

ABUNDANT MINDSET

A STEP-BY-STEP GUIDE
TO FUND YOUR ART EDUCATION

MIRANDA GAMEL

Hey Artists! If you're reading this, I think it's safe to say you **are** an artist. Maybe you're aspiring to take your current career to the next level, or maybe you're just getting started with art. Maybe you've never considered yourself an artist, but you have dreamt of it in secret since you were a kid.

My name is Miranda Gamel, and I am a professional artist. I have been selling my art since 2015, and have been selling my art professionally since January 2017. I have actually been with the Milan Art Institute since I was 17 years old (I'm old now). When I first started working with the Milans, I was heading up a scholarship campaign for the first ever on-site Mastery Program. Elli gave me the opportunity to also earn a scholarship for the first part of the program. I was extremely grateful for the opportunity and for the experience I got through heading up this campaign. What I learned from this experience is this: scholarships don't work. Plain and simple. There may be miraculous exceptions out

there, but for the majority, it's not the way to go, and I'll tell you exactly why.

Because I was able to use the scholarship for the first part of the program, I didn't feel it; feel the responsibility, or the reality of what I was receiving. I didn't fully understand the work and the sacrifice it would take to have earned what I was generously given. I didn't take the program seriously. Not until the second half, when I had to start paying from my own pocket. Then I really felt it; the reality, the true weight of this wonderful program. I was fully responsible. I believe this was a big part of the reason I found my voice. I was emotionally *and* financially invested in this program. I was all in.

Being an artist is by no means easy. It takes a lot of hard work, self-management, self-discipline, and faith. So much faith. However, if you compare this to working a "9-5" which I had zero passion for—which drained every ounce of energy and creativity from my body and then turned

me into a couch potato zombie every night—it's a breeze.

In short, this ebook is for anyone and everyone who wants to take a step towards their destiny but struggles with the financial aspect. It will help give you all the tools you need to raise the money to pursue your dreams, empower yourself, and to be successful beyond what you ever thought possible.

Here are 6 steps that I hope will help you develop an abundant mindset and to take one step closer into your destiny as a thriving world-changer artist!

Step 1: Empower Yourself

Make a Power Statement; Change Your Reality

If you have not heard this already, I am here to tell you: Words. Are. Powerful. What you say is what you become. Your first step should be to write a “Power Statement.” A Power Statement is basically a prophetic declaration describing your future self and future goals—as if they have already happened and are your current reality. This method bypasses your conscious mind and goes straight for the subconscious. Eventually, everything you say in your Power Statement

STEP 1: EMPOWER YOURSELF

will manifest. Stop telling yourself you can't do it; you are not talented enough, smart enough, rich enough, etc. You ARE capable, and you CAN do it. It's time to flip that switch.

Here's an example of a good power statement:

I was born to be an artist

I am a successful artist

I inspire people with my unique story

I am capable of achieving greatness

I am highly motivated to achieve my goals

I sell my work consistently every month

People love my artwork

I sell my artwork before the paint dries

My Mastery Program is paid in FULL.

You can, of course, add more, and make it even more personal. The point is to take your pains and obstacles, and flip them into the positive results you want to see. This will be something you update and rewrite hopefully for the rest of your life! I have been gung-ho about power statements

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ever since I learned about them, and boy, let me tell you, they work. Less than a year after writing my first super ultimate power statement, I was shocked to see I had already accomplished every single thing I wrote. Now, I am constantly updating mine to fit my current ultimate goals and deepest struggles. It's a method you'll want to hold on to for the long haul for sure.

Once you have your goals and power statement written out, and you're super pumped and inspired, **SHARE YOUR VISION**. Share it with the cheerleaders in your life. Keep the momentum going! Plus, sharing your goals and vision will help to make it a reality by adding the element of accountability. This is also going to help the people you are sharing your vision and goals with. People are going to get inspired and catch on to what you're doing. They won't want to just sit there and point fingers at you when you don't meet your goals; they will want to join you in making goals! You may find yourself with several accountability partners; and that's a big win.

STEP 1: EMPOWER YOURSELF

Changing your mindset is the game changer here. I am setting the precedent that, at the end of the day, it's up to you to make your dreams your reality. You can choose to step up, or step down. You can't wait for someone to make things happen for you. Get out there and make your dreams come true!

