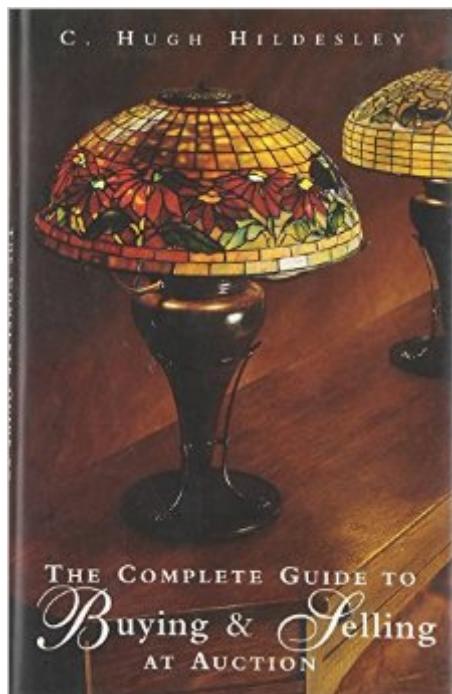


The book was found

The Complete Guide To Buying And Selling At Auction



Synopsis

What is it about auctions that gets our juices flowing? And more important, how do auctions work? This timely illustrated volume has all the answers. Beginning with his own initiation into the auction world and the history of the institution, C. Hugh Hildesley, executive vice president of Sotheby's and an auctioneer of international renown, leads us through the ins and outs of both selling and buying. We learn how an auction house works and who creates a sale. Hildesley shows us how to pick an auction house and explains estimates and reserves. The procedures for buying, mysterious to many, are detailed along with methods of payment. Then Hildesley takes us through an auction step by step, where we learn the roles of each player. Finally, there is pertinent information on the range of services provided by auction houses from establishing market value and insurance to charity sales and benefits.

Book Information

Hardcover: 235 pages

Publisher: W W Norton & Co Inc (June 1997)

Language: English

ISBN-10: 0393040712

ISBN-13: 978-0393040715

Product Dimensions: 1 x 5.5 x 7.5 inches

Shipping Weight: 9.6 ounces

Average Customer Review: 4.5 out of 5 starsÂ See all reviewsÂ (2 customer reviews)

Best Sellers Rank: #611,959 in Books (See Top 100 in Books) #59 inÂ Books > Business & Money > Management & Leadership > Distribution & Warehouse Management #1069 inÂ Books > Reference > Encyclopedias & Subject Guides > Antiques & Collectibles #1718 inÂ Books > Business & Money > Marketing & Sales > Sales & Selling

Customer Reviews

From just the start of the book and a small portion, the book seems to be full of great and knowledgeable information regarding auctions and how they work and how they are run. I would have never known all the logistics and behind the scenes that went on with an auction house. Now I do. This book is very informative about auctions and what you need to know if you want to BUY or SELL.

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