



# 8 Habits of Highly Successful ARTISTS

Based on Stephen Covey's book & notes from  
Artists Helping Artists Blog Talk Radio May 17, 2012

*Habit #1*

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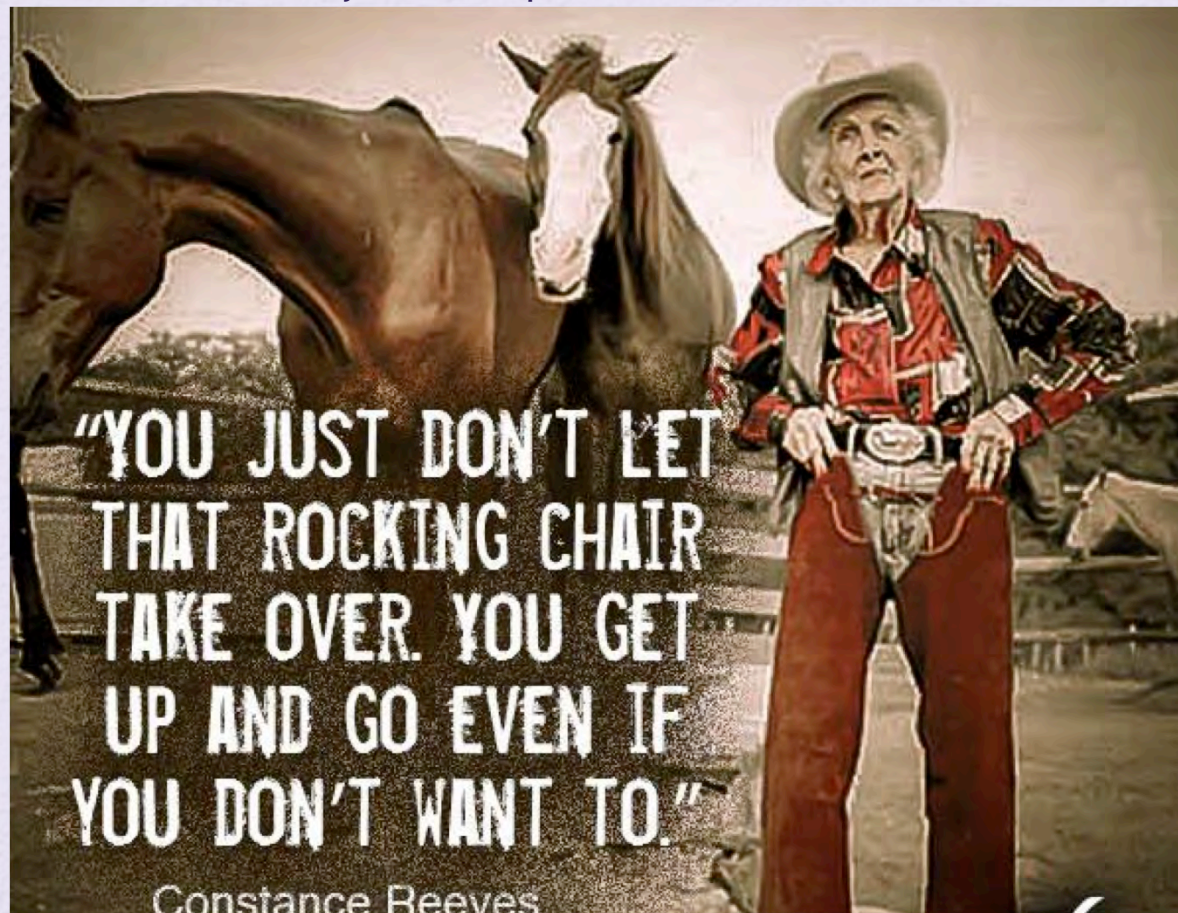
BE Proactive



# You Choose

success or failure  
courage or fear...

every situation provides a new choice.





# Your Life...

- is carefully designed by you.



# Choose to REMEMBER



THE Joy of Printing®



## *Habit #2*

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Begin with the END  
in Mind!

Envision with the mind what  
you can't see with the eyes.





## Artists are visual.

- If it is not in front of us it is gone.
- When we file it away, it goes out of our radar.

