Business of Art Workshop

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AIANTA Outreach & Membership

2019 American Indian Tourism Conference
#AITC Tulsa

Welcome
Our attendees include tourism industry leaders, including representatives from the National Parks Service, museums and cultural centers, hotels and other retailers that sell Native arts.

**Tips for Making the Most Out of a Market**

- Visitors want to know about you and your tribe
- Have promotional materials for buyers
  - Business cards
  - Bio/Profile/Artist Statement
- Offer a Certificate of Authenticity
- Receipt book to gather information on your buyers
Visit local shops that sell Native art.

Here’s are some ways tribes are supporting artists
Economic benefits for the first year of the Bar Harbor Indian Market was $250,000. This year it is expected to be around $500,000.
Encourage your tribe to set up an Arts Program

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