



**TALENT IS  
NOT ENOUGH:  
BUSINESS  
SECRETS FOR  
DESIGNERS**

Revised  
and expanded  
second  
edition

**SHEL PERKINS**

# Talent Is Not Enough Business Secrets For Designers

## Shel Perkins

**DJ Losen**



## **Talent Is Not Enough Business Secrets For Designers Shel Perkins:**

Talent is Not Enough Shel Perkins, 2006 Frank Maddocks President Maddocks Company This comprehensive guide includes everything designers need besides talent to turn their artistic success into business success You ll find information on key issues facing designers from freelancing to the management of established design firms A strong visual focus and to the point text take the fear factor out of learning about thorny business realities like staffing marketing bookkeeping intellectual property and more These smart business practices are essential to success in graphic Web and industrial design Here are just a few of the things you ll learn How to get on the right career path How to market your services successfully The best way to determine pricing for your services How to avoid common legal pitfalls How to structure projects for success The secrets of successful teams How to sustain your business long term Talent Is Not Enough provides a big picture context for these and other challenges and shares practical real world advice The book is destined to become an essential resource for both students and working professionals in these areas and more Design planning and strategy Corporate identity development Marketing communications Publication and editorial design Brand identity and packaging design Advertising and promotion design Motion graphics Environmental design Industrial design Interaction design Talent Is Not Enough is an AIGA Design Press book published under Peachpit s New Riders imprint in partnership with AIGA BONUS Watch for free chapters online [www.talentisnotenough.com](http://www.talentisnotenough.com)

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*The Designer's Guide To Marketing And Pricing* Ilise Benun, Peleg Top, 2008-03-10  
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**The Graphic Design Process** Anitra Nottingham, Jeremy Stout, 2019-11-14  
One of the main challenges students face upon entering design school is little

knowledge of the field its terminology and best practices Unsurprisingly most new students have never fully developed a concept or visual idea been in a critique or have been asked to explain their work to others This book demystifies what design school is really like and explains what will be experienced at each stage with particular focus on practical advice on topics like responding to design briefs and developing ideas building up confidence and understanding what is expected Student work is critiqued to show how projects are really assessed Profiles highlight how professional designers themselves address client briefs Tips for real life problems are outlined like getting stuck and dealing with critical feedback Written by experienced instructors this is the perfect guide for those starting their design education

The Creative Professional's Guide to Money Ilise Benun,2011-03-01 The Creative Professional's Guide to Money teaches creatives everything they need to know about the financial side of running a creative business Creatives which include anyone promoting their own creative services designers copywriters photographers illustrators interior designers web designers and more are great at their work but when it comes to running the financial side of their business most would rather not talk about it This book focuses on proven techniques and resources used by a wide range of successful creatives to manage their business finances Expert advisers are interviewed on topics such as accounting taxes contracts and financial planning Using examples case studies and real life stories from actual creatives this book addresses How to build the financial structure of a creative business from the ground up How to set up and achieve long term financial goals and plan for a prosperous retirement Common financial mistakes small business owners make and how to avoid them How to handle taxes and insurance How to perform day to day accounting tasks How to create a budget and adhere to it What to charge for work and how to determine a profit margin How to talk about money with clients and prospects

**Business and Legal Forms for Graphic Designers** Tad Crawford,Eva Doman Bruck,2013-07 The must have business and legal reference for the graphic design industry now updated for the next generation This classic industry tool now in its fourth edition brings together more than fifty essential and ready to use forms for graphic designers All forms are accompanied by thorough explanations and are made available on CD ROM so that they can be easily customized Business and Legal Forms for Graphic Designers also provides step by step instructions advice on standard contractual provisions and unique negotiation checklists so you can deal correctly with clients and manage your office efficiently Included are Project plan and budget Proposal form Credit reference form Job index Job sheet Time sheet Studio production schedule Estimate request form Artwork log and digital file management Project confirmation agreement Website design agreement Contract with illustrator or photographer Employment agreement Applications for copyright registration of designs Trademark application Commercial lease And many more New to this edition are forms for arbitration general and mutual releases employee warning and dismissal letters and promissory notes Don't get stuck paying expensive lawyers fees or accepting less than what your designs are worth Whether you are an established designer or just starting out this guide will help you to save money protect yourself and negotiate for maximum profit Allworth Press an imprint of

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**Communication Arts**, 2005    How, 2006    **Step Inside Design**, 2002    Digit, 2006

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