

## **Small Works Salon/Silent Auction 2024 Frequently Asked Questions**

This year we have 50 salon places available. They are allocated strictly on a first-come first-served basis. Buy your place when you register for the symposium and don't miss out!

### **What is the Salon?**

**The Salon is a separate event from the MAANZ National and the 30:30 exhibitions.**

The Small Works Salon is a silent auction where you can buy, exhibit and sell a small piece of mosaic work in a fun and informal atmosphere. It's your chance to sell a small piece and/or to buy a small piece from your favourite mosaicist.

### **Who can come to the salon?**

Attending the salon is open to all symposium attendees (and guests if they have a guest ticket for the event) but to exhibit in the salon, you **MUST** buy an exhibitor's place

### **How can I enter as an exhibitor?**

You must buy a place when you register for the symposium on the MAANZ website. Be aware that these tickets sell quickly, although we will have a waitlist.

### **What information do I need to send?**

Registered salon exhibitors will be contacted by the salon co-ordinator Jane Denison who will tell you what information you need to send her. Exhibitors will need to send her details of their piece by September 30.

### **What can I enter?**

The piece must be mosaic in some form and the longest side must be no bigger than 30 cm (12" for our American friends) but there are no other restrictions. The mosaic can be wall hanging, free standing, mosaic jewellery etc and can have been exhibited in MAANZ before. You get to set your own starting price and are responsible for the sale yourself. MAANZ takes no commission.

### **Does my piece have to be for sale?**

Yes

### **Does my piece have to be finished when I buy my place?**

No, you don't have to have a finished piece to buy your place or even to have started one. In fact, it's usually better not to wait as places sell very quickly. Buy your place when registration opens.

### **Do I have to send my piece to Geelong in advance?**

No. You can bring it with you. Registered salon entrants will be contacted before the symposium and given details of when to bring their piece to the salon venue.

### **How does the silent auction work?**

Pieces are arranged in the venue in alphabetical order of artist. Every piece has a place tag beside it showing the name of the artist, title of piece, payment methods accepted and the starting price. A bidding sheet is placed next to each piece which includes the starting price as the first bid, and during the auction, interested people write their bids on the bidding sheet. You will be asked for this information when Jane contacts you. At the end of the auction, the highest bidder wins and you **must** sell to that bidder even if there is only one bid at the minimum price.

### **Is there a bid increment?**

Yes, the minimum bid increment is \$5. This means that all bids must be at least \$5 higher than the previous bid.

### **Size Matters!**

Your piece must be 30 cm x 30 cm or smaller. 3D pieces must be 30 cm x 30 cm x 30 cm or smaller. Basically, think 30 cm max on the longest side. For our American friends, we'll accept pieces 12" x 12" or smaller.

### **Does the size limit include the frame?**

Yes. The whole piece, including the frame and any non-mosaicked areas **MUST** fit into the size limitations.

### **Why are there size limitations?**

The idea is that the Salon is for small works that you can bring easily and that buyers can fit in their hand luggage and take home.

### **Can I submit a painting or other artwork?**

The salon is for mosaic work only, but it can be mosaic of any sort: free standing, wall hanging, functional, mosaic jewellery etc. A piece which combines another medium such as paint, encaustic, fused glass or beading with mosaic is fine as long as the mosaic element is at least 50% of the piece.

### **Is there a theme?**

No. The design is of your choice, but should be your original work, or if a copy, a copy of something which is copyright free.

### **Who sets the starting price?**

You, the artist. The co-ordinator cannot set your price for you. As there is a bid increment of \$5, it's suggested that you set your starting price ending either in a 0 or a 5 to make the maths easier for bidders. You may also wish to take your salon entry fee and the cost of materials into account.

### **How do I work out my starting price?**

There are two ways of doing this. You can set a low starting price and hope that people will be so excited by the chance of getting your work for a low price that there will be a bidding war. Alternatively, you can set your starting price at the lowest price you would be happy accepting for the piece.

There is of course, no way of knowing what will happen in advance, but at the 2019 salon all 34 entries sold, most above the starting price. Starting prices ranged from \$10 to \$400 and over \$6,000 changed hands.

**Does MAANZ do the financial transaction for me?**

No, sorry, this is the responsibility of the artist or your proxy and needs to be settled immediately after the auction closes. Jane will contact you and ask how you wish to accept payment and this info will be on the place card displayed next to the piece.

**How do I get paid?**

That's up to you. Jane will ask you what means of payment you accept, and that information will be on the place card next to your piece. You must bring an appropriate electronic device if you say you will accept payment electronically.

**Does MAANZ take a commission?**

No, all the money for the sale (apart from the entry fee) goes to the artist.

**May I enter more than one piece?**

Due to space restrictions and that we want as many people as possible entering the Salon, there is a limit of one entry per person.

**Must I attend the symposium in order to put in work for sale?**

Yes, you must be attending the symposium as a registered attendee, speaker, workshop presenter or vendor. If for any reason, you are unable to attend the salon part of the symposium, you may nominate a proxy to register your piece and take your payment.

**Who can bid on works in the salon?**

Anyone who is present can bid, either for themselves or for people who are not able to be there.

**IMPORTANT - FOR OUR OVERSEAS VISITORS:**

**Pricing** - Please note that all transactions are in Australian dollars, so you need to set your starting price in Australian dollars and be prepared to accept them in payment for your piece.

**Materials** – Australia has very strict quarantine and biosecurity regulations, and if your piece contains wood in any form, including the frame, you will need to declare it. This also applies to other organic materials such as shells, straw, horn, etc. **Declare it when you come into the country.** If you don't declare it and it is discovered, you risk a fine and possible confiscation.

If you have any further questions, please email Jane Denison, the salon co-ordinator at [janefurney49@gmail.com](mailto:janefurney49@gmail.com) or phone her on 0434 640089.