

Learning Objective

Upon completing this module, you'll gain a familiarity with the many factors that determine a successful outcome of an art sale and how to successfully navigate these on behalf of your clients. You will also be introduced to the area of trust and estates and learn how wealth and estate planning interacts with your client's sale.

Key Points - Selling Art

1. Introduction to selling a work of art
2. Selling through an auction house
3. Contacting an auction house
4. Auction estimates
5. Auction house commissions
6. The auction
7. Pros and cons of selling at auction
8. Selling a work privately
9. Pros and cons of selling privately
10. Paperwork

Key Points - Trusts & Estates

1. Introduction
2. Reasons to sell
3. Auction sales and the 'broom sweep'
4. Reviewing the Tax Cuts and Jobs Act 2017
5. Estate planning options
6. Estate appraisals
7. Communication to Next-Gen family members
8. Conclusion