

Your Publishing Poynters Newsletter: February 15, 2005

PUBLISHING POYNTERS

Book and Information-Marketing News and Ideas from Dan Poynter.
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For the Small Print, scroll to end.

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<1-----ParaNews----->

A. PGW CONSIDERS MOVE. Publishers Group West could consolidate some back-office operation with parent company AMS in San Diego.

<http://www.pgw.com/home/>

B. MORE IDENTITY THEFT OFFLINE THAN ONLINE. Federal regulators warn that the Internet is the thriving frontier for identity theft, but 72 percent of the thefts of personal information for scams last year was done offline, a new report says. See

<http://ct.eneews.eweek.com/rd/cts?d=186-1587-5-92-159940-177618-0-0-0-1>

C. BOOKEXPO AMERICA, the national trade show for the book publishing industry, will be held June 2-5, 2005 at the Jacob Javits Center in New York City. With more than 2,000 exhibits and special pavilions, and over 80 educational and conference sessions. Most sessions are included with event registration.

The Author Autographing Program has been a highlight of BookExpo America for many years for both the new author and the best-selling author.

For additional information on BookExpo America, go to www.bookexpoamerica.com. For additional information on participating in the autographing programs at BookExpo America, contact Dave Holton at dholton@aginet.com.

D. EACH YEAR, MORE THAN 10,000 AMERICANS SUFFER BOOK-RELATED INJURIES, according to the US Consumer Product Safety Commission. Some people fall while reaching for them on high shelves, and other hurt their backs moving boxes, or wearing overloaded backpacks.

--Michael Levine, <http://www.LevinPR.com>

E. ON-DEMAND BOOK PUBLISHING CENTERS TO BE ESTABLISHED. PrintShift, a Southern California resource and value-added solutions provider for the print-for-pay (PFP) marketplace, and ExactBind West (EBW), the developer of the Rapid Publishing web-based tool suite that allows individuals or companies to create hard and soft cover books on a "one off" basis or any volume needed, have announced the formation of a network of publishing fulfillment centers throughout North America.

The network will grow to 1,000 locations and will be comprised of both franchised and independent print for pay businesses which will be enabled by the EBW technology to print and bind books on demand to be delivered within two days time. See <http://www.exactbindwest.com/>

F. DAN POYNTER IS COMING TO VISIT. Please alert your colleagues.

Ann Arbor
Burbank
Calgary
Carson
Chicago
Costa Mesa
Denver
Everywhere (teleconference)
Goleta
Indianapolis
Johor Bahru
Kuala Lumpur
La Jolla
Los Angeles
Louisville
Montecito
Orange, CA

Orlando
Philadelphia
Plymouth Meeting
Salt Lake City
San Francisco
Santa Barbara
Singapore
Surfers Paradise, QL, Australia
Tempe
Valley Forge
Vancouver, BC
Washington, DC
(MORE to be announced soon)

See the ParaCalendar on these content-filled seminars, below. See ALL the listings. Dan will visit some states/provinces several times.
<http://parapub.com/calendar.cfm?>

G. REDESIGN. The STORIES/INFORMATION WANTED and SELLING OUT sections are growing and growing. Now they have their own ParaSections. See ParaWants and ParaSales.

H. SMALL PRESS WEEK will be held in Santa Fe this year. The dates are March 14-20, to coincide with March being Small Press Month.

The week-long celebration is endorsed by PMA, the Small Press Center for Independent Publishing, and the New Mexico Book Association. Contact Lynda Kenny, lyndakenny@qwest.net

I. 69 PERCENT OF RETAIL PURCHASES TRANSACTED ONLINE were conducted via a broadband connection. See
http://www.nielsen-netratings.com/pr/pr_050119.pdf
<http://www.newsfox.com/pte.mc?pte=050208020>

J. PUBLISHING WORKSHOP IN SANTA BARBARA . July 23-24: Book marketing/promotion/distribution seminar in SANTA BARBARA with Dan Poynter. For details, contact Para Publishing, PO Box 8206-896, Santa Barbara, CA 93118-8206. Tel: (805) 968-7277, Fax: (805) 968-1379. Limited seating (23) in Dan's living room. See
<http://parapub.com/accessreport.cfm?report=167&refpage=edutrain.html&userid=10313032>

==>SEND YOUR NEWS ITEMS to DanPoynter@ParaPublishing.com

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The only reason to hire a publicist for your book is for his or her contacts.
--John Kremer, Express Yourself Writers' Conference, October 2004.

