

# Mile High Wildlife Photography Club

January 2010

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## Working With Fine Art Galleries—Part Two

by Nancy Rynes

*Editors Note: See the November 2009 newsletter for Part One of this series.*

Now that you've approached some galleries and have a showing or two scheduled, what's next?

### The Showing: What to Bring?

Let's assume that the owner or manager of the gallery has asked you to bring your work in for a showing. How should you handle a showing, and what should you bring? Here are some tips:

- ◆ Clothing: choose what you wear based on the gallery – if this is a high-end gallery, try business casual. If the gallery is a small, very casual gallery, nice jeans and a clean/pressed shirt will probably do. I usually err on the side of over-dressing if I'm not sure.
- ◆ Bring a representative selection of your most current work – from the last 12 to 24 months. Include a minimum of 12 different images, all printed out at the same size, and printed as large as possible.
- ◆ Make sure about 1/3 of your work is framed.
- ◆ The rest of photos should be matted and covered in a protective sleeve.
- ◆ If you print your work in a variety of sizes or formats (such as greeting cards), remember to bring samples of them as well.
- ◆ Don't forget to pack your marketing materials – a resume, brochures, tear sheets, business cards, etc.

Make sure to arrive on time, and come inside and introduce yourself before bringing in your work. Remember, attitude counts for a lot – be confident,



polite, tactful, and positive. Talk about your work and vision with enthusiasm – if you're enthusiastic, it will rub off on them. The owner may also critique your work or offer advice – listen politely and ask questions but don't take offense. Remember, this is just one person's opinion – you don't have to take his or her advice!

Often by the end of the showing, the gallery owner is pretty sure if she wants to represent you. If she decides your work is not a good fit, graciously thank her for her time and input as you gather your work and exit. Rejection is more typical than being accepted so don't take it personally. If she does want to accept your work into the gallery, what should you expect next?

### Yes – You're In!

By the end of the showing, the owner of the gallery may offer you a contract to sell your work. Don't sign anything on the spot – ask to bring it home so that you can spend time reading it. If you're really unsure about the wording of the contract seek the

help of an attorney or a paralegal, preferably one who is familiar with contracts in the visual arts. Take contracts seriously – I personally know of a well-known artist who signed a gallery contract without reading it completely. The result - the artist ended up losing thousands of dollars in potential sales because he didn't take the time to read the overly-restrictive contract.

If you read through the contract and have issues with one or more clauses, by all means bring them to the gallery owner's attention. He will usually be quite amenable to listening to your (or your attorney's) questions or suggestions.



What are some things you should pay particular attention to in the contract?

- ◆ How and when the gallery will pay you for sales
- ◆ How much commission the gallery will take on sales (30-50% is typical)
- ◆ The length of the contract (12 months is standard)
- ◆ The pricing structure for your work

If you like what you see, sign the contract and return it to the gallery. You'll also want to speak with the owner or manager and negotiate what work you should bring in, when to bring it in, how many pieces should be matted and/or framed. Don't worry too much about putting price stickers on your work at this time – this is typically handled by the gallery.

## Continuing the Relationship

To have an effective, long-term relationship with your new gallery, keep these tips in mind:

- ◆ Remember to keep the gallery well-stocked with your work.
- ◆ Monitor your sales by keeping an inventory.
- ◆ Make sure the gallery pays you correctly each month.
- ◆ Bring up concerns early and in a professional manner – good communication is the key to long-term success with galleries.

Don't undercut your gallery sales! It may be tempting to sell your work directly to customers at a discount, but this undermines your gallery and ultimately hurts you. Don't do it.

Above all, enjoy yourself and take the opportunity to learn about how galleries operate. Maybe one day you'll want to run your own!

*All photos for this article courtesy of Ron Eberhart*



## Hospitality for the January Meeting

**Tim Visser - Cookies/Snacks**

**Shirley & Bruce Murrow - Beverages**

## Nature's Best 2010 Photography Competition Is Here!

It's that time of the year again for the club to prepare an entry for the Nature's Best Photography competition in the photography club category. When we win, selected images will appear in Nature's Best Photography Magazine and be displayed in the Smithsonian. It's an exciting way for your images to get worldwide recognition.

