

## FOCUS ON PHOTOGRAPHY

Famous falls: This unusual waterfall has been popular in Monte Nagler's exhibits. He took the photo in New York at Letchworth State Park, a terrific place to photograph.



## Find local exposure



MONTE NAGLER

A question I'm often asked by promising and enthusiastic amateur photographers is how they can get started in showing and even selling their pictures.

Perhaps the best places are art fairs and craft shows found in cities everywhere. Fairs and shows can be large with national reputation or they can be small, sponsored by a local church. Whatever the case, they offer a tremendous opportunity to get your photos seen and to build exposure for yourself. Local newspapers or the chamber of commerce will have information on where and when shows will take place.

Another outlet is local gift shops or restaurants. Perhaps you know someone who owns an establishment who would let you take over a wall to display your work.

But how do you get started? To begin with, it's important to have confidence in yourself and your work. If you don't feel good about your photography and don't have a positive attitude, you're certain to have difficulty.

Always be honest and ethical in all

your dealings and follow through when opportunities present themselves. Be sure to open doors for yourself — don't close them. Take risk and accept the "highs" and the "lows." Nothing comes easy. But if you persevere, things will begin to happen for you.

Work hard and present your work well. When you display your photographs, they should be well printed, properly matted and tastefully framed. Be prepared to spend a few dollars to get all this done, but when you begin to sell, you'll get the payoff. I'd suggest when getting started to price your work at about three times the cost. So if your print, mat and frame cost \$25, price the piece at \$75. As your reputation and work grow stronger, prices can be increased.

Recently, through my encouragement, some of my students have displayed and sold their pictures in local art fairs. They were thrilled, just as I was for them, when they told me the good news. It's extremely rewarding to have your photography appreciated by others.

To leave fine art photographer Monte Nagler of Farmington Hills a message, call (313) 953-2047, mailbox 1873.

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and is often used in sushi. Tender young leaves are uniquely flavored and add a perfume-type flavor to a fresh green salad. Perilla can be found in some Asian markets or home grown in a variety of strains — green, purple or cumin-scented.

■ Purslane — A choice salad ingredient all over western Europe, it has come to America. This oval, delicately flavored leaf is a tart-lemony flavor addition to salads, rated high in Omega-3 fatty acids and rich in vitamin E.

■ Rapini (Broccoli Rabe) — deep green and leafy, this bitterly delicious member of the cabbage family is a prominent ingredient in Italian cuisine. It is usually blanched then sautéed with garlic in olive oil.

■ Radicchio — is a red chioy that is a relative to endive. This red-purple hued, peppery flavored salad green adds flavor and color to any salad — also tastes great grilled in halves on the grill and splashed with balsamic vinegar.

■ Sorrel — this hardy salad herb has a sharp flavor, delicious when young in salads. Cook it like spinach and make into a "green" or use as a tasty zip in omelets and soups.

■ Mizuna — (Japanese mustard) — on the light side of the mustards, this leafy green will give your salad a nice light zip. When using for salads, make sure it is young — like all mustards, when mature, they are best cooked or steamed.

To leave a message for author Ruth Mossak Johnston of Franklin, call (313) 953-2047, mailbox 1902.