

# THE COLLECTOR'S JOURNEY

## Membership Program

### Upcoming Opportunities:

Upcoming Event: *The Collector's Journey: Discovering the Future of Art* on **May 24** at the **RISD Graduate Student Art Show**.

Join the CJ Membership Program: Gain exclusive access to workshops, private collection tours, and expert-led discussions.

**Take Action:** Start small, engage with artists, and build relationships in the art world.

## March 27 Collector's Panel Discussion

### Panelists:

**Paul Green** and **Les Christoffel**, Providence-based art collectors

**Beth Kantrowitz**, art consultant and Co-Director of Drive-by Projects in Watertown, MA

**Susie Matthews**, Founder/Director and Co-Director of OVERLAP, an artist-run space in Newport, RI

Moderated by **Dominic Molon**, Interim Chief Curator and Richard Brown Baker Curator of Contemporary Art

### Key Takeaways & Advice for Emerging Collectors:

#### 1. Art Collecting is More Accessible Than You Think

- **Myth:** You need to be wealthy and have a lot of space to collect art.
- **Reality:** Art collecting can start at any budget and is often about passion, personal connection, and education rather than wealth.

#### 2. The Changing Landscape of Collecting

- **More Sales Happen Online:** The rise of online marketplaces and Instagram has changed how people discover and buy art. Virtual studio visits became common, making it easier to engage with artists remotely.
- **Collectors & Artists Connecting Directly:** Social media allows direct engagement, breaking down traditional barriers.

#### 3. Building Relationships in the Art World

- **Collectors Value Personal Connections:** Many purchase art for its personal or emotional significance.
- **Artists Should Engage More:** Collectors are real people—artists shouldn't be afraid to interact with them.
- **Role of Gallerists:** They serve as a buffer between artists and collectors, guiding both sides through the process.

#### 4. Think Long-Term & Collect with Intention

- **Collections Reflect Life Stories:** Many collectors see their art collections as reflections of their experiences, travels, and personal journeys.
- **Develop a collecting philosophy**—what excites you? What themes, materials, or artists resonate with you?
- **Start small but be thoughtful.** Even if you're collecting on a budget, prioritize works that align with your vision rather than just buying for trendiness.
- **Trust your instincts.** You don't have to follow the market—your collection should reflect your taste, experiences, and values.

## 5. Get to Know Artists Personally

- **Meeting artists adds depth to your collection.** When you understand an artist's practice and vision, the work becomes more meaningful.
- **Many emerging artists are more accessible than you think.** Engaging with them early can lead to strong, long-term relationships.
- **Don't Be Afraid to Buy Outside of Traditional Galleries.** Galleries are just one avenue for buying art, but there are other exciting spaces to discover new work:
  - Artist-led sales (studio visits, social media)
  - University and graduate shows (like RISD's!)
  - Independent and pop-up exhibitions
  - Art fairs featuring emerging artists

## 6. Understand Pricing & Value Beyond Investment

- **Value isn't just about resale potential**—it's about personal significance and connection.
- **Ask questions about pricing.** Many first-time collectors don't realize pricing is often transparent and negotiable, especially with early-career artists.
- **Understand different types of works:**
  - Original works (paintings, sculptures) are one-of-a-kind.
  - Limited-edition prints or photography are more accessible but still highly collectible.
  - Works on paper (drawings, sketches) are often more affordable entry points.

## 7. Document & Care for Your Collection

- **Keep records of everything you buy**—title, artist, year, medium, dimensions, purchase source, and any personal notes about why you bought it.
- **Frame and display correctly to preserve the work.** • Ask about proper conservation, especially for delicate materials like paper or textiles.
- **Over time, track how your collection evolves**—this will help you see patterns in your taste and interests.

## 8. Use Social Media as a Discovery & Research Tool

- **Instagram and TikTok have become powerful discovery platforms**—follow artists, curators, and collectors to stay informed.
- **Engage in direct conversations**—many artists manage their own sales via social media.
- **Don't just browse—interact!** Comment, ask questions, and express interest in work you love.

## 9. Collecting is a Social & Community-Driven Experience

- **Connect with other collectors, curators, and art enthusiasts**—they can help you navigate the art world.
- **Join museum memberships** (like Collector's Journey!) to expand your network and gain exclusive access to artists and exhibitions.
- **Attend studio visits, talks, and private viewings**—they help you develop an eye for art and deepen your understanding.

## 10. Don't Be Intimidated by the Art World

- **Many new collectors hesitate to ask questions**—but curators, gallerists, and artists want to engage with people who are genuinely interested.
- **There's no single "right way" to collect**—your collection is an expression of you.
- **Trust your curiosity.** If something intrigues you, take the time to learn more.