Step 2: Know Your Story

People want to get behind an inspiring story. They want to show their support for someone taking a giant leap of faith. They want to live vicariously through those who are brave enough to pursue their dreams. They want to lift these people up, and be a part of their story, and play a role as their support team! It's time to get your story out there.

I have a good friend who lives in Ukraine, and if there's a place you might think where it would be impossible to raise enough money for the mas-

STEP 2: KNOW YOUR STORY

tery program, let alone, making a living as an artist, one of those would definitely be Ukraine. This girl not only raised enough money to take the program, but also raised enough to cover the cost of supplies, and then some! She used the power of sharing her story on social media, and the power of the bandwagon. She was selling small sketches and prints of artwork she did before the program, and shared with anyone and everyone how important this was to her. She explained to people the strong calling she had to do art, and that she just knew she needed to take this program. She asked people to share her posts, and was very open with everyone about her dreams and aspirations.

I have seen this happen countless times. Vulnerability and transparency is key! Some people feel their story is not unique, inspiring, or special. Actually, a lot of people feel this way! But the truth is, everyone has a unique story, and it is crucial for you to be transparent with your audience about your story, your background,

STEP 2: KNOW YOUR STORY

and where you want to go. Your dreams and aspirations make your story relatable, but the fact that you are going for it makes your story inspiring and unique! If you are having trouble seeing this, have a close family member or friend tell you your story from their perspective. This will help you step back from yourself, and look at things from another perspective. It can be much easier for people to see the beauty and uniqueness in others, than it is to see it in ourselves. You can try this out with multiple friends/family members. The more the merrier!

Step 3: Know How to Sell

The following ideas are practical ways we have seen students raise significant amounts of funds for their tuition. We know these methods have worked and will work for you too. After just a few weeks into the program you will already have some incredible skills you can apply to a lot of these ideas.

Sell art on social media: You may have old artwork or drawings from the past you can sell for \$50 and up. You can create small pieces of artwork around a theme and campaign and sell

STEP 3: KNOW HOW TO SELL

them to your network on social media. We have seen artists create artwork like abstract hearts on 12x12 canvases and sell them for \$50 each. Make a goal to sell 50 paintings for \$50 each. You would have your whole tuition paid for. Create miniature paintings. Create paintings of subjects that are pretty easy and fast, like abstracts, or trees, birds, animals, etc. After a few months, your skills will have increased exponentially, and you will have a whole bunch of art to sell that you have created each week.

Teach classes: Take something you know how to do and turn it into a fun class or project. Maybe you know how to sew, or quilt, or make jewelry. Maybe you are techie, or a good writer. Maybe you can just let people play with paint and art supplies and create something like a paint party at your house or other people's houses. Offer birthday paint parties. You can offer relaxation coloring parties where you create or print off coloring pages and provide the supplies and some refreshments. You could teach people how

STEP 3: KNOW HOW TO SELL

to doodle or zentangle.

Teach kids art: Kids art classes are always a hit. You could offer art classes for kids allowing parent time to run errands. Think of easy projects that are fun and creative and let the parents off, from cleaning up art messes!

Local art shows: Participate in local art shows with the art you create in your lessons or new artwork you create on the side. Christmas is always a great time of year for artists to bring in extra income with their creations. Sometimes local churches or organizations have art and craft shows.

Pet sitting: Pet sitting or house sitting is another way we have seen students able to raise quick cash for their program! You can offer to do a mural or pet portrait while you are at it!

Babysitting: I know it sounds basic, but seriously you would be incredibly surprised to know

STEP 3: KNOW HOW TO SELL

how many students have paid for their programs on the backs of parents wanting some alone time out!! Babysitting is a quick cash way to get extra income. You can sweeten the pot by offering art classes as well. We know a student who paid for her entire onsite program just by babysitting kids and teaching them art.

Garage sales: Again a trite go-to on raising money, but we have tons of students who have done garage sales to raise money for tuition and Greek trip art retreats. We have known students who have not only sold their own junk but would go to their friends houses and pick up unwanted items and would sell their friend's junk too!

Dog/pet portrait commissions: Every pet owner loves their animals so much they would pay between \$50-\$300 for a pet portrait. Within the first month of the program you will learn how to do this. You could offer different price ranges for a sketch or for a painting. Just think, one

STEP 3: KNOW HOW TO SELL

pet portrait a month and you potentially will have your tuition paid for! Watch out though, we have seen students so inundated with pet commissions, they struggle to keep up with their assignments!

