

Be Honest With Collectors (and Take Naps): 13 Habits of Highly Productive Art Dealers

It's a notoriously difficult time to run a gallery. Here is how some dealers are making it work.

By Margaret Carrigan | November 20, 2017



L to R: Nicole Berry, Sara Kay

With rising rents and soaring art fair costs it's hard to imagine how dealers survive—much less thrive—in the current economic climate. But there are many who do, of course, so we asked nine of the hardest-working art dealers we know about the work routines and rituals that keep their careers on track.

Learn the Art of “Unproductivity”

Sara Kay, who recently launched her own eponymous gallery on New York's Lower East Side after dealing art independently for several years and, previously, directing London's White Cube gallery, agrees that taking time off is a must. “Like many New Yorkers, I used to wear my workaholic status like a badge of honor, and that worked well for a period of time,” she says. “Today, investing in my personal life is equally as important as investing in my career. Sometimes I have to say to myself, ‘You've done well, give yourself a little break.’”