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He writes about shooting in a way that will enable you to tell a cohesive and compelling story that when organized into an album will deeply resonate with your clients. He discusses the art of pricing and presenting albums so that it makes sense to clients and then shows you how to create an awesome design consultation so that everyone feels excited and inspired to have their story in print.

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~~Albums 101 – The Art and Business of Album Design~~

Kathleen: I started creating digital photo albums for clients in 2009. My first real client asked me to scan all her printed photos and then compile all those photos into books – that was about eight books!

Rachel: I have been designing photo albums as a business since 2010. My very first album was a

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scrapbook that I made for our wedding ...

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Selling albums to boudoir clients is one of the most profitable products around. In this blog post we'll show you how to design a boudoir album for your client or even with your client sitting right in front of you.

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Andrew Funderburg discusses how to build a richer experience for your clients and your business by creating an experience through storytelling across a sequence of images, rather than in isolated portraits that capture only one moment. He shows you how to find the heart of each client's story and how to shoot for the story using a three-act structure. He writes about shooting in a way that will enable you to tell a cohesive and compelling story that when organized into an album will deeply resonate with your clients. He discusses the art of pricing and presenting albums so that it makes sense to clients and then shows you

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How to create an awesome design consultation so that everyone feels excited and inspired to have their story in print.

"Now aspiring wedding photographers have a comprehensive guide to building a profitable wedding business! Profitable Wedding Photography contains all the necessary tools and strategies to successfully launch and grow a personally rewarding and financially successful wedding photography business. Drawing from her 23 years of experience in the wedding photography industry, author Elizabeth Etienne helps readers reduce the growing pains both in shooting a wedding and dealing with wedding

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clients. With an introduction written by celebrity wedding planner Colin Cowie, this indispensable book shows how to create a great product, offer dynamic customer service, price your product and service appropriately, package your product uniquely, and market that product in the most effective way possible. Unique features include prep sheets such as: couple's questionnaire, shot list, photo timeline, helpful hints, contract, and package rate sheet. Anyone looking for practical advice on how to start and grow a wedding business will need this one-stop resource from one of the most sought after wedding photographers in the world"--

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Now aspiring wedding photographers have a comprehensive guide to building a profitable wedding business! Drawing from her twenty-three years of experience in the wedding photography industry, author Elizabeth Etienne helps readers reduce the growing pains both in shooting a wedding and in dealing with wedding clients. Unique features include prep sheets such as: couple's questionnaire, shot list, photo timeline, helpful hints, contract, and package rate sheet. With an introduction written by celebrity wedding planner Colin Cowie, this indispensable book will teach you how to: - Create a great product - Offer dynamic customer service - Price your product and service appropriately - Package your product uniquely

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creative professionals succeed and thrive. We often publish in areas overlooked by other publishers and welcome the author whose expertise can help our audience of readers.

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needs of each unique client. Discover how easy it can be to start getting the word out about your fabulous wedding business. Best of all, see firsthand how rewarding and lucrative your wedding planner venture can be. Make money, work for yourself, and be the behind-the-scenes person making sure your clients have the best memories for the most important day of their lives.

Tap into solutions for the Top 10 Challenges Every Business Encounters and Learn the Keys to Transform Your Business today. The Profit Pattern by John Mautner: Learn the key solutions to solve the ten proven, repeatable and beatable challenges that

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every business encounters. Whether you are a startup, restructuring or escalating to a higher level, you can grow your business, improve performance, improve efficiency, starting right now with the help of The Profit Pattern. This is an insider's look at the strategies behind authority business coach and serial entrepreneur John Mautner's formula. The Profit Pattern will help you protect, restore and grow your business, just as Mautner personally has done to help thousands of other businesses. Discover the challenges that every business faces and learn how to make a difference, transform your business, improve efficiency, and impact your company's bottom line. Whether you are facing financial challenges or are

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seeking greater heights, The Profit Pattern will guide you to improve performance, increase productivity and time management through simple steps so you can accomplish all your goals. Inside The Profit Pattern: The Top 10 Tools To Transform Your Business Drive Performance, Empower Your People, Accelerate Productivity and Profitability you will receive access to many downloadable pdf's, quizzes and tools that will help you along as you implement Mautner's proven formula.

