



Resourceful.

THE ART RESOURCE GROUP REGROUPS AT NEW STUDIO

MIRIAM SMITH'S PASSION IS ART. SHE BUYS IT, SELLS IT, STUDIES IT, RESEARCHES IT, COLLECTS IT, GIVES SEMINARS ON IT, APPRAISES IT, BIDS ON IT, INSTALLS IT, LIGHTS IT, LIVES IT, BREATHES IT.

"WHEN CLIENTS CALL TO SAY THAT THE NEW ART IN THEIR HOUSE HAS CHANGED THEIR LIFE, THAT BRINGS ME A SENSE OF SATISFACTION THAT DEFIES DESCRIPTION," SAID SMITH, NOTING THAT SUCH CALLS COME IN ON A FAIRLY REGULAR BASIS.

SMITH IS THE FOUNDER OF THE ART RESOURCE GROUP, A BURGEONING BUSINESS SHE STARTED 20 YEARS AGO IN LAGUNA BEACH. RECENTLY THE COMPANY MOVED FROM ITS LOCATION ON THE PACIFIC COAST HIGHWAY IN CORONA DEL MAR TO A 1,400 SQUARE FOOT FACILITY ON IRVINE AVENUE IN SANTA ANA HEIGHTS NEAR NEWPORT'S BACK BAY. THE NEW STUDIO CONSISTS OF LARGE EXHIBITION SPACES AND DISPLAY WALLS, AS WELL AS AMPLE STORAGE SPACE FOR SHIPPING AND PRESENTATIONS FOR CLIENTS.

THE KEY TO SMITH'S SUCCESS? SHE AND HER ASSOCIATE, KELLIE ABBOTT (WHO EARNED A B.A. IN ART HISTORY FROM WELLESLEY COLLEGE), TAKE THE TIME TO LEARN EACH CLIENT'S TASTE. THEY STUDY THE MILIEU IN WHICH THE ART WILL BE DISPLAYED, AND THEY TALK TO EACH CLIENT FOR A SUFFICIENT PERIOD OF TIME TO DETERMINE HIS/HER BUDGET AND INDIVIDUAL AESTHETIC.

"THEN COMES THE CREATIVE PART," EXPLAINED SMITH, IN REFERENCE TO THE HOURS SHE AND ABBOTT SPEND RESEARCHING CURRENTLY AVAILABLE WORKS AND CONTACTING AN EXTENSIVE NETWORK OF GALLERIES AND OTHER RESOURCES (HENCE THE NAME OF HER BUSINESS), SEARCHING FOR PIECES IN DISPARATE MEDIA, HISTORICAL PERIODS, AND COUNTRIES THAT COMPLEMENT ONE ANOTHER AND THE SETTING IN WHICH THEY ARE TO BE EXHIBITED.

AMONG SMITH'S SATISFIED CLIENTS IS LESLEY OBADITCH, WHO PURCHASED A HOME IN CORONA DEL MAR TEN YEARS AGO AND TURNED TO THE ART RESOURCE GROUP FOR HELP IN "FILLING IT WITH COLOR."

"MIRIAM HAS AN UNCANNY ABILITY TO QUICKLY DETERMINE WHERE ONE'S TASTES LIE," SAID LESLEY. "SHE WAS ABLE TO SHOW ME SOME INTERESTING PIECES AND TOOK ME TO SOME GALLERIES. MY HUSBAND AND I HAD A NUMBER OF POSSIBLE ARTWORKS DELIVERED TO OUR HOUSE, AND MIRIAM HELPED US EVALUATE HOW EACH MIGHT FIT IN VARIOUS LOCATIONS. SHE WAS INVALUABLE IN





BEING ABLE TO BRING HER CONSIDERABLE EXPERIENCE TO BEAR ON EXACTLY WHAT PARTICULAR WORK WAS RIGHT IN JUXTAPOSITION WITH OTHERS [TO CREATE] THE AMBIANCE WE WANTED.”

THE OBADITCHES PURCHASED TWO PAINTINGS WHICH BECAME THE NUCLEUS OF A COLLECTION THAT HAS CONTINUED TO GROW. “WHAT STARTED AS AN EFFORT TO ENHANCE THE ENVIRONMENT OF OUR HOME HAS BECOME OUR PASSION,” SAID LESLEY, NOTING THAT SMITH INTERESTED THEM IN SEVERAL WORKS THAT THEY WOULD NOT OTHERWISE HAVE CONSIDERED. “SHE GUIDED US TO A DEEPER APPRECIATION OF ART IN GENERAL AND PAINTING AND SCULPTURE IN PARTICULAR,” LESLEY ADDED.

ANOTHER SATISFIED CLIENT, DR. JEANNE SPUDICK, RECALLED A FOGGY MORNING WHEN, ON HER WAY TO WORK, SHE SPOTTED A PAINTING IN THE WINDOW OF THE ART RESOURCE GROUP’S CORONA DEL MAR GALLERY. “I COULD NOT STOP THINKING ABOUT THAT DARN PAINTING ALL WEEKEND,” SAID SPUDICK. “THAT SUNDAY EVENING I PHONED MIRIAM, WHO WAS KIND ENOUGH TO ANSWER MY



CALL. SHE INFORMED ME THAT THE PAINTING WAS BY AN ARTIST NAMED JON SERL, AND OF COURSE SHE KNEW ALL OF THE WONDERFUL HISTORY ABOUT THE ARTIST AND HIS PAINTINGS, WHICH TRULY BROUGHT THE PAINTING TO LIFE. SHE EVEN MADE ARRANGEMENTS FOR ME TO VIEW THE PAINTING IN MY OWN HOME EARLY THE FOLLOWING WEEK. I NOW HAVE AND TREASURE THAT PAINTING, THANKS TO MIRIAM. THE PAINTING IS A GEM, AS IS MIRIAM, AND I LOOK FORWARD TO WORKING WITH HER FOR MANY YEARS TO COME.”

