Selling Collections Care

5 Lessons Learned the Hard Way
Don’t Whine/ Be a Jerk

Who wants to help those people?
Non-museum folks don’t get collections

Hey Girl. You’re such a rare find, I want to lay you in a bed of archival quality foam on non-off gassing, baked enamel Space-Saver Shelving.
Why we freak out about....everything

Hey girl. You look so fine. Clearly you’ve avoided all 10 agents of deterioration.
Why shelves cost sooooo much

Hey girl

Even though funding was cut, you still look like a million bucks.
Doesn’t have to be at your institution

Pictures are Your Best Friend
Let the RIGHT people see your storage.
Disasters are Good Instructors
Everyone has some vested interest in the collection. EXPLOIT IT

Buy-In is the New Black
Which is better for your institution?

Everyone working together

Arguing over issue after issue
Help other departments
Let them help you
Be A Good Team Player

Don’t be “that guy”
Learn about what people in your Museum do all day.

- Show others you are willing to be interested in what they do
You may have to take a backseat every once and awhile.

- It doesn’t mean giving up anything.
You will still argue.... kinda
Learn the Rules of the Game
Learn Approval Process

Don’t wait until the last minute to ask
When did you become an expert in thermonuclear astrophysics?

Last night.
Baby Steps....
Break up a project
It gives you a chance to change course