



RICHARD MACDONALD, DIRECTOR OF DAWSON COLE FINE ARTS

We represent art that excites us and artists we truly believe are worthy of attention. We're passionate about what we have to share, and that excitement is the same whether the prospective client is an absolute novice or a sophisticated collector with a wealth of experience. We respond to the level of interest, curiosity and the desire to learn and appreciate art that different people bring into the gallery.

Some of the most rewarding conversations may not even result in a sale—but a sale is the ultimate confirmation that we have communicated effectively the worth of our artists. If we do our job well, the artist is understood, appreciated and valued, and the collector learns to see in a new way—to experience life with more intensity and vividness. That dynamic is the same whether the collector is nervously and excitedly buying their very first work of art,

or adding an impressive piece to a world-class collection.

The gallery brings us into contact with fascinating people, and we get to know them on a deeply personal level. Once we know a collector well and understand their tastes and preferences, we can seek out works that we think will spark their interest, or let them know when something extraordinary becomes available. It's very satisfying to know that, through the trust that develops, we can expand a collector's field of interest and bring greater depth to their collection.

A love of art is more universal than you might imagine—and an innate longing to experience it and understand it exists across a broad spectrum—and it is this quality that we respond to in the people who come into the gallery. This interaction makes art come to life.