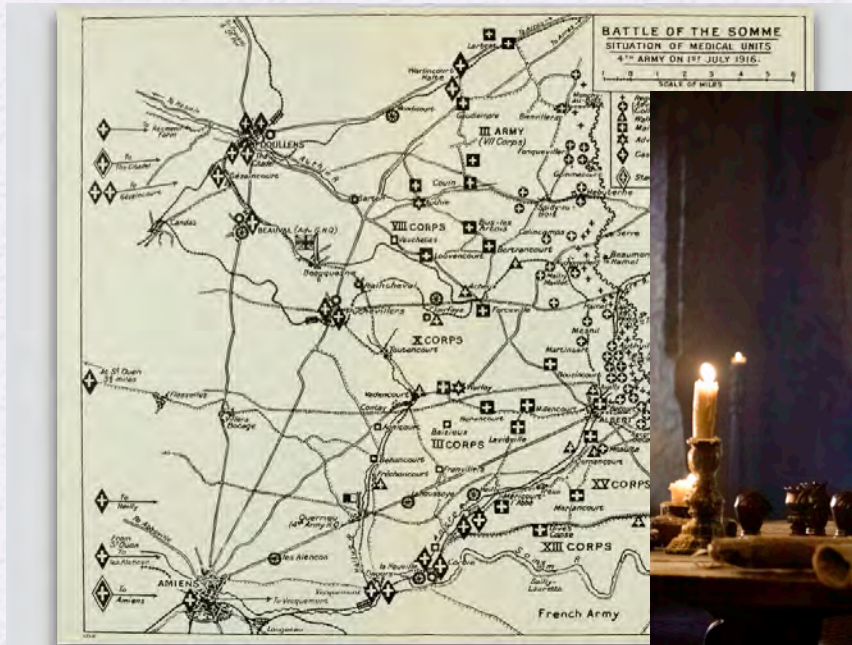




# BE REALISTIC



Former soldier turned artist developed a war room with a strategy plan for his art.  
He posted his goals mapped on the wall as if going to war.





Don't do everything that comes your way.

Painting needs to come first.

Develop habits to keep you on track.





# STUDIO HOURS

Every successful artist has studio hours. Set your hours and don't get side-tracked. Plan like you would for a 9 to 5 job!

Balance your time in the studio with your time marketing.

It takes a lot of work to succeed.



## Habit #3

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Put first things first



# ORDER

Keep your studio conducive to  
creating great art.

*Not like Frances Bacon!!*





# Management

Have the **right tools**

**Buy the best you can afford!!**

Good art supplies  
make a world of  
difference!!!





# Management

**PLAN for DISTRACTIONS:**

**No phone... play music  
GUARD YOUR PAINTING  
TIME!!!**



# Management

Manage the **TIME**

A good **calendar** with  
commission deadlines, shows,  
one year out at least.

Don't miss deadlines

Record it on next years calendar  
so you will not forget.

Write out a **schedule**.





## *Habit #4*

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Think WIN/WIN

# Watch for pitfalls...

- Life is a cooperative arena not a competitive one. Mutual benefit is of great value.
- **Hoarding** causes stagnation, **Giving** brings life!!





# Verify & validate

- Give guarantees on commissions



- Ask for workshop reviews, testimonials, ask people to share on Facebook. They don't think to do it so ask.

# Reputation

- **Send thank you notes...** *People will remember you. Galleries, customers, students... when they think of you will smile!*  
*The manners your mom taught you are a rare thing in today's email/texting culture.*





# Prepare ahead!

Don't underestimate the power of a positive reputation.

**Keep note cards** (that feature your paintings) by your desk with stamps so they are right there.



## *Habit #5*

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Seek first to understand and then to  
be understood



# MOST PEOPLE

**DO NOT LISTEN  
WITH THE INTENT TO  
UNDERSTAND;  
THEY LISTEN WITH  
THE INTENT TO REPLY.**

- STEPHEN R. COVEY -

[ZERODEAN.COM](http://ZERODEAN.COM)



People often filter everything through life experiences, personal frame of reference... often think they know what you mean before you finish talking.

Be careful to **avoid miscommunication** regarding commissions and workshops!

**Listen, verify and validate.** Take steps to protect you both.

## *Habit #6*

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# Synergize

Two heads are better than one



# Don't Isolate!!!



## Creative Cooperation

- Two heads are better than one. Expertise, experience and discovery. It is easy to get in your own solitary world. Meet for lunch every month or conference call with other artists. Schedule a small group show, meet people beyond your circle, comment on blogs, share on facebook, join societies, like Mentor Mondays. **Get out there.**

*Habit #7*

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Sharpen the  
saw



# Sharpen the saw

- Preserve and enhance your greatest asset YOU!
- Have a balanced program for renewal in the five areas of your life, physical, social, emotional, mental and spiritual.





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**Feed your creativity** and strive to learn.

Workshops, books, look at other artists work, not to copy but for inspiration and motivation, go through all your photo files, try new things, keep yourself motivated, take a workshop

*Never Stop Learning*



## *Habit #8*

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# Share

what you know and give back



- Share what you know and give back.
- Help one or 100 artists.
- Volunteer to teach art to underprivileged kids. Be a mentor
- Open your studio...



# Ripple Effect



## I AM PART OF THE RIPPLE EFFECT

*I always hear people say...  
I can't make a difference...  
I am just ONE person,  
I don't have the resources etc.  
Realize that even the Smallest  
Acts of Kindness  
Creates a Ripple Effect...  
If Every Person did ONE Small thing,  
we would have a very different world...*

*Paying it forward TheRippleEffect.com*



*Christine Pilkinton Studio*

[www.PortraitCreations.com](http://www.PortraitCreations.com)