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A. TO CHANGE YOUR SUBSCRIPTION ADDRESS to this ezine, please go to <http://parapublishing.com/getpage.cfm?file=/news.html>. To recommend this ezine to another writer or publisher, simply forward the entire newsletter. He or she will thank you.

B. HELP DAN POYNTER TO HELP OTHERS TO MAKE A DIFFERENCE AND MAKE A LIVING WITH A BOOK. Dan is bringing his book writing-publishing-promoting message to groups of writers, publishers and professional speakers. Now he wants to approach other people with a book inside them: consultants, coaches, mentors, professionals, clergy, and businesspeople. Contact Dan if you know of a group that would profit from his programs. DanPoynter@ParaPublishing.com

<2-----ParaWants-----<
STORIES/INFORMATION WANTED

A. I AM LOOKING FOR PERSONAL STORIES OF ICARUS SURVIVORS. Those who have reached the pinnacle of their careers, fallen to their depths and picked themselves up again. Send your story and/or contact information to: Tim Pearson, tpearson@taxibranding.com

B. Bold action taken in business, school or government organization that resulted in amazing ASSOCIATE RETENTION, CUSTOMER SATISFACTION AND NET INCOME BREAKTHROUGHS. Contact jmark@voyager.net , (937)304-1631-cell, (937)222-4516--home
--Joe Mark

C. LOOKING FOR ADULTS WHO WERE HOMESCHOOLED to answer survey questions for future book. Contact wendybilliot@charter.net.
--Wendy Wilson Billiot, www.wetlandbooks.com

D. LOOKING FOR STORIES ABOUT ROMANCE AND ROMANTIC GESTURES. I just completed my first hardcover book, Romance on a

Budget and am starting "More Romance on a Budget." Looking for ideas, stories, tips and advice about romance. Send ideas to Heidi@wunpublications.com

--Heidi Richards

E. Freeverse Books- LOOKING FOR SOMETHING UNIQUE YOUR PARENTS OR TEACHERS DID FOR YOU AS A CHILD THAT MADE YOU SMILE. Contact conz@freeversebooks.com. Contributors will be acknowledged and receive a copy of the finished e-book.

F. I am looking for TELEVISION PRODUCERS WITH FUNNY, POIGNANT, OUTRAGEOUS stories about their profession. Please contact jayneubl@msn.com

G. Looking for stories about DIFFICULTIES WITH THE SPIRITUALITY OF TWELVE-STEP RECOVERY, with either positive or negative outcomes. Please see www.12stepbook.info for more information. You may help save a life!

H. Looking for very brief stories of overcoming. Example: The worst day of my life was when I was laid off from the company I'd work for for 30 years. I was 58, still full of enthusiasm and terrified that I'd never find another job. After sitting around for a month feeling sorry for myself and getting on my wife's nerves, I decided, since I was in sales, to get on the phone and start selling myself. I called everyone I knew even slightly, letting them know exactly what I was looking for. One of the 500 calls panned out and I found a great job. Yes, that's right, it took 500 calls. Fear of losing everything (my wife is disabled and can't work) was a great motivator.

This may be simplistic, but it's the kind of problem>negative reaction>solution> take away--story I'm looking for.

--Lynn Colwell, Lynn@bloomngrow.net

I. WAS THERE EVER A TIME WHEN YOU DIDN'T BELIEVE IN YOURSELF? Did you believe in yourself when no one else believed? Did someone believe in you when things seemed impossible? Was there a special teacher, coach, parent, neighbor, or friend who believed in you?

If I use your anecdote I will also mention you as the author of your book or whatever you'd like that will help you promote your work. What I am looking for are anecdotes that teach an inspiring lesson. Please email me at Carmen@writerspeaker.com.

J. My book "Personal Political Power" is going into the third edition (more than 15,000 copies sold). Send me your name and phone number and

comments IF YOU HAVE COMMUNICATED TO A POLITICIAN ABOUT A POLICY (not personal) issue and made a difference or had a special experience positive or negative. GrassRootsGuy@JoelBlackwell.com

K. I am seeking information for my second book on DIET SUCCESS AND FAILURES (adults and well as children). Also looking for positive inspirational and motivational tips and tricks to help people struggling with weight issues stay motivated, focused and successful. Tell me your story and help someone change their life. Also interested in childhood bullying issues and how to handle them. Send stories to

penofangels@fuse.net

--Julie Bryant, R.N.