Sell handmade jewelry/other crafts: What can you make? What supplies do you have on hand? What about your family members or spouse? Making things around a campaign of you going to art school and pursuing your dreams is a sure fire way to sell lots of crafts. Also think about eatables, like cupcakes, fancy cakes, pies, arrangements, baskets. We had a student raise lots of money making gourmet dog treats and then horse treats!

Donations from church friends: Asking for support is sometimes all it takes to get support. You can make a list of all the ways they can support you. You can say you need encouragement, people to believe in you, or people to support you financially (even small \$10 donations help). You

STEP 3: KNOW HOW TO SELL

want to lay out your needs, like tuition, and supplies, baby sitting small children and ask your network for support as you pursue your dream. I have seen students get massive donations from people they hardly knew in the form of art supplies. I've seen students get 50 or more tubes of paint, just by asking.

Commission your spouse: This is always a good one! If you are married or have a significant other in your life, see if they have a special skill you can monetize for odd jobs, handy work, services, etc. they may only have to put in an extra 10 hours a month to get the extra money you need.

Become an Affiliate: Here at MAI, we offer an affiliate program where we pay you for recommending artists to the program. We often see people sign up for the program and begin to share their experience and their work and the people around them want to take the program too. You will earn \$40 per month just for giv-

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ing them your affiliate link. Also, they will get a FREE MAI art instructional video in the process before they even start! It's a win win for everyone! We have an affiliate who earns close to \$400 per month because he shared the opportunity with his artist friends.

Please visit this link:

www.milanartinstitute.com/affiliate

for more information on our affiliate program.

Step 4: Know Where to Sell

Crowdfunding: Crowdfunding is a great way to raise money for small businesses, and if you're looking to make a career from your artistry, this is a great option. The two platforms that are highly suggested are Kickstarter or Indiegogo. With crowdfunding, it is a great idea to incentivise your investors. One way to do that, is by sending each investor a current painting or print. You could give them the option to trade in the painting for one later down the road, after the program. This is also a great way to keep you motivated throughout the program and into

STEP 4: KNOW WHERE TO SELL

your career.

Zoom: Take advantage of social distancing and have an art auction via Zoom. Announce it on facebook, send out an email blast to everyone you know (okay, maybe not everyone) and add in the link! Have a set time, date, and starting bid for each piece. Be sure to send a private message and personally invite your strongest supporters. And be sure you have a way people can pay you via the internet before the e-auction. There are a lot of great services out there that are easy to use. Cash App, Venmo, Paypal, or Zelle are some good choices to get you started. Also, a good wifi signal is a must.

Your house: Currently this would be a no-no, but once the smoke clears from COVID-19, this is a great option. We've all been to a Pampered Chef or Mary Kay party (or at least we've heard of them). Why not throw a tea party or wine and cheese night that doubles as an art showing? Boom. This will be a great way to hang out with

STEP 4: KNOW WHERE TO SELL

friends while connecting and inspiring and, of course, selling art.

Social media: Facebook is currently the best place for selling because of its structure and focus on community and having “friends.” Instagram is a good second place to start. Instagram is more focused on visuals though, and less on information and stories. I know so many artists who have had people just give them money for their cause without selling them anything. The power of your story is stronger than you know, use it to your advantage! Everyone is winning here.

Step 5: Manage Your Time

How many hours do you really have to dedicate to your passion?

Let's break it down; there are 24 hours in a day, 168 hours in a full week. Let's say you work 40 hours a week; that leaves you with 128. Then account for sleeping 8 hours a night, maybe you have an hour long commute to work, 2 hours for eating each day, and even account for 2 hours of down time at night. This leaves you with 36 hours left over for the week. You could do a lot with that 36 hours.

STEP 5: MANAGE YOUR TIME

With that being said, there is only enough time to do the things that you make time for. Which means, if you are finding you don't have time to do something, it's probably not a priority. If you're wanting to pursue your dreams and make a career and make a living out of painting and creating and inspiring, you have to make it a priority. Netflix cannot be a priority. Going out every weekend can't be a priority. Watching the news for hours and hours every night cannot be a priority. Mindlessly scrolling on Facebook definitely can't be a priority (I am so guilty of this... oops).

Here's a helpful tip: write down everything you do in a day. Literally everything, including the 5 minutes you've just spent snacking on carrots and hummus. Time yourself when you're scrolling through Facebook or other social media. I guarantee you will be shocked. Look at where all your spare time is going, then make a conscious effort to cut those things out if they do not line up with your goals. Then, make a list of things

STEP 5: MANAGE YOUR TIME

you could be doing instead that are in line with your goals.

