

Talking Points about the Artist's Resale Right for Meeting with MPs

This is for you to use in the meeting and is not a handout

- Introduce yourself, tell your MP a little about your work and any involvement you have in the community.
- Instituting the Artist's Resale Right would allow Canadian visual artists to share in the profits being made from their work and align Canada with our trading partners.
- The Artist's Resale Right would give artists 5% when their work is resold.
 - The full value of an artwork often isn't realized on the initial sale. It is common for visual art to appreciate in value over time as the reputation of the artist grows.
 - For example, Inuit artist, Kenojuak Ashevak, sold her piece Enchanted Owl in 1960 for \$24. It was later resold for \$58,650. Ashevak got nothing from the resale.
- Once established in Canada, artists would be able to benefit from reciprocal arrangements with other countries where the Artist's Resale Right exists.
 - As many as 93 countries world-wide have the Artist's Resale Right
- Canada's Indigenous artists in particular are losing out on the tremendous profits being made on their work in the secondary market.
 - Many artists living in isolated northern communities live in impoverished conditions, while their work dramatically increases in value
- The income potential of visual artists is smaller than artists in other disciplines as they do not generally produce multiples.
 - Writers and performing artists can sell many copies of cds, dvds, etc. and receive royalty payments for as long as their work sells.
 - Half of visual artists in Canada earn less than \$18,000 per year.
 - Even Governor General Award winning artists find it difficult if not impossible to make a living from their work.
- The Artist's Resale Right has no ongoing costs for government.
- **THE ASK: Will you write a letter of support to the Heritage Minister?**