

In the elegant suburb of Purchase, half an hour's drive from New York City, is a hidden gem for discerning collectors of fine art. Ackerman's Fine Art is owned and run by its founder Kenny Ackerman, whose love of paintings lured him away from a 20-year career on Wall Street to specialize in buying and selling significant artworks as a collector and private dealer.

Kenny personally buys all the paintings that he sells, making his knowledge and diligence vital to the success of the business. "I do not purchase any piece with questionable authenticity because I am personally taking the risk," he says. "And, because I share a passion for art with my clients, I only buy what I like."

Aside from the pleasure that paintings bring, there are sound economic reasons for buying from Ackerman's. "Art, as an investment, is doing very well," says Kenny. "It is a by-product of the present economic situation and the improving stock market. Art holds intrinsic value, like real estate."

An industry innovator

Ackerman's—a Concierge Gallery & Private Collection Advisor—has no storefront, and much of its business is conducted by appointment or through its attractive and detailed website. Having a substantially less expensive operating model, Kenny is able to pass savings to his clients, adding value to their purchases.

"If you walk into a New York City gallery and see a painting offered at \$300,000," says Kenny, "you would very likely be able to make the purchase from me at 20 to 40 percent less, simply because I operate more efficiently. Private transactions, without buyers' and sellers' premiums, more accurately reflect the painting's actual worth."



Ackerman's also provides safety and reliability to sellers with legal documentation, guaranteed prompt payment, and bonded shipping at no extra charge. For buyers, Ackerman's offers a guaranteed investment policy that enables customers to refresh their collections with an exchange credit of the original purchase price. In addition, he offers to add a minimum of three percent of the original price per year of ownership to the gallery's valued, repeat clients.

The real thing

Authenticity has always been a concern for collectors of fine art. Ackerman's addresses this squarely by guaranteeing the validity of the works sold, with a pledge to give an immediate refund should any turn out not to be genuine. "That has never happened," says Kenny, "but it adds peace of mind for the collector."

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Kenny has developed his personal collection with many pieces that are in common with the interests of his clientele, and he has a novel way of testing the potential of an artwork. "Occasionally, I bring a painting to my home to experience it as my clients would," he says. "It allows me the ability to better know the power of a specific work."

It is clear from a long list of testimonials that his customers enjoy the experience of dealing with Ackerman's, and many return time and again.

"It is simple, really," he says. "I respect this business as a lover of fine art myself. I wake up excited every day to find a special work that will become something wonderful for one of my valued clients."

www.ackermansfineart.com



STROKES OF GENIUS

With his New York Concierge Gallery Ackerman's Fine Art, Kenny Ackerman is spreading his love and enthusiasm for fine art to a diverse and discriminating clientele