If you want it, you'll make it happen. If you don't want it, it won't ever ever happen. It is building good habits that will be the key here. If you develop a habit of spending your time doing things that really matter, good things will come. If you have a habit of avoiding things that are important to you, or a habit of procrastination, avoidance, letting fear win, it will be very difficult, if not impossible, for you to achieve something great. Humans are creatures of habit. So go back to that list you just made, and make it a daily habit to do one of those things. You'll notice you are going to start feeling less and less drawn to the things keeping you away from your goals.

Nothing truly worth doing is ever easy. It is, however, absolutely possible. All it takes is the right mindset. With the right mindset, you can do anything.

Step 6: Level Up Your Attitude

Be POSITIVE

Remember, you want to inspire people! This requires oodles of positivity. If you are someone who struggles with staying positive, even with yourself, consider adding this to your power statement: “I am a positive person. I always see the best in every situation. I find solutions”

When you are trying to sell anything, you need a vision to share with people. People are investing in a vision here; YOUR vision. Instead of focus-

STEP 6: LEVEL UP YOUR ATTITUDE

ing on where you're at and all the negative aspects, try focusing on your vision of where you could be, and where you want to go. This will give people something to help you work towards as opposed to feeling sorry for you for your current situation.

As a professional artist, you are always going to need to stay positive. It can be very easy for negative thoughts to creep in when you're not looking. That is why you need to make it a habit to be positive. It's a mindset change, a reality change.

One trick I use that will easily get me a boost of positivity, is visualizing my success. Get detailed with it! Visualize the amount of money you need written on your bank statement. Visualize collectors hanging your paintings on the walls of their beautiful homes. Visualize the kinds of people you are selling your artwork. Imagine you just had a sellout gallery showing. What are you wearing to the opening? Who is

STEP 6: LEVEL UP YOUR ATTITUDE

there? Visualizing every detail of your success will drive you closer and closer, and will help you understand and believe that it's 110% possible.

Be INSPIRING

Regular people don't do extraordinary things. Extraordinary people do extraordinary things. You need to convey the message that you are extraordinary, because you are going for the big dream. Do not belittle yourself, and avoid anything giving off a "poor me" vibe. This is the opposite of inspiring. Again; Power. Statement. Put in there that you are extraordinary! You're not like the rest of the people who have let their hopes and dreams fly away with the breeze, or have put their dreams on a tall dusty shelf. You are reaching out and taking hold of your destiny, and making your reality manifest.

The Next Step

**You have SUPPORT,
you have a STORY,
you have RESOURCES...
you CAN do it,
and you SHOULD,
and you WILL.**

Inspiration and motivation is a fantastic renewable resource. You should be constantly looking at things and feasting your eyes and ears on things that motivate you and uplift you. Also, remember; you have time! Steadily making

progress and earning an extra chunk of money every month is going to get you closer and closer. You don't need to come up with \$2,500 overnight (although that would be super cool). The important thing right now is to build a solid foundation for accomplishing your dreams and making a life of pursuing what makes you happy. Discovering the things which are fulfilling to you and pursuing your life's purpose will change your life for the better.

I'm sure these ideas sparked something inside of you and you are beginning to see some possibilities for raising the money for this incredible course. Our experience is that once you have committed your heart to something, everything lines up and provision is made. If we make money an issue that is stopping us from our dreams, then we will always be stopped. We should not allow money to have that kind of voice in our life.

When our dreams have power and voice in our

life, the money just comes. I have seen countless students take a leap of faith, work hard, and commit their heart and see all of their needs taken care of. It's an empowering and wonderful feeling to commit to something, work for it and have success! We really want this for you!

On the next page you'll see a bunch of super inspiring testimonials from current students or graduates. I highly recommend you read them. They'll pump you up with inspiration, which I'd say is pretty awesome.

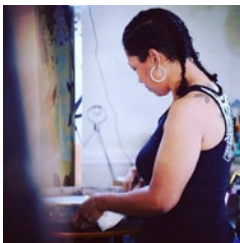
Testimonials

“I raised over \$4000 by selling my work mostly to people who came across my page through reposts shared by my friends and family. I was posting a lot on all my social media sharing how important this program is for me and offered to people



I know to be a part of my art journey by purchasing some of my work. I also ask and encourage my supporters to share with their audience so my story would spread. Building close relationships with people who support you from the beginning, being authentic and genuinely interested in their lives as well as simply being grateful is crucial and opens a lot of doors even if at first it looks like really tiny steps.”

