



COLLECTING PHOTOGRAPHY BOOTCAMP AT PHILLIPS

We've just created a new workshop to coincide with the upcoming Phillips photography auction !

Join us for a nonstop two-session 'bootcamp' on the best practices to collecting photography, with a special focus on buying at auction.

Whether a beginner or a more seasoned collector or a photographer looking to learn the dynamics of the fine art marketplace, you'll leave this class with the tools to become a more confident collector. Buying photography -- especially at auction -- will never again be a mystery!

This workshop includes two half-day sessions prior to Phillips' [April 4, 2016](#) photography auction. Class limited to 12 students. Abundant handouts and catalogue provided. [Click here to see the catalogue.](#)

We hope you can join us. If not, please help us spread the word and send to those who might be interested in this unique learning experience.

TUES MARCH 29 (Part 1)

9:30am - 10am Coffee
10am - 1pm Workshop

Held at Phillips Auction House, **Part 1** provides a bird's eye view of the photography marketplace, with special

THURS MARCH 31 (Part 2)

10am - noon Auction Preview

Part 2 takes place on the auction floor, previewing photos for sale, seeing images up close and meeting the specialists. Each

insights into buying at auction. To round out the experience, students have a hands-on assignment.

student presents their assignment: to hypothetically buy a photo, research its condition and present your choice to the class.

TOPICS

- Due diligence before spending a penny
- Questions to ask
- Where to shop (non profit vs. for profit)
- Pricing issues
- Galleries vs. auctions vs. art fairs
- Stamps, signatures, editions
- Condition reports
- How to buy at auction
- Making the most of an auction preview
- Auction estimates, reserves, commissions
- Administrative chores (framing, cataloging, insurance)



LOCATION

Phillips
[450 Park Ave](#) at [57th St](#)
[Conference Room](#) 2nd Floor

COST

\$375

TO REGISTER

alice@artsandbusinesspartners.com
[\(212\) 427-6700](tel:(212)427-6700)

LEADER

Alice Sachs Zimet is a collector, advisor, and educator who began to collect photography in 1985. Zimet is Chair, Photography Collections Committee, Harvard Art Museums; board member, Magnum Foundation; and a member of the Acquisitions Committee at the International Center of Photography. Alice and her collection were recently featured in [Private Air Magazine](#).



Zimet is President, [Arts + Business Partners](#), a sponsorship consulting group working with both arts groups and corporate sponsors. Zimet was Director, Worldwide Cultural Affairs, The Chase Manhattan Bank (20 years), where she worked across 14 countries and generated over \$2 billion in new business using the arts as a strategic marketing tool.