L. Need one page anecdotes about your PURE BRED DOG to include in a series of dog books. All breeds will eventually be covered, but most interested in Golden Retrievers, Labs, German Shepherds, Boxers, Corgis, Newfoundlands, Bichons, and Shelties immediately. Also informal jpegs 200 kb or smaller of the above at play. If used, credit given.

gaffneym@gmail.com

--Peggy Gaffney

M. REINVENTED YOUR LIFE AFTER AGE 50? I'm looking for examples of women who have made a dramatic change and are willing to share how they did it. Contact: Fab50sForward@aol.com. 612-377-7279

--Carol A. Brusegar

Fabulous 50s Forward...Making this part of our lives fascinating, energizing, and transformative for ourselves and the world

N. CHICKEN SOUP FOR THE TEENAGE SOUL. Submissions from teens needed for a new Chicken Soup series, The Real Deal: Friendship. See http://www.deborahreber.com/cs_home.html

-- Deborah Reber

O. CHICKEN SOUP FOR THE AFRICAN AMERICAN WOMAN'S SOUL. See <http://www.AfricanAmericanSoul.com>

--Eve Hogan, stories@africanamericansoul.com

<http://www.EveHogan.com>

P. POSITIVE AGING STORIES - We're looking for (300-800 word) positive examples of active older people, especially people who have started over, begun a business, etc. for new book, "Don't Let an Old Person Move Into Your Body," by "Handbook to a Happier Life" author, Jim Donovan.

Would love stories about 100+ year olds who are still vibrant and active.

Contributors will receive full credit with contact info and a copy of the finished book. Email Maria@jimdonovan.com

Q. Research for a new book. Have you had a negative experience, a negative reading while receiving a PALM READING? If so, please send me your story. See <http://home.earthlink.net/~lyn4edge/>
--Lyn Danielson, lyn4edge@earthlink.net

R. I am creating a health DVD and looking for people who want to quit consuming any of the following: DIET COLAS, COLAS, COFFEE OR SUGAR. I have already met with many media outlets who are interested in this idea. So, you may get a little PR and feel better along the way.
-- Elaine Wilkes, elaine.la@verizon.net, 310 450 1847.

S. Looking for stories of TRANSFORMATION FOLLOWING DEPRESSION for a book, "The Gift of Depression" send stories to lhonoswebb@msn.com www.visionarysoul.com

==>SEND YOUR STORIES WANTED ITEMS to DanPoynter@ParaPublishing.com

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"One proven way to learn a subject is to teach it. Another is to write a book on it. Teaching and writing require research."
--Dan Poynter, The Self-Publishing Manual.

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<3-----ParaSale-----<
SELLING OUT/PARTNER WANTED.

A. Publisher of sixteen REFERENCE BOOKS FOR EDUCATORS would like to concentrate on the writing aspect only. In business for 70 years, the company brings a great reputation of quality materials to the table. For more information on the guides, visit www.freeteachingaids.com. For more information on terms, contact Jim McGough at JPMCASO@AOL.COM

B. Profitable PUBLISHING PUBLIC RELATIONS & MARKETING FIRM. 4+ years in operation with heavily branded website, products, services and workshops. Includes all rights to product line of databases and related publishing information including a 3000+ e-zine database. Current

owner will stay on to provide additional consulting power/speaking services on a contractual basis as needed. Asking \$130K. E-mail <mailto:pubbiz@earthlink.net> for more information.

C. Lucrative ONLINE BOOK REVIEW & ANNUAL AWARD COMPETITION: A perfect part-time job for a current author or publisher. A branded website with profitable advertising and annual award revenues. Includes professional website and generous consulting time with current owner for a successful transition. Asking \$45K. E-mail <mailto:bookreview@earthlink.net> for more information.

==>SEND YOUR SELLING-OUT ITEMS to DanPoynter@ParaPublishing.com

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Ideals are like stars;
we may never reach them,
but like the seafaring man on the desert of waters,
we can use our ideals, our stars, as guides,
and follow them until we reach our destiny.
--Carl Schurz

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<4-----ParaTips-----<

A. HANDLING UNSOLICITED MANUSCRIPTS. Unsolicited manuscripts take time to process. Most publishers want to be helpful but they also want to save time. Suggest the writer get the f.ree InfoKit. at <http://parapub.com/getpage.cfm?file=/infokit.html>
--Kurt DuNard

B. COPYRIGHT generally exists for a period of the author's life plus 70 years and may be renewed.
--Rich Schell, JD, 847-404-2950, schell@wagneruslaw.com.