-Esther, Ukraine



“I raised \$4500 while I was in the Mastery Program. The main channels I used were: teaching youth art classes, small local arts/crafts markets, or other local art calls that gave me the opportunity to sell on-site with my art. 3 months into the program my first \$200 study piece was sold via email newsletter with a link to my website. business has grown

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through perseverance, divine provision, and many new connections from all of the local events.”

-TaLisa, Arizona



“When the mastery program came into my life, I wasn’t going to give up my dream of becoming a professional artist. I hustled to gather some extra funds to make a move from Australia to AZ to take the program on-site. In one month, I sold clothes, jewelry and artwork to my friends and

family who were supportive of this move. I raised \$600 from doing a garage sale, messaging my friends and word of mouth.”

-Amanda, Australia

“I started the Mastery Program back in September. Within the first week of the mastery program I completed 2 sellable oil paintings! The speed of this program is amazing. It took me a moment to get the courage to reach out to my community to offer my paintings to sell and to actually call myself an ARTIST!



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I am in month 9 and have sold \$1500 worth of paintings without much effort and have multiple commissions on order. Once people realize I am selling and other people buy it, it gets a movement of its own. I am now even selling paintings I painted at the beginning of the program.”

-Sabine



“To date, I have sold multiple paintings and continue to inspire the world through the techniques I learned from the program and I am halfway through the program. Milan Art institute Online Mastery Program helped me unleash the artist within. I can confidently say that I am a PROFESSIONAL ARTIST.”

-Tiesha, Arizona

With much reservation but everything to gain, I enrolled in the Art Mastery Program that would begin September 12, 2016. On August 16th of that year, I took a tremendous step of faith and established a “Heart for Art” campaign that would serve as a fundraiser. By the first day of class, I had sold enough “heart art” origi-



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nals to be more than 35% funded for tuition and continued selling classroom work and more heart art pieces through the duration of my program. By the time Portfolio began in April, I had collectors from coast to coast, and my entire tuition of \$6250 was paid in full. Upon graduation, I had sold every piece of student work I had put up for sale, with a full portfolio gallery & show ready and made enough extra income between April and August to take a 19 day art residency trip for 2 to Europe with my husband as part of my graduation present. In total within 1 year, I had made nearly 15k. The initiative taken during this year of my life continually challenges me to be brave, dream bigger and will forever serve as a reminder that anything is possible if you take a leap of faith and go ALL IN.

-Nichole Kluth, Arizona



“I made \$340 by selling 5 artworks, and seeing those payments realised in my bank account and the joy on the faces of the folks that own my work now is so rewarding and uplifting. \$340 is the fees for 1.5 months of my course which I have been able to earn within just 3-4 months into the course.”

-Dolly, India

Pursue Your Passion For Art

Now that you're equipped with all of the tools you need to fund your art education, take a leap of faith. Solidify your resolve to become the artist of your dreams. Click the button to take the next step in your art career and become a professional artist.

Nestled in a secluded lush forest in the heart of Georgia, Miranda Gamel is living her dreams. She has found a way to bring the beauty of abstraction to life with vibrant color and surreal figures in her mixed media oil paintings. Creating form with a single brushstroke, Miranda depicts a multifaceted new world through the use of color and imagery found in nature and life.



Determined to bring her visions to fruition, Miranda spent countless hours apprenticing under artists John and Elli Milan. Later, she took an intensive art mastery program, studying old master skills and techniques. She now uses multiple mediums such as oil, acrylics, and caran d'Ache, along with many mixed techniques to achieve her finished pieces. This allows Miranda to play around, experiment, be wild, and still achieve an incredible level of excellence with her figures. Since launching her career, Miranda has gained collectors and strong supports world-wide, participating in renowned exhibitions with other established artists.

Miranda is an avid teacher, and traveler, currently coaching over 30 artist world-wide, while still traveling to various countries throughout the year. One of her favorite locations is Marmara beach, a secluded tropical beach in Crete, Greece that embodies raw perfection. As she travels around the world, she is meeting up with other established artists along the way, and finding inspiration in the untouched ancient beauty.

Follow Miranda and her adventures through her instagram account! @mirandagamel



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