



How to Get Hung: A Practical Guide for Emerging Artists

Molly Barnes, Pat Hilton

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In this accessible, easy-to-read, detailed guide for artists, students, and aspiring art professionals, gallery owner Molly Barnes takes the mystique out of selling art.

With the art market generating over a billion dollars in sales annually, and enrollment in art schools continuing to rise, more and more graduates are joining the art scene and actively participating in the "business" of art. With *How to get Hung* readers learn how to present their work and themselves to the professional art world. step-by-step, explanations are given for:

- how to know when your body of work is ready to be presented to art professionals
- networking and strategizing in the art community
- promoting yourself and your work
- how to target the right gallery for your work
- gallery owners: how to work with and communicate with them; understanding their concerns
- hanging the show: best methods for displaying pieces in the space
- what you can accomplish at your own opening: how to "behave" with critics, knowing who buys and who doesn't
- continuing the momentum created by your show
- how museums work
- curators, representatives, consultants—their roles and significance to the artist



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