C. ARE RECIPIENTS OPENING YOUR EMAIL MESSAGES? See http://www.doubleclick.com/us/knowledge_central/documents/trend_reports/dc_q304emailtrends_0412.pdf

D. BOOKSTORES ARE A LOUSY PLACE TO SELL BOOKS. Here are some books I've bought in other-than-bookstores. I thought this list might inspire and encourage your readers.

- What Not To Wear – bought in a woman's hi-end casual clothing store
- The Art of Imperfection – bought in a Nature store
- Self-published book on clowning to learn how to speak with more humor – clown catalog
- Art collection book in an art store
- Book on Burma-Shave signs in an automobile museum

Have a great day. Now go sell something! See

<http://parapub.com/getpage.cfm?file=resource/promote.html>

--Michelle Nichols, www.savvyselling.com

E. TITLE/TITLE SCALING. For long titles or words it maybe helpful to condense them horizontally. This will result in tall skinny type that still can be set large. Keep the letter-spacing open to maintain legibility.

--Robert Howard. www.bookgraphics.com

F. MAKE PHONE CALLS. Send news releases and follow-up with a phone call. News releases reach more people, but they don't allow you to fine-tune the conversation and find out what the media likes. When you're on the phone with someone, you can develop rapport and ask them what other stories they are working on. If they reject you, you can ask why, and learn for the next time.

Pam Lontos, <http://www.PRPR.net>

G. FIGURING WORD COUNT. See

<http://www.sfw.org/writing/wordcount.htm>

H. AMAZON'S ANSWER TO GOOGLE? Check out Amazon's new search engine. It does have some useful features like saving previous searches.

www.A9.com

--Bruce Gibbs, brgibbs@realdadmagazine.com

I. LARGE PRINT BOOKS: MAKING YOUR WORK EASIER TO READ. This report describes a quick, inexpensive way to convert your book into a large print edition.

Large print is often preferred by the visually-impaired, youngsters with reading disabilities, people reading English as a second language and people from the Far East who learned to read a character-based language. There is an untapped market for your book out there.

Some of the larger publishers are cutting costs by, among other things, reducing the size of the type in their books. More and more people want larger print. The November 1, 2004 edition of Publishers Weekly had a section on the latest developments in Large Print books. People are buying them.

To see one of our books in Large Print, go to <http://www.amazon.com/exec/obidos/tg/detail/-/1568601166/>

Wring more value out of your Work. Document 642, 6 pages, Paper: \$14.95; self-service Electronic: \$10.95. See <http://parapub.com/getpage.cfm?file=products.html>

J. BE A BOOKSTORE TOUR LEADER. See <http://www.bookstoretourism.com/about.htm>

K. SOME BOOK PRINTERS ARE ACCEPTING CREDIT CARDS—and adding a surcharge for the service. Merchant contracts usually prohibit surcharges. The bank does not want buyers to pay extra to use their cards.

For example, the MasterCard Merchant Rules manual says:

9.12.2 Charges to Cardholders

A merchant must not directly or indirectly require any MasterCard cardholder to pay a surcharge or any part of any merchant discount or any contemporaneous finance charge in connection with a MasterCard card transaction. A merchant may provide a discount to its customers for cash payments. A merchant is permitted to charge a fee (such as a bona fide commission, postage, expedited service or convenience fees, and the like) if the fee is imposed on all like transactions regardless of the form of payment used.

--A surcharge is any fee charged in connection with a MasterCard transaction that is not charged if another payment method is used.

L. THERE ARE ONLY FOUR WAYS TO GET AMAZON TO KEEP A BOOK IN STOCK.

1. Sign on with an exclusive trade distributor.
2. Have a direct relationship with Ingram--in which Ingram is actually stocking your book, not just listing it on the database.
3. Generate enough business so that Amazon gets orders for at least fifty copies a month.
4. Amazon Advantage.

