

## TANIA BUCKRELL-POS ARTS & MANAGEMENT INTERNATIONAL

Canadian-born Buckrell-Pos set the world-record for Monet in 2008. Acting as a buying agent, she fought off ten bidders to win diesel billionaire J. Irwin Miller Le Bassin aux Nymphéas for skyrocketed her to fame for breathing fresh life into the Impressionist market, she had, in reality, been doing £10 million-plus deals under the radar since 2005.

Her company, AMI, do more than the high-profile purchases though. Operating as a discreet advisory service for a limited number of clients at a time, its expertise runs to art management, acquisition and preservation. If you are an established collector, Buckrell-Pos will help you to fill holes in your collection, arrange insurance and transportation, and get your work into important exhibitions. If you are a new collector, she will walk you down Bond Street, teach you how to negotiate private-treaty sales, and introduce you to fellow collectors.

Her personality — patient, friendly and upbeat — is more suited to the latter. That's where she's done most of her business. 'I just love the enthusiasm of hugely intelligent, self-made individuals,' she reflects.

Beyond her obvious academic credentials, which include a Sotheby's Institute masters degree, and her curatorial record which includes taking the Royal Academicians to Dubai, Buckrell-Pos has a business model perfectly suited to private-client work.

With single point of contact service, HNWs get guaranteed director-level expertise, control of the flow of information and, through a ceiling on the number of clients, advocacy, as there are no overlaps in briefs, meaning that when the perfect Picasso comes up you don't have to fight with three others to buy it.

What's more Buckrell-Pos doesn't hold stock. That means that her advice isn't tainted unlike dealers'. As testament to this she is a qualified member of the Royal Institute of Chartered Surveyors — which demands that its members operate with the highest standards of professionalism and knowledge.

One senses that Buckrell-Pos was always destined for such a career. Aged six, she hung art in her bedroom and charged her parents admission.



Tania Buckrell-Pos

**SPEAR'S**  
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