To create our submission of twenty (20) images, each club member may submit up to eight (8) images to be considered. Each image must fit into one of the following categories: Animal Antics, Art In Nature, Birds, Creative Digital, Endangered Species, Environmental Issues, Landscape, Oceans, People In Nature, Plant Life, Small World Spectaculars, Weather, Wildlife, Zoos & Aquariums. (More information about the categories is available at [www.naturesbestphotography.com/upload/contest\\_pdf/Guidelines\\_NBP Awards2010.pdf](http://www.naturesbestphotography.com/upload/contest_pdf/Guidelines_NBP Awards2010.pdf), a PDF file.)

All photographs must accurately reflect the subject matter as it appeared in the viewfinder. Nothing should be added to an image, and aside from dust spots, nothing should be taken away. Normal processing of RAW image files and minor adjustments to color and contrast are acceptable, as is minimal cropping. **EXCEPTIONS:** Anything goes in the Creative Digital category! Stitched panoramas may be entered in any category, but they must be identified.

Submit your images on CD or DVD at the February meeting or mail them so they arrive on or before February 10, 2010 to:

Russ Burden  
2323 E. Chesapeake Lane  
Highlands Ranch, CO 80126

No images will be accepted after February 10, 2010. Put your first and last name and phone number on each CD or DVD (no stick-on labels), and make sure that the files are readable before you send them.

Create low-resolution (72 ppi) JPEG files with each image sized to be 1000 pixels on the longest side and in sRGB IEC61966-2.1 color space. Name the files with your first and last name, image title, and the category like JohnDoe\_fox\_wildlife.jpg, and put all of your low-res files in a single directory/folder called JPEG.

Create high-resolution (400 ppi) uncompressed and unsharpened TIFF files with each image sized to be 8000 pixels on the longest side. The image may be in any color space. Name the file the same as the low-res file JohnDoe\_fox\_wildlife), and place the files on the top level of as many CDs or DVDs as required.

If the image was captured digitally in RAW format, include the RAW file named the same as the low-res file (JohnDoe\_fox\_wildlife). Place all of your RAW files in a single directory/folder called RAW.

If the image was captured on film, supply low-res and high-res digital files as described above. If your image is selected to be part of the club's submission, you will be notified by the end of March and you will be required to provide the original transparency (not a dupe) by the end of April 2009.

All entries will be scored online by the Masters. Then the 50 highest-scoring images, with no more than four (4) images per photographer, will be presented to a group of six (6) final judges. The final judges will first independently score the 50 final images, then they will meet face to face to create the club's submission of 20 images with no more than three (3) images per photographer.

All CDs and DVDs will be destroyed when they are no longer required. Original transparencies will be returned when they are no longer required.

Contact James Hager at 720-219-4248 or [james@jameshagerphoto.com](mailto:james@jameshagerphoto.com) with any questions.



## From The Webmaster

The club website, [www.mhwpc.org](http://www.mhwpc.org), now allows non-members to contact members through the images posted in the online galleries for the monthly competitions, TWE competitions, and Nature's Best submissions. This capability was added because there are some non-members who follow our competitions and would like purchase prints or rights to the images.

The contact from the non-member to the member is through the website to keep the member's email private unless the member wants to respond. Each member who would like to allow contact in this manner must opt in through their Manage Account page. At the top, there's a new Photographer Information section that lists all of the photographers associated with each login. Click on the Edit link and then check the Contact box to allow blind contact from non-members.

If you have any questions or suggestions for how to improve the website, contact the webmaster ([webmaster@mhwpc.org](mailto:webmaster@mhwpc.org)).

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## Library News from the Lamb's

We will re-open at the January meeting. Thank you to Rita and others who have been passing us some of their materials for use in the library. Joe and I hope to have an updated list of items available for checkout on the website by spring (earlier we hope). I have been laid up with a knee replacement with complications, and we did not get to inventory everything. If you have some items you'd like us to look for or purchase, please contact us ([jnblamb@comcast.net](mailto:jnblamb@comcast.net)). Don't forget to return checked out items. Come check some things out for a chance to win a little prize. See you all in January. Happy photographing!!!



## Upcoming Programs

### January

Glenn Randall will be presenting a program on Red Rocks Country. Glenn is a published Colorado landscape and nature photographer—this promises to be an informative evening

### February

Our presenter will be Richard Seeley - Photographer from Gloucester, MA and Silverthorne. Check his website [richardseeleyphotography.com](http://richardseeleyphotography.com)

### March

Our presenter will be Russ Burden, Presentation TBD

### April

This month's meeting will be used for the selection of images for our next exhibit at The Wildlife Experience. Theme TBD

### May

A presentation of Wildlife Photography by Weldon Lee.

### June

Charlie and Rita Summers will present a program on Antarctica.

