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November 2007

the Crafts Report®

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Can a Holiday Line Pay Off?

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Focus on furniture

Good Fortune Lies in Local Sales

■ Andrew Pitts, Heathsville, Virginia

I've been a professional furniture maker for two years. I exhibit in two co-op galleries and have a website, but those venues have resulted in few sales. Last year I showed at a local farmer's market, and suddenly I started to receive enough commissioned work that now I have to carve out time for speculative pieces. It all had to do with getting my name out locally, while charging reasonable rates folks could afford. All my commissioned work has been priced on a labor-plus-materials basis, reducing my risk while giving the clients exactly what they pay for.

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