

CHARLOTTE URBAN

# HOME

FEBRUARY / MARCH 2016

CELEBRATING INSPIRATIONAL DESIGN AND PERSONAL STYLE



Contributing Editor  
THE GALLERY



J E R A L D  
M E L B E R G



## THE NECESSITY OF ART GALLERIES

*Collecting art in  
an organized  
and strategic fashion  
can be daunting.*

Art dealers are in the business of helping you and can be a vital resource, streamlining the process and even making it enjoyable. Imagine if galleries didn't exist – there would be no one to supply or advise the art-buying public and no formalized setting in which art transactions could take place. As in any industry, the art business is populated with good dealers, average dealers and terrible dealers. Here are some characteristics to

look for as you begin or continue to acquire quality works of art:

- **Good dealers listen to what you have to say.** They want to know what you are looking for and will show you the work of artists they represent that could possibly interest you.
- **Good dealers want you to learn.** They determine what you know and offer advice when it is needed. Your questions are answered in a direct and straight forward fashion.
- **Good dealers offer plenty of facts.** They discuss the visual, scholarly, aesthetic and historical aspects of the art you are interested in. They compare and contrast artists, quality levels, works of art and pricing.
- **Good dealers suggest tools and resources for continuing your education.** They recommend books to read, museums to visit, experts and collectors to meet, collections to see.
- **Good dealers speak your language and work with you at your own pace.** You should feel free to make your own decisions and never feel pressured to buy. You leave their galleries knowing that they are genuinely interested in your success as a collector. ♦

Now on view:

**Wolf Kahn: Early Pastels**

and

**Ida Kohlmeyer: Paintings and Sculpture**

January 16 - March 5, 2016

Jerald Melberg is the President and Director of Jerald Melberg Gallery, which he founded in 1983. Representing living artists and important estates, the gallery is located at 625 South Sharon Amity Road. Visit [www.jeraldmelberg.com](http://www.jeraldmelberg.com) to find out more, or call 704-365-3000. The gallery is open Monday - Saturday 10 a.m. to 6 p.m.



**Wolf Kahn**  
*IN TUSCANY, 1964*  
Pastel on Paper  
13 3/8 x 18 5/8 inches



**Ida Kohlmeyer (1912-1997)**  
*SYNTHESIS 92-11 1992*  
Mixed Media on Canvas  
36 x 36 inches