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## Winter Magic & Photoshop with Weldon Lee

To be held at the Roadway Inn in beautiful Estes Park, Colorado, Jan. 15-16, 2010. Learn the Photoshop skills necessary to transform your photos into works of art. Learn the digital equivalent of techniques Ansel Adams used to make his classic black and white images. Workshop includes a Friday evening dinner and class session, sunrise locales in Rocky Mountain National Park, and classroom time learning Photoshop techniques. For more information, phone (303) 747-2074.

# November Club Competition Results

**Judge: Lisa Schnelzer**

Club Members: Wildlife



First Place

***Widgeon Landing***

Reed Nelson

Other Wildlife Winners:

2nd	<i>White-Tail Buck Running</i>	Nancy Stocker
3rd	<i>Bighorn Pair</i>	Shirley Murrow
HM	<i>The Glance Back</i>	Matt Schaefer
HM	<i>Vesper Sparrow</i>	Bob Stocker

Other Scenic Winners:

2nd	<i>Changing Seasons</i>	Bob Stocker
3rd	<i>Sunrise in Moraine Park</i>	Lois Lake
HM	<i>Heart of the Canyon</i>	Mary Paetow

Club Members: Scenic



First Place

***Ready To Bloom***

Mary Paetow

Club Members: Wildlife—Captive or Controlled



First Place

***Cheetah***

Lynn Bishop

Other Wildlife—Captive or Controlled Winners:

2nd	<i>Arctic Fox Portrait</i>	Jim Graham
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# November Masters Competition Results

## Judge: Lisa Schnelzer

### Masters: Wildlife



First Place

*Gray-Headed Kingfisher*

Rita Summers

### Other Wildlife Winners:

2nd	<i>Impala Rams Fighting</i>	Charlie Summers
3rd	<i>Common Goldeneye Drake</i>	Fi Rust
HM	Cheetah	Chris Loffredo

### Other Scenic Winners:

2nd	<i>Pink Lupine</i>	James Hager
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### Masters: Scenic



First Place

*Aspen Blur*

Reb Babcock

### Masters: Wildlife—Captive or Controlled



First Place

*Focused Siberian*

Jan Forseth

## At the Last Meeting

The November meeting began with a discussion and vote on the theme of "The Wildlife Experience" (TWE) show for 2010. TWE wants a scenic focus for our exhibit, to better fit in with other exhibits running simultaneously. The club decided on "ECOSYSTEMS—Where The Wild Things Live" as the theme for this year's exhibit.

The November presentation featured Lisa Schnelzer providing information on the benefits of membership in The Photographic Society Of America (PSA). The information included both club membership details and individual membership details. For those that could not attend in November and may be interested in the PSA, the organization has an excellent website full of information.

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## Membership Reminder!

Just a reminder to renew your membership for 2010. The details are on the MHWPC web site but the basics are below:

### Dues

Dues are \$25 per individual and \$5 per additional family member per calendar year.

### How To Join

- ◆ Download the MHWPC Membership Application (PDF)
- ◆ Print and fill out the application form
- ◆ Mail the application form, along with your check made out to Mile High Wildlife Photo Club, to:
 

Cushman & Wakefield of Colorado, Inc.  
Attn: Patrick Devereaux  
1050 Seventeenth Street, Suite 1400  
Denver, Colorado 80265

As an added incentive we will hold a drawing for all paid members at our January meeting. During our November meeting, Lisa Schneizer from PSA gave us a nice hooded sweatshirt with an embroidered PSA logo on it. Get your check in and fill out the drawing form for a chance to win this jacket.

## Digital Study Meeting

Our November meeting program was an "Expert Challenge Break Out Session". Rita, Russ, Sam, Bob Cross, & Bob and Nancy Stocker met with club member for Photoshop tips, and Matt Schaffer provided expert assistance on Elements. Each of the members attending were able to work in a small group with an image they brought to the meeting. The idea was for the "expert" to work with each person in their group to bring out the best in the image. The interaction with other members of each small group also contributed to a fun, productive, tip-filled session.

All paid members are encouraged to attend the digital study meetings. The meetings start at 7:15 PM, normally on the 4th Wednesday of each month. Enter through the main entrance, not the doors used for accessing the theater. Bring a notebook and writing implement to take your notes.

