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astounding what people will fight to buy. Faulty electrical items, for example, shift well, as clever bods fix them or use them for spares. Always be upfront about an item's condition though.

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And remember – that 's all it ever is.

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business provides authoritative

coverage of everything from

developing successful product lines

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exposure strategies, existing and emerging sales opportunities and valuable promotional outlets. Over 500 useful reference websites are provided referencing art marketing, website design, sales and promotion outlets. This Ultimate Art Guide stresses the importance and urgency

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of cultivating a vibrant social media presence via active postings and participation with content, social networking and weblog websites.

These activities supplement an artist website with videos, feedback capabilities and resources to cultivate new and return buyers. The book



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stresses the importance of  
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exposure, direct mail and the

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competitive market. How To Sell

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