



# The Graphic Designer's Guide to Clients

*Ellen M. Shapiro*

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## **The Graphic Designer's Guide to Clients** Ellen M. Shapiro

Here is the perfect volume for graphic designers who want real-life advice for long-term success. Renowned designer Ellen Shapiro reveals time-tested tricks of the trade—for making sure the clients you want to work with know about you, become your clients, and work with you productively. Then, in a series of one-on-one interviews, leading designers such as Milton Glaser, April Greiman, Mke Weymouth, Drew Hodges, Marc Gobé, and partners in Pentagram reveal their personal experiences and insights on how to uphold creative standards while fulfilling clients' needs. Their advice will help you:

- Identify what is distinct about your services
- Market yourself effectively
- Meet and court clients
- Learn the lingo of corporate strategy
- Make effective presentations
- Believe in the work you do and sell the work you believe in
- Obtain referrals from existing clients
- Keep clients coming back for more

CEOs and design managers from nineteen marketing and design-savvy clients—such as Klein Bikes, The Knoll Group, Barnes & Noble, and Harvard University—offer their own candid perspectives on the challenges solutions, and triumphs of working with designers. Whether you are courting your first clients or seeking fresh insights for achieving even greater success, you cannot afford to be without this crucial resource.

Allworth Press, an imprint of Skyhorse Publishing, publishes a broad range of books on the visual and performing arts, with emphasis on the business of art. Our titles cover subjects such as graphic design, theater, branding, fine art, photography, interior design, writing, acting, film, how to start careers, business and legal forms, business practices, and more. While we don't aspire to publish a *New York Times* bestseller or a national bestseller, we are deeply committed to quality books that help creative professionals succeed and thrive. We often publish in areas overlooked by other publishers and welcome the author whose expertise can help our audience of readers.

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