--Steve Carlson, <http://www.upperaccess.com/>

D. SPEAKING OUR WORD: A presentation Workshop for Writers with Julie Daniels, March 6-11, 2005, Esalen Institute Big Sur, CA. www.esalen.org. Discover dynamic and empowering voice and presentation techniques, to promote your writing and speaking skills. See <http://www.teechspeech.com> , (818) 623-8960

E. COLORADO INDEPENDENT PUBLISHERS ASSOCIATION (CIPA College) Thursday, Friday and Saturday, March 17-19, 2005 Red Lion Hotel, 4040 Quebec Street, Denver

CIPA is the largest of the state independent publishers boasting over 325 members. At the two-day trade fair you'll find resources to assist with every step of your book project. You'll also experience a silent auction; Meet the Pros, the acclaimed Newbie College, Passion for Laughter banquet and lots of networking. See <http://www.cipabooks.com/college.htm> or call 303-885-2207

F. CALL FOR ENTRIES: USA Book News "Best Books 2005" Awards Winners & Finalists in each category receive national media exposure and a 5-month listing on USABookNews.com. For detailed contest information visit <http://www.usabooknews.com/call-for-entries.htm>

G. UPDATED DATA BASE OF 937 RADIO STATIONS NATIONWIDE! See <http://www.sabahradioshows.com/update.htm>

==> SHARE YOUR RESOURCE. Send it to DanPoynter@ParaPublishing.com

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"Words are loaded pistols"
--Jean-Paul Sartre.

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A. BOOK PROMOTION MAILING LISTS. Magazines, newsletters and other places to send review copies and news releases. See <http://parapub.com/maillist.cfm>

B. NEED HELP WITH BOOK WRITING, PRODUCTION OR PROMOTION?
See our Supplier List. Find typesetters, cover artists, Book Promoters
and much more.

<http://parapub.com/supplier.cfm>

C. GET A COMPLETE LIST OF DAN POYNTER'S BOOKS, REPORTS,
DISKS, AND TAPES. See

<http://parapub.com/getpage.cfm?file=products.html>

<6-----ParaThoughts-----<

JOHNNY CARSON GAVE YOU PERMISSION TO STAY HOME AND
WRITE

by Dan Poynter

There are many personality evaluations or tests but one of the most basic
and important is: are you an introvert or an extrovert?

Professional speaker and coach Max Dixon reveals that

Writers tend to be introverts,

Speakers tend to be extroverts and

Actors frequently are introverts.

Yes, many actors do not blossom until they get into their role.

That could explain why so many actors do not want to be seen in public.

They aren't just avoiding adoring fans; they are avoiding contact with
people. As introverts, they are very private.

Max explains that introverts need individual, quiet time to gather enough
energy and courage to mingle with other people.

Extroverts, on the other hand, spend time with other people to gain
enough energy and encouragement to spend time alone.

He feels extroverts sometime fear too much time alone and that they are
being their best selves only when they are in a social situation.

Now that Johnny Carson has passed on, we are learning more about this
very private master actor. He rarely warmed up with his guests in the
Green Room. He hardly every saw his guests after the show. That was
not because he didn't like his guests. He wanted the show to be fresh
and spontaneous. The show came first—and he was an introvert.

Johnny made a parachute jump in 1968. It was a tandem skydive with
Bob Sinclair over Elsinore, California. Film was shown many times on
the Tonight show as Johnny recounted his adventure. He contributed
greatly to the growth of sport parachuting.

Once he retired, he never appeared before the public again.

I confess, like many writers I am an introvert. I speak professionally and I enjoy it. For me, getting out and standing in front of an audience is good personal self-development—and a privilege. It makes me a more rounded person. But it is not easy. I do not get stage fright but like many actors, announcers and speakers, I do get anxious before show time.

“I was so naive as a kid I used to sneak behind the barn and do nothing.”

--Johnny Carson

What about you? Take the Jung Typology Test at <http://www.humanmetrics.com/cgi-win/JTypes2.asp>
And see the Myers-Briggs Type Indicator® at <http://skepdic.com/myersb.html>

On the other hand, writers should get out once in a while.

"I get more information and good ideas traveling and visiting with audiences than I do at home."

--Dan Poynter

Johnny taught us that it is OK to stay home and write. Writers need not be ashamed of not being social.

==>SHARE YOUR THOUGHT. Send it to
DanPoynter@ParaPublishing.com

<7-----ParaFreebies----->

A. BOOKS SHOULD FOLLOW CHICAGO STYLE GUIDELINES for punctuation, capitalization, abbreviations, etc., yet we learned business style in school and see AP Style in our periodicals. Learn the most important points of Chicago Style. Email Bobbie Christmas at bobbie@zebraeditor.com and ask for Free Report # 105, Chicago Style Variances.

