

State of the Art Fundraising Art Auctions, Ltd. A Great Fundraising Idea! contact us at (800)242-7682

What is a fundraising art auction?

The art auction is easy, fun to plan, and a great way to raise funds for any group without a ton of work or volunteers. Audiences purchase beautifully framed art for the home or office while being educated and entertained by a live auctioneer. It is also an opportunity to support their favorite organization and have a great evening doing so. The art auction is a financially successful, fun evening for all who attend, and State of the Art makes fundraising easy! Your job is simply place & people. We Do The Rest!!

Why should my organization book a fundraising art auction with State of the Art?

BECAUSE . . .

- together we can raise thousands for your organization in one evening with little effort.
- we assign you a professional art auction coordinator to walk you through from start to finish.
- we print beautiful color invitations, posters, flyers, and tickets at our cost to publicize the event.
- we help you with public service announcement forms to spread the word.
- we present a beautiful collection of 250 pieces, customized for your audience.
- we conduct the entire event at no charge or obligation to your organization.
- we donate two pieces of art to your cause.
- we guarantee your organization a profit of up to \$3,000: it's a win/win situation!
- schedule a summer art auction and receive a \$400 door prize in addition to the two we already offer!

What will the collection of art consist of? I have never been to an event like this before.

150 to 200 pieces of art will be displayed around the room and will include original oils, watercolors, silkscreens, etchings, pen & ink drawings, paper sculpture, lithographs, as well as other mixed media. All the works will be beautifully framed and matted. State of the Art's outstanding, prized art collection includes works by Agam, Behrens, Boulanger, Buckels, Chagall, Dali, Delacroix, Erte, Lautrec, McKnight, Miro, Neiman, Picasso, Raad, Rockwell, Wooster Scott, and Vasarely (to name a few!)

How will they be priced?

Most of the collection will open between \$50 and \$350. The auctioneer will start low to encourage bidding, so it's a good idea to join in right away if you have some interest in that particular piece. State of the Art's award winning 'Collector's Corner' will also be included in the presentation. This collection will have many important images, many hand-signed by the artist and in limited editions. This collection is specifically designed for the seasoned buyer and will range in price from about \$400 on up. These images are exciting to look at, and you may not see them anywhere else. Many people just come to view an important, rare work.

How do these prices compare with gallery prices?

The prices will be 30-50% off what you would find in the galleries. Here's why. State of the Art, a nationally known art auction company with over 35 years of combined experience, has conducted hundreds of fundraising art auctions all over the country for all types of non-profit organizations. They are buying entire editions directly from an artist or publisher and sprinkling them throughout their shows. That means that they are buying better and are able to pass the savings along to the art auction customer.

Many people attend art auctions even though they do not have any affiliation with the sponsoring organization. They come because they are looking for a specific image by a specific artist and know that if they are the only one interested in that particular piece, they are going to get it at a very low price.

Can our group request specific artists or themes?

Yes, but you must give us advance notice. We do our best to customize for every show. Please let us know your artist, style, and price range requests.

How will the event work?

The art may be previewed for one hour before the live auction begins. Guests will be given a catalog listing every piece of art in the collection. They will also be given some cards to slip into the images they would like to see brought up for bid. Refreshments (champagne & chocolate, wine & cheese, or other hors d'oeuvres) may be enjoyed during this time. Once the auction begins, the aura of excitement will fill the room.

Am I obligated to buy an image just because I put a card into the frame?

No! The auctioneer will not bring up each and every image. This is a "by request" auction, so the auctioneer will concentrate on only those images requested. The auction will be exciting. . . the auctioneer will have them on the edge of their seats...waiting for their piece to come up. His job is to make sure everyone in the room feels comfortable and not afraid to scratch their nose and buy art they know nothing about.

Once the hour preview is up, guests will be invited to have a seat; and the auctioneer will entertain and educate them on what buying art "at auction" is all about. He will spend 20 minutes going through the procedure and will introduce the artists that will be represented, telling them why a particular artist has painted that image and the background of that artist.

Will I have a chance to change my mind once I feel more comfortable about what is happening at the front of the room, or am I out of luck?

Once the auctioneer goes through the "by request" collection (which will take about an hour and a half,) he will invite everyone to take a second look around the room. He will then bring up additional images and will often have to bring up the same image a few times. Many buyers like to visualize the piece in their homes and looking at it on the easel under the lights can sometimes help make their decision.

Can I charge art on my credit card?

State of the Art accepts Master Card, Visa, American Express and Discover.

What if I see an expensive piece I like, but can't plunk down all that money at once?

State of the Art offers a payment program on single items priced at \$500 or more. You put down ½ and pay out the rest over 6 months. No fees or finance charges.

What if I get tired of my purchase? Am I married to it?

No, State of the Art has a 15 year exchange program! If you grow tired of it or decide to redecorate, you can bring it back anytime within 15 years and choose something else. 100% of what you paid for the image goes towards something new.

Will certificates of authenticity be provided?

Yes, any image purchased for \$100 or more will be entitled to a certificate of authenticity. When you pay for your artwork at the end of the evening, you will see blank forms on the cashier table. Fill one out and State of the Art will send you a certificate within 4-6 weeks.

What if we don't sell any art?

Eliminate the risk associated with most fundraising events! State of the Art will guarantee a profit of up to \$3,000 - whether a single work of art is sold or not!

"One Hour Into The Auction" Guarantee*

For 100 Attendants: \$1,000

For 200 Attendants: \$2,000

For 300 Attendants: \$3,000

*Applicable against commission

*Exception: Combined events not applicable for guarantee.

I'm ready to set a date! What is my next step?

Contact us anytime! We are actively scheduling our calendars and will find the perfect date for you. Call us at (800)242-7682 and one of our auction coordinators will be happy to work with you in planning your auction. This is a great time to introduce a new concept: the fundraising art auction!!