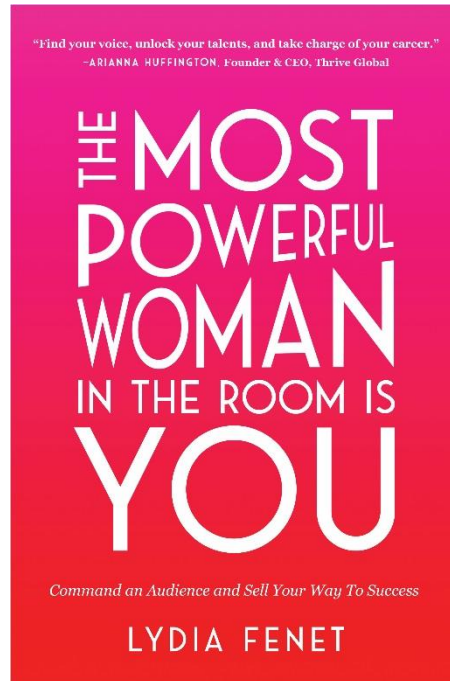


CHRISTIE'S

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LEADING CHRISTIE'S CHARITY AUCTIONEER LYDIA FENET PUBLISHES FIRST BOOK



Lydia Fenet, Global Head of Strategic Partnerships, and Christie's veteran of over twenty years, publishes her first book with Simon & Schuster on 9 April, entitled ***The Most Powerful Woman in the Room is You: Command an Audience and Sell Your Way to Success***.

Through her commitment to charity auctioneering, Lydia has raised over half a billion dollars for over 600 organisations and works to train our next generation of Christie's charity auctioneers each year.

In her first book, Lydia draws on her wealth of fund-raising experience to provide an engaging and enjoyable account that gives insight into how to present yourself as powerful in any room, by commanding an audience, exuding confidence, and having the motivation to sell anything to anyone.

"With her characteristic humour, charm and wisdom, underpinned by commonsense and some great anecdotes, Lydia shares her experience and insights," comments **Amy Wexler, Chief Marketing Officer, Christie's**. *"She has managed to write this book while not only delivering on her day job at Christie's, but while leading our charity auctioneering activities and raising her three children."*

The book shares some key points on commanding an audience and development including:

- **Finding your own "strike method":** To get in the zone and command a crowd at an auction, Lydia always strikes her gavel three times—she even carries a gavel with her at all times "just in case." What's your strike method?

- **Being authentic:** Don't try to "play the part." Tap into your personality, be yourself, and **sell** yourself.
- **Learning to negotiate:** Don't be afraid to ask questions or advocate for yourself in life, and especially in the workplace.
- **Growing stronger each time you fail:** Use failure as a learning tool to help you grow, sharpen your skills, and pivot in a new direction.
- **Focusing on reputation:** You're only as good as your word. Never make a promise you know you can't keep.
- **Commanding your audience:** Practice, speak from your heart, and bring enthusiasm!
- **Inspiring others and leading by example:** Lead with your own conviction and build a community with like-minded peers.

Notes to Editors:

- The book is available from [Amazon](#), [Barnes & Noble](#), [BAM!](#) and [Indie Bound](#).
- Lydia Fenet serves as the Managing Director and Global Director of Strategic Partnerships at Christie's. Lydia has trained all of Christie's benefit auctioneers for the past seven years, and travels around the country to speak to corporations and groups on "The Art of Selling." Lydia's auctioneering achievements have been featured in The New York Times, The Wall Street Journal, Forbes, Vogue, Crain's, Elle, Vanity Fair, Forbes, WWD, Vogue.com, and WorkingMother.com. The Most Powerful Woman in the Room is You is her first book and will be published by Gallery Books, an imprint of Simon & Schuster, in Spring 2019. You can follow her auctions, antics, and anecdotes on Instagram: @LydiaFenet #ownyourpower
- Christie's is the world leading auction house. For more information on our auctioneers, auctioneering program and sales information please contact: Emily Burke, Christie's Communications, +44 207 389 2054 eburke@christies.com

About Christie's

Christie's, the world's leading art business, had global auction, private and digital sales in 2018 that totalled £5.3 billion / \$7 billion. Christie's is a name and place that speaks of extraordinary art, unparalleled service and international expertise. Christie's offers around 350 auctions annually in over 80 categories, including all areas of fine and decorative arts, jewellery, photographs, collectibles, wine, and more. Prices range from \$200 to over \$100 million. Christie's also has a long and successful history conducting private sales for its clients in all categories, with emphasis on Post-War & Contemporary, Impressionist & Modern, Old Masters and Jewellery.

Alongside regular sales online, Christie's has a global presence in 46 countries, with 10 salerooms around the world including in London, New York, Paris, Geneva, Milan, Amsterdam, Dubai, Zürich, Hong Kong, and Shanghai.

**Please note when quoting estimates above that other fees will apply in addition to the hammer price - see Section D of the Conditions of Sale at the back of the sale catalogue.*

**Estimates do not include buyer's premium. Sales totals are hammer price plus buyer's premium and are reported net of applicable fees.*

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Images available on request

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