B. UNLEASHING THE IDEA VIRUS by Seth Godin. Download his book and his PowerPoint slide show. See <http://www.sethgodin.com/ideavirus/01-getit.html>

C. LIST YOUR BOOK(S) F-R-E-E ON THE PARA PUBLISHING WEB SITE.
See
<http://parapub.com/successstories.cfm>

==>SHARE YOUR FREEBIE. Send it to DanPoynter@ParaPublishing.com

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"Do not go where the path may lead; go instead where there is no path
and leave a trail."
--Ralph Waldo Emerson

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A. FOR LOTS OF F-R-E-E STUFF, see Freebies Magazine
<http://www.Freebies.com>

B. BOOK WRITING TIPS - F-R-E-E. See
<http://parapub.com/getpage.cfm?file=resource/writing.html>

C. MORE F-R-E-E STUFF. See
<http://www.CoolSavings.com>

<8-----ParaCalendar----->

SHOWING PEOPLE HOW TO WRITE, PUBLISH AND PROMOTE THEIR
BOOKS
ONE PRESENTATION AT A TIME.

A. Dan Poynter is circling the world to show people how to make a
difference and make a living through their books. He shares two major
programs and many specific ones.

1. BOOKS 101: THE NEW BOOK MODEL: how to approach agents,
publishers and self-publish all at the same time. He will show you how to
use innovative techniques and leading-edge technology to write your
books faster, produce your books for less and promote your books more
effectively. He makes writing, publishing and promoting books easy,
profitable and fun. See The New Book Model at

<http://parapublishing.com/getpage.cfm?file=newbook.html>

Complete with 145 action-packed PowerPoint slides and a f-r-e-e, dynamite 20-page handout.

2. BOOKS 201: BOOK PROMOTING, MARKETING & DISTRIBUTING. The advanced course on selling books. If you are a publisher or published author, this power-packed intensive will accelerate your sales, propel your book up the charts and assure your future.

You will discover how to use innovative techniques and pioneering technology to promote your book. Dan will share the secrets of non-traditional book sales, electronic promotion and promoting with articles. Automating your promotion will save you time and money. See http://parapub.com/getpage.cfm?file=/speaking/speech_desc.html

Complete with 110 action-packed PowerPoint slides and a f-r-e-e dynamite 20-page handout.

Dan Poynter's seminars have been featured on CNN, his books have been pictured in The Wall Street Journal, and his story has been told in U.S. News & World Report. The media comes to Dan because he is the leading authority on book writing, producing, marketing, promoting and distributing. The author of more than 100 books and revisions and more than 500 magazine articles on publishing, he is one of the industry's most energetic, experienced and respected leaders.

Dan also speaks on parachutes and skydiving. See http://parapub.com/getpage.cfm?file=/speaking/speech_desc.html

For more information, get in touch with the Contact person listed below and see the host's Website.

ALSO SEE THE CALENDAR ON OUR WEBSITE:

<http://parapub.com/calendar.cfm>

2005

February 17: SAN FRANCISCO. Writing & Publishing Your Nonfiction Book, a seminar by Dan Poynter at the Learning Annex. Books 101: The full New Book Model program. 6:30 to 10:00 PM. fmi (415) 788-5500. Register on line and save. <http://www.LearningAnnex.com>

February 18-20: SAN FRANCISCO. Second Annual San Francisco Writers Conference. Sir Francis Drake Hotel. Dan Poynter will speak on writing.

Fmi: Michael Larsen, (415) 673-0939, larsenpoma@aol.com,
<http://www.SanFranciscoWritersConference.com>

February 22: DENVER. Colorado Free University. Writing & Publishing Nonfiction, a seminar by Dan Poynter. The full New Book Model course. 5:57–10 pm. Fmi: Dawn Borg, Dawn@compuskills.com (303) 399-5593,
<http://www.FreeU.com>

February 23: DENVER. Writing Your Book by-the-Numbers. Dan Poynter supplies a 33-page template for writing your book. Just fill in the blanks. Colorado Chapter of the National Speakers Association. Fmi: Don Cooper, (303) 832-4248, Don@DonCooper.com,
<http://www.nsa.colorado.org>