SMITH’S AND ABBOTT’S EXPERTISE IN THEIR FIELD HAS DRAWN THE ATTENTION NOT ONLY OF INDIVIDUAL HOMEOWNERS WHO LACK EITHER THE TIME, KNOWLEDGE, OR CONFIDENCE TO INVEST IN ART ON THEIR OWN, BUT ALSO OF ARCHITECTS AND DESIGNERS, WHO HAVE FAITH IN THE WOMEN’S ABILITY TO FIND ART THAT IS COMPATIBLE WITH THEIR CLIENTS’ TASTE, THAT ENHANCES THE STRUCTURE ITSELF AND THAT IS WITHIN THEIR BUDGET. “INTRIGUING WORK IS AVAILABLE IN ALL PRICE RANGES, FROM PICASSO TO EMERGING ARTISTS. SETTING THE BUDGET HELPS US TO CREATE FOCUS,” SMITH EXPLAINED.

“INVESTING IN ART CAN BE DAUNTING, EVEN A BIT FRIGHTENING,” SAID SMITH, NOTING THAT “ARTSPEAK” IS A LANGUAGE THAT TAKES YEARS TO DEVELOP. (BOTH SMITH AND ABBOTT ARE FLUENT IN ARTSPEAK, AND THEY ARE ABLE TRANSLATORS AS WELL.) SMITH OBSERVED THAT “GALLERIES ARE INTIMIDATING TO SOME PEOPLE, AND GALLERY OWNERS OFTEN DON’T HAVE THE TIME OR RESOURCES TO DETERMINE CUSTOMERS’ NEEDS AND TASTE, TO EDUCATE THEM ABOUT THE RANGE OF ARTISTS AND/OR STYLES IN WHOM THEY MAY BE INTERESTED, OR TO INTRODUCE THEM TO ARTISTS WHOSE WORKS MAY NOT BE HANGING IN THE GALLERY AT THAT TIME.”

ALTHOUGH KNOWLEDGEABLE ABOUT ALL PERIODS OF ART, BOTH SMITH AND ABBOTT HAVE A PARTICULAR EXPERTISE IN TWENTIETH CENTURY ARTISTS. ONE OF SMITH’S FAVORITE ASPECTS OF HER WORK IS HER PERPETUAL SEARCH FOR NEW, UNDISCOVERED ARTISTS OF QUALITY. SHE IS PARTICULARLY ANIMATED WHEN DISCUSSING WHAT SHE REFERS TO AS “AN EMERGING GENERATION OF ARTISTS IN THE UNITED STATES THAT ARE PRODUCING EXCITING, INNOVATIVE, QUESTIONING ART.” SHE ENCOURAGES HER CLIENTS TO SUPPORT YOUNG TALENT WORKING IN A VARIETY OF MEDIA, WHICH FREQUENTLY RESULTS IN SUBSTANTIAL FINANCIAL GAIN FOR THE INVESTORS.

SMITH HAS BUILT NUMEROUS PRIVATE COLLECTIONS OF HISTORICAL AND CONTEMPORARY ART AND ESTABLISHED WORKING RELATIONSHIPS WITH HUNDREDS OF ARTISTS, COLLECTORS AND ART PROFESSIONALS OVER THE LAST 30 YEARS. CURRENTLY SHE IS PLEASED TO HAVE AN EXTENSIVE INVENTORY OF WORKS OF ART FROM THE CALIFORNIA AND NEW YORK POST-WAR, MODERN ERA, INCLUDING WORKS BY SAN FRANCISCO BAY AREA AND NEW YORK FIGURATIVE AND ABSTRACT ARTISTS. “THIS SECTOR OF THE MARKET IS GROWING IN IMPORTANCE,” SMITH NOTED. THESE HISTORICAL WORKS OF ART, RARELY SEEN IN REGIONAL GALLERIES, ARE AVAILABLE FOR VIEWING AT THE NEW STUDIO.

SMITH IS A CERTIFIED MEMBER OF THE APPRAISERS ASSOCIATION OF AMERICA WITH AN EXPERTISE IN 19TH THROUGH 21ST CENTURY ART AND IS OFTEN CONSULTED WHEN CLIENTS WISH TO DIVEST WORKS. SHE HAS SOLD SINGLE WORKS OF ART AND ENTIRE COLLECTIONS FOR MANY SATISFIED FAMILIES, WHO NOTE THAT MARKET ANALYSIS AND RESALE STRATEGIES ARE AMONG HER STRENGTHS.

WHETHER YOUR NEEDS INVOLVE ACQUIRING, DIVESTING, APPRAISING, MOVING, INSTALLING, OR LIGHTING WORKS OF ART, THE PROFESSIONAL EXPERTS EMPLOYED BY THE ART RESOURCE GROUP ARE READY TO SERVE YOU. AFTER DESIGNING THE IDEAL VIEWING SPACE, SMITH OPENED THE DOORS OF THE NEW QUARTERS ON APRIL 15.

IF YOU ARE INTRIGUED, PERUSE THE WEB SITE AT WWW.ARTRESOURCEGROUP.COM AND CALL OR E-MAIL SMITH AND ABBOTT, EITHER OF WHOM WOULD BE DELIGHTED TO GIVE YOU A TOUR OF THE NEW STUDIO.

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