

### *Anonymous*

One of the ways we tackle the buy/sell issue is by selecting a group of jurors who each have expertise in specific media. We run our show by artists, for artists, and we seek to have folks on board who can not only help us select the best work, but also identify problems in the area they are most knowledgeable about.

Further, in a process that takes place before the full jury convenes, a person on the fair committee runs through the entries to identify any potential issues. Applicants supply their website information with their application, and this has been helpful in identifying artists who, for example, describe their work as the product of a cottage industry on their website while representing it as their personal handiwork on our application. Google can also be our friend--when one applicant submitted a couple of too-good-to-be-true examples of his work, a simple web search describing the work produced links to a few different suppliers of the kits from which his work was made. Since our application criteria specifically prohibit mass-produced items and those made from commercial kits, we had to disqualify these applicants.

Of course, it's also important to have jurors who keep up to date on trends in the general art show industry. For example, I first heard about the wooden watch people at the conference in Indianapolis! They haven't tried to hit our humble little show yet, but if they do, we'll know better.

To our minds our approach, which is heavily focused on identifying issues before and during the jurying, is better than having to deal with a complaint at a show. The latter could involve a false accusation (with little ability for the accused to defend themselves), or the disruption that accompanies removing an exhibitor from a show. We find the best way to enforce rules at a show is to keep them from being broken in the first place.

We spend much more time per applicant on our process than is the norm, and we have more jurors than the typical show. That makes this hands-on process possible, and keeps it fair. A small, completely blind jury looking at hundreds of sets of slides for just a matter of seconds each couldn't replicate our process.

In short--keeping buy/sell out of shows requires much more up-front time from jurors and show organizers. But it can pay off: when our organization first started managing this show, there were many more buy/sell and otherwise iffy applicants. We see much fewer of them now, as word appears to have gotten out in our smallish community that we're serious about keeping it out.