March 8: LOS ANGELES. Writing & Publishing Your Nonfiction Book, a seminar by Dan Poynter at the Learning Annex. Books 101: The full New Book Model program. 6:30 to 10:00 PM. fmi (310) 478-6677. Register on line and save. <http://www.LearningAnnex.com>

March 11: ANN ARBOR, MI. Children's Books: on the Move. Dan Poynter will reveal a faster, easier, cheaper way to get your children's picture book published. Society of Children's Book Writers & Illustrators (SCBWI). Holiday Inn, 3600 Plymouth Road, Ann Arbor, MI 48105. 7:00 to 9:00 pm. \$30 before March 4; \$40 after. Contact: Sherry Wells, Esquire, Lawells Publishing, PO Box 1338, Royal Oak, MI 48068, sherwells@tm.net, 248-543-5297.

March 12: ANN ARBOR, MI. Promoting Your Book, Accelerating Your Career. Books 201: Quick and easy techniques for promoting both your book and your speaking. Michigan chapter of the National Speakers Association. FMI: Cheri Najor at 248-444-4030, cheri@kreativnrg.com,
<http://www.nsamichigan.org/>

March 13: ANN ARBOR, MI. Is There a Book Inside You? Books 101: The New Book Model Program. How to write, publish and promote your book. Michigan chapter of the National Speakers Association. Cheri Najor at 248-444-4030, cheri@kreativnrg.com, <http://www.nsamichigan.org/>

March 18-20: SURFERS PARADISE, Australia. Dan Poynter on Book writing and publishing. National Speakers Association of Australia national convention. Fmi: NSAA@ledger.com.au,
<http://www.NationalSpeakers.asn.au>

March 31-April 2: SINGAPORE. Internationally Speaking – A World of Possibilities hosted by The Asia Speakers Association of Singapore,

International Federation of Professional Speakers and the National Speakers Association. <http://www.asiaspeakers.org/>

April 4-10: SINGAPORE and Kuala Lumpur & Johor Bahru, Malaysia. How to write, produce and publish your book Boot Camp. Fmi: Authorworks Sdn Bhd, Ms Shum FP, ShumFP@pd.jaring.my

April 16: DENVER. Colorado Independent Publishers Association (CIPA). Dan Poynter on Selling Books to Non-Traditional Markets and Recycling Your Material into Magazine Articles. Fmi: Mary Jo Fay, 303-841-7691, MaryJo@outoftheboxx.com, <http://www.CIPAbooks.com>

April 29-May 1: TEMPE. Humor Lab, National Speakers Association, Tempe, AZ. Dates Blocked.

May 12: WASHINGTON, DC. Learning Center Secrets, a new program by Dan Poynter for current presenters and those who want to break into this business. There are more than 25 private adult ed schools (such as First Class) across the U.S. and Canada. They have classes on every conceivable subject. Discover where the centers are, what they want and what to do when you get there. 6:27 to 10 pm. First Class, Inc., Lifelong Learning Center. Fmi: Deb Leopold, 202-797-5102, TakeAClass@aol.com, <http://www.TakeAClass.org>

May 13: WASHINGTON, DC, First Class, Inc., Lifelong Learning Center. Books 101, The full New Book Model program. Fmi: Deb Leopold, 202-797-5102, TakeAClass@aol.com, <http://www.TakeAClass.org>

May 14: WASHINGTON, DC. Washington Independent Writers. Dan Poynter on a Self-Publishing panel. Fmi: Joseph Barbato, 703-379-5441. JABarbato@aol.com, <http://www.WashWriter.org>

May 17: LOS ANGELES. Writing & Publishing Your Nonfiction Book, a seminar by Dan Poynter at the Learning Annex. Books 101: The full New Book Model program. 6:30 to 10:00 PM. fmi (310) 478-6677. Register on line and save. <http://www.LearningAnnex.com>

May 19: LOUISVILLE. Dan Poynter on book writing; every speaker needs a book. Kentucky chapter of the National Speakers Association (NSA/KY). Evening, Brownboro Inn, Brownsboro Road. Fmi: Bob Farmer, Bob@BobFarmer.com <http://www.nsakentucky.org/>

May 21: INDIANAPOLIS. Turning Speeches into Books. Books 101: The New Book Model Program. How to write, publish and promote your book. Indiana chapter of the National Speakers Association. FMI: Larry Holycross, 317-891-0158, Larry@LarryHolycross.com

May 31-June 2: NEW YORK. PMA Publishing University. Dan Poynter on book promotion. New York Marriott. Fmi: Publishers Marketing Association, <http://www.PMAonline.org>.

