

October 1, 2001 Issue

Galleries and Shows



Ahh, bountiful harvest!

This season seems to explode with colorful tasty treats. Apples bump each other on the ends of laden limbs. Purple plums thump to the soft earth to be scooped up and turned to prunes in the dehydrator. Row after row of gourds in warm, rich hues lie in boxes, baskets, and line porches and wheelbarrows. Pumpkins turn farm fields a glowing orange in the bright October sunshine. My heart pounds with excitement to see these end-of-the-season still-lives. Out come the paints! This is another way to enjoy the plentiful yield of the season. To capture the moment forever on canvas or paper. (Whew! Done! Any one for pumpkin pie?)

Next issue: A "How-to" List For Artists

At what point does an artist begin to pursue shows and/or galleries? How does one start? I will relate MY experiences and successes and hopefully inspire others to find the method that works for them.

After taking workshops and classes, and then putting into practice the things I had learned, I realized I wanted to sell a few of the things I had done.

**“My first decision was to join a local art group”**

My first decision was to join a local art group. The Olympia Art League was active in the community. Twice a year they put on a show in the local mall.

With a table, a bench, two chairs and a folding screen, I set up a booth and waited for the public to appreciate me and throw money in my direction. I DID sell one very small painting (for a very small amount). I immediately turned around and purchased another artist's painting. (For the very same small amount!) I did "mall shows" regularly for

the next several years. I taught lessons to earn extra money to help support my chosen career.

**“It took courage as well as careful planning to talk to gallery owners”**

The time came when I did my first limited edition print. I then had something reasonably priced and in greater quantity to present to galleries. It took courage and careful planning to talk to gallery owners and/or managers. I had learned sales techniques on how to overcome the objections I knew (too well) that would be coming. One at a time and slowly and surely, more galleries said yes to carrying my work on consignment. I soon had over one hundred and twenty gift shops and galleries from coast to coast and border to border carrying my prints. And the rest, as they say, is history.

*Carol Thompson*

## Featured Artwork

**Demonstration  
Harbor Gallery  
Depoe Bay, Oregon**



**Art Show  
Tumwater, WA**



**Art Show Reception  
Olympia Art League**

