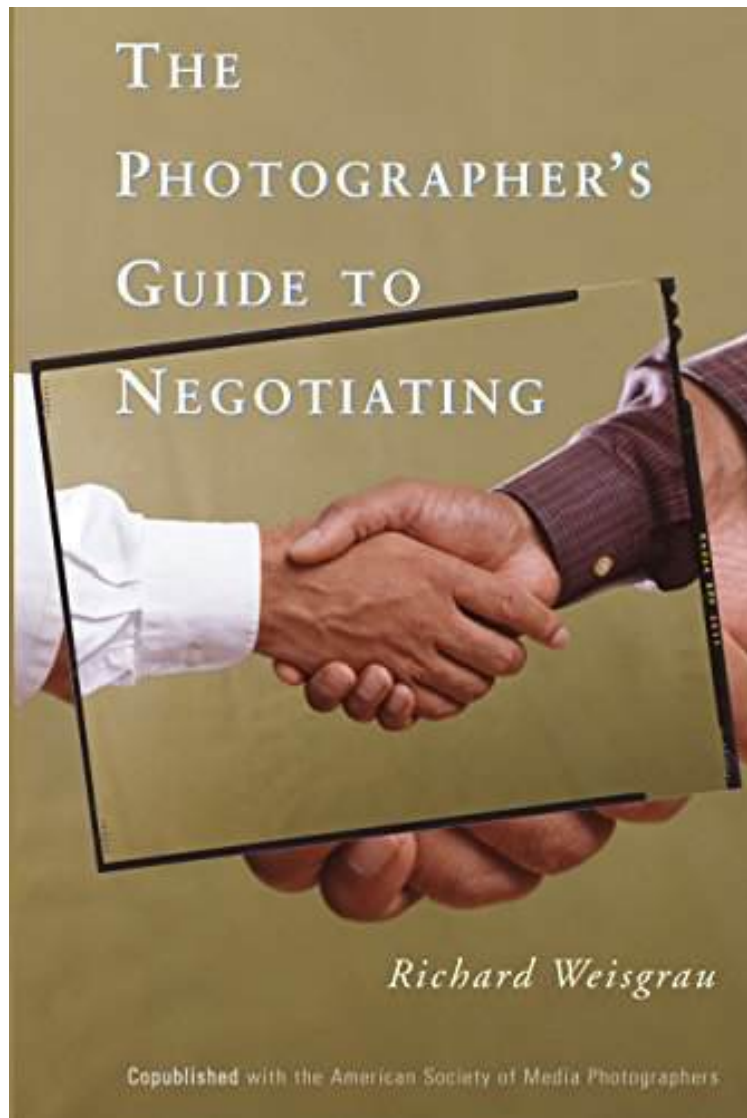


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The Photographer's Guide to Negotiating

By Richard Weisgrau

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1 of 1 review helpful Terrific By R Icks I originally purchased this book a couple of months ago along with a few others of various topics to help me overcome a few weakness I had as a photographer I read through it and found it very useful and thorough but being mainly a wedding photographer I hadn t been able to put much into practice since it mainly deals in commercial deals and such But just by reading throug Negotiating is a crucial skill for anyone running a business but they don t teach this art in photography school nbsp The Photographer s Guide to Negotiating nbsp gives specific tips for negotiating assignment deals digital and electronic rights stock photography sales contracts purchases and more Interviews with an art buyer a photographer and a photographer s rep give photographers extra insight and maybe even the upper hand in many negotiations Everyon About the Author Richard Weisgrau a professional photographer operated one of Philadelphia rsquo s largest commercial photography studios for over fifteen years He then served as executive director of ASMP American Society of Media Photographers He

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