If you've got great camera skills and want to take the plunge and make your passion a career, you'll need to build a solid business foundation from which your

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Passion and creativity can take flight. If you're like most artists, the business side of things seems a bit dry—and it may be something you dread. Fortunately, Lori Nordstrom takes the sting out of your studies and gives you all of the skills you need to plan your business, attract the attention of the clientele you want to serve, recruit a staff that supports your creative and financial objectives, create a top-notch customer-service experience, and show and sell your unique images to happy clients, time after time. Lori Nordstrom is an award-winning photographer and an active lecturer and blogger who inspires other photographers to make smart business decisions that positively impact the children-and-family portrait

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Industry as a whole. In this book, she's compiled her hard-won tips, sharing clear, simple ideas for developing your personal style; identifying your ideal client base, creating a referral system, constructing displays, getting media coverage, and hosting events. She'll also help you understand how to hire a staff, create a budget, schedule your time, manage your workflow, and establish a sense of value and a cost structure that allows for a nice profit. Because all of your pre-session efforts should lead to a successful photographic experience for your clients, special attention is given to cultivating a standout studio experience that allows clients to feel relaxed, happy, and yes, pampered. Nordstrom also helps readers

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work through some issues that are notoriously challenging for photographers—breaking free of pricing set points, selling their products, and overcoming client objections to close the sale. This book offers a fresh, exciting, and friendly approach to building a sustainable business that affords photographers the opportunity to confidently create—and make a great living.

The Business of Design debunks the myth that business sense and creative talent are mutually exclusive, showing design professionals that they can pursue their passion and turn a profit. For nearly thirty years, consultant Keith Granet has helped

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designers create successful businesses, from branding to billing and everything in between. Unlike other business books, *The Business of Design* is written and illustrated to speak to a visually thinking audience. The book covers all aspects of running a successful design business, including human resources, client management, product development, marketing, and licensing. This timely update on the tenth anniversary of the first edition includes new content on social media, working from home, and understanding and working with different generations, essential tools in today's ultracompetitive marketplace.

Cover crops slow erosion, improve soil, smother

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weeds, enhance nutrient and moisture availability, help control many pests and bring a host of other benefits to your farm. At the same time, they can reduce costs, increase profits and even create new sources of income. You'll reap dividends on your cover crop investments for years, since their benefits accumulate over the long term. This book will help you find which ones are right for you. Captures farmer and other research results from the past ten years. The authors verified the info. from the 2nd ed., added new results and updated farmer profiles and research data, and added 2 chap. Includes maps and charts, detailed narratives about individual cover crop species, and chap. about aspects of cover cropping.

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They left in the middle of the night—often carrying little more than the knowledge to follow the North Star. Between 1830 and the end of the Civil War in 1865, an estimated one hundred thousand slaves became passengers on the Underground Railroad, a journey of untold hardship, in search of freedom. In *Through Darkness to Light: Photographs Along the Underground Railroad*, Jeanine Michna-Bales presents a remarkable series of images following a route from the cotton plantations of central Louisiana, through the cypress swamps of Mississippi and the plains of Indiana, north to the Canadian border— a path of nearly fourteen hundred miles. The culmination of a

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ten-year research quest, *Through Darkness to Light* imagines a journey along the Underground Railroad as it might have appeared to any freedom seeker.

Framing the powerful visual narrative is an introduction by Michna-Bales; a foreword by noted politician, pastor, and civil rights activist Andrew J. Young; and essays by Fergus M. Bordewich, Robert F. Darden, and Eric R. Jackson.

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