

worked for customers I have bought for over the years.”

It has also worked for Micky, who, as a gallery owner, obviously has a keen eye for knowing a sound investment when she sees one, but who, as an art lover, is keen to stress that first and foremost she has to “love the work”.

As I am taken on a guided tour of her home, Micky shows me her first ever serious painting, *Venetian Masquerade* by Sir Russell Flint, which her grandmother bought her for her 21st birthday and has pride of place in her bedroom; a Sven Berlin in her study, which she bought because “she loved the colours”; a large David Bromley in the living room, which she paid £2,500 for three years ago and now sells for up to £15,000; a Blek le Rat which she describes as a “good buy” and which has appreciated in value from £295 to £1,200, and finally her latest purchase, the Tony Briggs photograph of supermodel Kate Moss, *Haute Coiffure*, which she admits she purchased with “more of a business head on”.

“I bought this piece because it’s a strong image, but obviously I do know that this will do well.

“The point with Kate Moss is that she was just 17 in this photograph and she is an icon, and it’s a lovely small edition of just 25 as well, a more typical run is 250.”

Micky tell me she originally purchased the photograph at the Affordable Art Fair, which leads her on to her top tip for buying art (for

## Visiting an art fair means you can have face-to-face contact with many dealers who can help you make an informed decision



*Hunter Owl* (bronze resin edition of 18) by established sculptor Stanley Dove. Collectors include Lord Archer, Sebastian Faulks and Eddie Jordan

more of Micky’s tips go to page 59).

“To go to an art fair where there are 50-150 galleries that have all been specifically selected under one roof is your best bet. It’s like when you go clothes shopping; if you just go to one shop, you can just end up picking up the first thing and not seeing what else is out there.”

Visiting an art fair means that you can have face-to-face contact with a whole host of dealers who can provide you with a wealth of information for making an informed and wise decision.

“When you see something you think is amazing, and you feel that you have to have it, speak to the dealer and get some background on the artist. Have they won any art prizes, or do they have any public commissions? And get a feeling for the dealer – many of us have long standing clients because they trust us and have faith in us.”

As well as representing their own gallery artists, art dealers will source work by other artists for their clients, whether the customer has requested a particular work or name, or whether the dealers suggest a work or artist they believe has the “right image” for that particular client. So in terms of buying art, forming a relationship with a dealer can mean you are often one step ahead of the game as dealers can spot the emerging talent and know where to source the work from the “right origins”. Think, if you will, in terms of Coleen being the first to get that must-have Chloe bag from her local fashion boutique.

And much like Coleen committing the cardinal sin of stepping out in the same dress as her WAG peer, Micky is keen to touch upon some of the pitfalls to



*Ten Heads* (wire drawing and emulsion on canvas) by one of Micky’s most successful artists, Fiona Morley



Micky has her own budding artist in her five-year-old son Jacob, but jokes he doesn’t get his talent from her