist, 5th Ed. Carroll Michels, 2001-12 Covers public relations exhibitions art dealers rejection grants other sources of income insurance resumes and motivation      **How to Survive and Prosper as an Artist** Carol Michels, 2018-04-10 Michels explodes the romantic notion of the starving artist The New York Times Michels is a tough but compassionate advocate savvy in the ways of the world and the demands on artists in this materialistic society The Miami Herald Written for fine artists ready to launch their careers as well as experienced artists who wish to relaunch their careers How to Survive and Prosper as an Artist Seventh Edition an acclaimed guide empowers artists to take control of their careers to create a fulfilling life and earn a decent income In this newly revised edition Carroll Michels continues to demystify the inner workings of the art world and challenge the status quo New chapters discuss such topics as New business models for artists Going to the extreme The use of social media and website development as marketing and publicity tools and what does and doesn't work The confusion between the art buying public and the general public and their differences New suggestions for establishing and calculating prices for artwork Neighborhood gentrification and the growing challenges of securing a reasonably priced live work space How dealers find artists how to negotiate with dealers and how to understand a dealer's agenda Using her own experiences as an artist as well as the experiences of her clients Michels crafts a must read guidebook for anyone interested in embarking upon a successful career as an artist      *How to Survive and Prosper as an Artist* Carroll Michels, 2009-06-09 The classic handbook for launching and sustaining a career that explodes the romantic notion of the starving artist The New York Times with a brand new chapter on Internet art marketing Now in its sixth edition How to Survive and Prosper as an Artist is the definitive guide to taking control of your career and making a good living in the art world Drawing on nearly three decades of experience Carroll Michels offers a wealth of insider's information on getting into a gallery being your own PR agent and negotiating prices as well as innovative marketing exhibition and sales opportunities for various artistic disciplines She has also added a new section on digital printmaking and marketing in this emerging field Most notably this sixth edition contains an entirely new chapter Art Marketing on the Internet Michels offers criteria for selecting an ideal Web designer for your online portfolio and for organizing your Web presence and shares proven methods for attracting curators dealers and private clients to your site She also addresses vital legal concerns in the age of e-commerce including copyrighting and registering your art and finally the appendix of resources consistently updated online at Michels's site the Artist Help Network is fully revised      **Graphic Artists Guild Handbook, 16th Edition** The Graphic Artists Guild, 2021-05-18 The industry bible for communication design and illustration professionals with updated information listings and pricing guidelines Graphic Artists Guild Handbook is the industry bible for communication design and illustration professionals A comprehensive reference guide the Handbook helps graphic artists navigate the world of pricing collecting payment and protecting their creative work with essential advice for growing a freelance business to create a sustainable and

rewarding livelihood This sixteenth edition provides excellent up to date guidance incorporating new information listings and pricing guidelines It offers graphic artists practical tips on how to negotiate the best deals price their services accurately and create contracts that protect their rights Sample contracts and other documents are included For the sixteenth edition the content has been reorganized topics have been expanded and new chapters have been added to create a resource that is more relevant to how graphic artists work today Features include More in depth information for the self employed on how to price work to make a sustainable living and plan for times of economic uncertainty A new chapter on using skills and talents to maximize income with multiple revenue streams workshops videos niche markets passion projects selling art and much more Current U S salary information and freelance rates by discipline Pricing guidelines for buyers and sellers Up to date copyright registration information Model contracts and forms to adapt to your specific needs Interviews with eleven self employed graphic artists who have created successful careers using many of the practices found in this Handbook **2015**

**Artist's & Graphic Designer's Market** Mary Burzlaff Bostic, 2014-10-17 Build a Successful Art Career 2015 Artist's Graphic Designer's Market is the must have reference guide for any artist who wants to establish or expand a career in fine art illustration or graphic design Thousands of successful artists have relied on us to help develop their careers and navigate the changing business landscape The 2015 Artist's Graphic Designer's Market introduces a whole host of new features and guarantees the most up to date individually verified market contacts possible Expand your art business with these resources A FREE 1 year subscription to ArtistsMarketOnline.com where you can find industry contacts track your submissions get the latest art and design news and much more PLEASE NOTE Free subscriptions are NOT included with the e book edition of this title Complete up to date contact information for more than 1 700 art market resources including galleries magazines book publishers greeting card companies ad agencies syndicates art fairs and more Articles on the business of freelancing from basic copyright information to tips on promoting your work Information on grants residencies organizations publications and websites that offer support and direction for visual artists of all types NEW Informative articles on setting goals getting organized building a resume and mastering marketing and branding NEW Special features on defamation alternative art show venues art rentals art and wine workshops and art fairs NEW Inspiring and informative interviews with successful professionals including children's book author illustrator Tomie dePaola graphic designer Mikey Burton and fantasy illustrator John Howe Check out ArtistsMarketOnline.com for more interviews tips for selling your work and our easy to use searchable database of markets **Artist's & Graphic Designer's Market 2017** Noel Rivera, 2016-11-16 Build a successful art career Do you want to establish or expand a career for yourself in fine art illustration or design Then Artist's Graphic Designer's Market 2017 is the must have reference guide you need Thousands of successful artists have relied on us to help develop their careers and navigate the changing business landscape The Artist's Graphic Designer's Market 2017 introduces a whole host of new features and guarantees the most up to date individually verified market contacts possible

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internationally in an expanding art world      *Foundation Grants to Individuals* ,2007      **Job Hunter's Sourcebook**  
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