

THE INFORMED SOLUTION

At **BEHNKE DOHERTY & ASSOCIATES**, we help clients overcome the challenges of collecting and make informed decisions, giving them confidence that the art and antiques they purchase are both what they purport to be and fairly priced within the market at the time. Moreover, we strive to make sure that the individual pieces work together aesthetically to create a cohesive whole by giving clients a single, centralized source of advice.

- **WE WORK ONLY FOR THE BUYER:** Our advice is completely objective and our interests are fully aligned with those of our clients. We don't have an economic stake in what we recommend for purchase. We are advisors, not dealers. Our mission is to find the best of what is available - wherever it is found - not what is in one particular dealer's inventory or geographic location.
- **WE HAVE BROAD EXPERTISE IN MULTIPLE DISCIPLINES:** We cover a broad range of fine and decorative arts, unlike individual galleries or curators who narrowly focus on one particular area. This breadth helps us fit each individual purchase into the broader aesthetic framework that the client is seeking to achieve and offers the client a single centralized source of advice. Coverage areas include:
 - ◇ 19th/20th century and contemporary paintings and sculpture
 - ◇ Classical and contemporary photography
 - ◇ Asian decorative art and ceramics
 - ◇ Tribal art and textiles
 - ◇ Fine antique American, European and Asian furniture
 - ◇ Antique Persian and Caucasian carpets
- **WE HAVE ACCESS TO THE BEST DEALERS:** We bring our clients access to a network of hundreds of relationships, cultivated over two decades, comprised of the finest dealers in the United States, Europe and Asia who enjoy the highest reputations for integrity and fairness. We strive to give our clients the kind of broad market access that would be impossible for them to achieve on their own.
- **WE HAVE AN AFFILIATE NETWORK OF WORLD CLASS SPECIALISTS:** Our advice is complemented and enhanced through our proprietary network of specialists who are each held in the highest regard in their respective fields and who can provide our clients with sophisticated, independent connoisseurship when needed. Their personal networks can be invaluable in locating or authenticating a particular object. In addition, we can provide clients with expert assistance in conservation and restoration, framing, appraisals and insurance.
- **WE ESTABLISH MARKET CONTEXT TO ASSESS FAIR VALUE:** In addition to being in constant contact with our dealer network, we regularly attend the major fine and decorative art fairs in the United States and Europe and well as the major auctions. As a result, we are able to provide our clients with up to the moment knowledge of the market's pricing structure. We undertake a thorough canvassing of the market for similar pieces currently available. Rather than having our clients "learn from their mistakes" we provide them with the resources necessary to prevent mistakes in the first place.