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## Member Workshops and Seminars:

### Cathy & Gordon Illg – Workshops:

The Illg's can be contacted at:

Adventure Photography 303 237-7086 or

[gordon@advenphoto.com](mailto:gordon@advenphoto.com)

[www.advenphoto.com](http://www.advenphoto.com)

### 2010 Schedule includes:

- ◆ Alaska: Northern Lights, February 28 - March 6
- ◆ South Texas: Private Ranches, May 3 - 8
- ◆ Ecuador: Galapagos National Park, May 17 - 27
- ◆ Colorado: Alpine Adventure, Mt. Evans, June 12 - 15
- ◆ Minnesota: Wildlife Babies, June 17 - 20
- ◆ Colorado: Rocky Mountain High, July 18 - 23
- ◆ South Dakota: Badlands National Park, September 19 - 24

## Member Workshops and Seminars (continued):

- ◇ Colorado: Colorado Color, September 26 - October 1
- ◇ Minnesota: Fall Wildlife, October 2010
- ◇ Costa Rica: The Cloud Forest, November 8 - 17
- ◇ Utah: Arches & Canyonlands National Parks, December 12 - 17

We are offering our NANPA discount to all club members also – \$50.00 discount on less than 5 day tours and \$75.00 discount on all other domestic tours.

### Russ Burden's Photography Tours:

Visit [www.russburdenphotography.com](http://www.russburdenphotography.com). Or Contact Russ at 303-791-9997, [rburden@ecentral.com](mailto:rburden@ecentral.com)

### 2010 Destinations include:

- ◇ Feb. 17 - 24, 2010 Florida Birds: Everglades / Fort Myers / West Palm - special low price.
- ◇ Apr 17 - 23, 2010 Monument Valley / Slot Canyons
- ◇ May 8 - 14, 2010 Arches & Canyonlands National Parks - includes 5 sessions of Photoshop instruction
- ◇ May 22 - May 31, 2010 Oregon Coast - 10 day trip
- ◇ June 12 - 18, 2010 Tetons and Yellowstone National Parks in Spring
- ◇ Sept 23 - Oct 3, 2010 Tetons and Yellowstone National Parks in Fall - 10 days
- ◇ Oct. 19 - 24, 2010 Hunts Mesa - Aerial perspective of Monument Valley includes TWO days in Capital Reef National Park.
- ◇ Nov. 2 - 8, 2010 Bryce Canyon and Zion National Parks
- ◇ Dec. 4 -10, 2010 Bosque Del Apache & White Sands National Monument.

### Mile High Wildlife Photography Club

**President:** Matt Schaefer

[mattscha@aol.com](mailto:mattscha@aol.com) 303-972-9882

**Vice-President:** Sam Fletcher

[shjff@aol.com](mailto:shjff@aol.com) 303-688-5107

**Secretary/Treasurer:** Patrick Devereaux

[Patrick@devereauxphoto.com](mailto:Patrick@devereauxphoto.com) 303-717-2436

**Newsletter Editors:**

Nancy Rynes Chris Frazier

[newsletter@mhwpc.org](mailto:newsletter@mhwpc.org) 303-356-2399

**Webmaster:** James Hager

<http://www.mhwpc.org> [webmaster@mhwpc.org](mailto:webmaster@mhwpc.org)

### TEAM LEADERS

**Monthly Programs:** Chuck Winter

[cwinter@mii-rmcc.com](mailto:cwinter@mii-rmcc.com) 303-972-2538

**Membership:** Rita Summers

[ritasummers@gmail.com](mailto:ritasummers@gmail.com) 303-840-3355

**Special Programs/Field Trips:** Chuck Winter

[cwinter@mii-rmcc.com](mailto:cwinter@mii-rmcc.com) 303-972-2538

**Competition:** Russ Burden

**Competition Scoring:** Chris Loffredo

**Competition Entries/Judging Coordinator:**

Fred Stearns 303 400-0385

**Snacks/Greeters:** Nancy Stocker 303-759-4056

**Publicity:** Buzz Soard 303-779-9933

**Library:** Betsy Lamb 303-841-2565

### BOARD of DIRECTORS

Rita Summers • Russ Burden

Chuck Winter • Chris Loffredo • Ron Eberhart

### January Meeting

Wednesday, January 13th

7:00 p.m. – 10:00 p.m.

at

### THE WILDLIFE EXPERIENCE

10035 South Peoria

Competition: Wildlife, Scenic, & Wildlife CC

November Attendance: Approximately 52

### January Digital Training Meeting

Wednesday, November 27th

7:15 p.m. – 9:30 p.m.

Please send your articles and input to

[newsletter@mhwpc.org](mailto:newsletter@mhwpc.org).