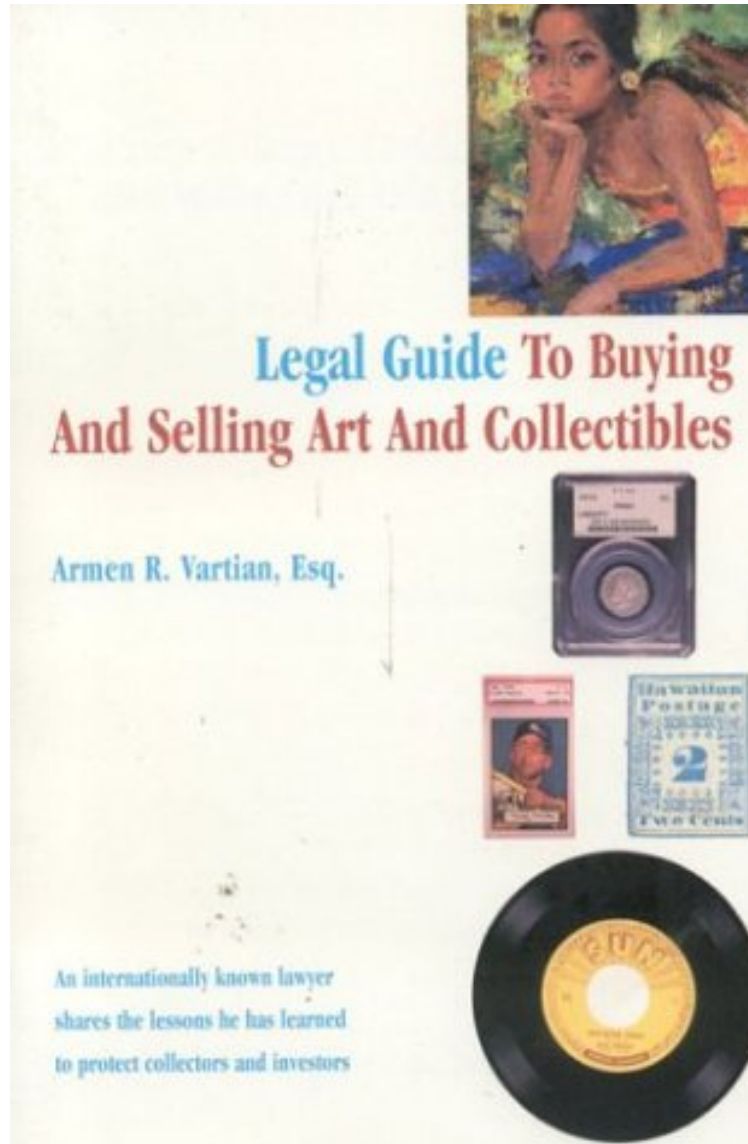


Legal Guide to Buying and Selling Art and Collectibles

Armen Vartian

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Armen Vartian : Legal Guide to Buying and Selling Art and Collectibles before purchasing it in order to gage whether or not it would be worth my time, and all praised Legal Guide to Buying and Selling Art and Collectibles:

0 of 0 people found the following review helpful. Very readable and enjoyableBy W. A. HarrellThis is a well-written but dated book on the law related to buying and selling art and other collectibles. I wish more lawyers and legal scholars wrote as clearly and precisely as Mr. Vartian. This book touches on the basic issues confronting an artist or collector. It can be read very quickly (i.e., it's short). It would be nice if Mr. Vartian would update the book,

particularly since I don't believe there is anything out there for the lay reader which is comparable. 0 of 0 people found the following review helpful. No Collector Should Be Without! By mousecall The Standard Reference for collectors. 4 of 10 people found the following review helpful. Essential reading for all serious collectors. By David Hall (david@collectors.com) Armen Vartian knows more about collectibles than any attorney in the world. Whenever we have a legal question, we always call Armen.

This indispensable buy and sell reference is written to protect everyone who collects items of value. As a consultant to galleries and individual collectors, Mr. Vartian has seen virtually every type of scam and forgery.

From Library Journal A private dealer who got her start as a clerk at a department store gallery in the 1960s, Frank sets out to bring knowledge and confidence to novices who might be interested in modern art but feel shut out by the "mystique" of the art world. Her convivial tone and offhanded dismissals of gallerists and critics may go far in developing readers' self-assurance, but, unfortunately, her casual way with the facts of her business call the work as a whole into question. Artists' names are misspelled, art historical terms are confused, and her own pronouncements on the art world sometimes sound as autocratic as those she criticizes. (Bibliography not seen.) By contrast, Vartian, a lawyer for galleries and collectors, has written a useful if sober guide to the legalities of collecting art and popular items such as stamps and coins. His text will not inspire any reader actually to enter the world of collecting; indeed his anecdotes of theft, fraud, and miscommunication may scare some away. But anyone who has bought even one work and suddenly realizes the need to learn the basics will welcome his clear explanations. Offering just the right amount of detail, he discusses the various tax advantages of being an investor rather than a collector and what to consider when choosing between reserves and guaranties if consigning at auction. Frank's book cannot be recommended in its current form; Vartian's work will serve flea-market mavens and art connoisseurs alike in almost all public library collections. ?Eric Bryant, "Library Journal" Copyright 1997 Reed Business Information, Inc.