June 3-5: NEW YORK Book Expo America. Javitts Center, New York City. See <http://www.bookexpoamerica.com/>

June 6: NEW YORK. Writing & Publishing Your Nonfiction Book, a seminar by Dan Poynter at the Learning Annex. Books 101: The full New Book Model program. 6:30 to 10:00 PM. Fmi: 212-371-0280. Register on line and save. <http://www.LearningAnnex.com>

June 13: TELECONFERENCE on Writing Your Book. International Coach Federation (ICF). 6:30-8 pm Eastern Time/3:30 Pacific. Global Virtual Community meeting. The bridgeline for members and guests on the call is: 646-519-5883, Callers Pin No.: 0684#. Go to http://parapub.com/getpage.cfm?file=/speaking/forms_bank.html before the teleconference to get the following handouts.
--Handout. Books 101, P-31: The New Book Model
--P-47 Book Writing Layout Template. 33 pages.
Fmi: Robin Retherford, 541-686-2720, Robin@ActionCoaching.info

June 17: CALGARY. Writing & Publishing Your Nonfiction Book, a seminar by Dan Poynter at the Learning Annex. Books 101: The full New Book Model program. 6:30 to 10:00 PM. fmi 416-591-5293. Register on line and save. <http://www.LearningAnnex.com>

June 18: CALGARY. Turning Speeches into Books. Books 101: The New Book Model Program. How to write, publish and promote your book. Calgary chapter of the Canadian Association of Professional Speakers. FMI: Natasha Halikowski, Natasha@mksLearn.com, (403) 238-5424, http://www.canadianspeakers.org/displaycommon.cfm?an=1&subarticle_nbr=51

June 23: SANTA BARBARA. Dan Poynter on books. 32nd annual Santa Barbara Writers Conference. Westmont College, Montecito, 4 pm. Fmi: Marcia Meier, sbwritersconference@cox.net <http://www.sbcw.org/>

July 9-12: ATLANTA. National Speakers Association. Convention. Dates Blocked.

July 23-24: SANTA BARBARA. Book marketing/promotion/distribution seminar in SANTA BARBARA with Dan Poynter. For details, contact Para Publishing, PO Box 8206-896, Santa Barbara, CA 93118-8206. Tel: (805)

968-7277, Fax: (805) 968-1379. See
<http://parapub.com/accessreport.cfm?report=167&refpage=edutrain.html&userid=10313032>

July 26: LOS ANGELES. Writing & Publishing Your Nonfiction Book, a seminar by Dan Poynter at the Learning Annex. Books 101: The full New Book Model program. 6:30 to 10:00 PM. fmi (310) 478-6677. Register on line and save. <http://www.LearningAnnex.com>

August 12: VANCOUVER, BC. Writing & Publishing Your Nonfiction Book, a seminar by Dan Poynter at the Learning Annex. Books 101: The full New Book Model program. 6:30 to 10:00 PM. fmi 416-591-5293. Register on line and save. <http://www.LearningAnnex.com>

August 13: VANCOUVER, BC. Canadian Association of Professional Speakers. Dan Poynter on How to Write Your Book. Terminal City Club, 837 West Hastings Street, Vancouver. No cell phones; no recording. FMI: Kathy Lynn, 604-258-9074, Kathy@ParentingToday.ca, <http://www.CapsVancouver.org>

August 26—28: CHICAGO. Parachute Industry Association. Dan Poynter on an aviation subject. <http://www.PIA.com>

October 7-9: LA JOLLA, CA. La Jolla Writers Conference. Fmi: Antoinette Kuritz, jkuritz@san.rr.com, 858-467-1971. <http://www.lajollawritersconference.com/main.html>

October 21: ORLANDO, FL. National Nurses in Business Association. Writing & Publishing Nonfiction, a seminar by Dan Poynter. Books 101: The full New Book Model program. Afternoon. See web site for details and contact Patricia Ann Bemis, RN CEN. bemis@nnba.net, <http://www.nnba.net> \$69. Open to the public.

October 24-26: SALT LAKE CITY. The Caterpillar Club; an historical aviation multimedia presentation for the Survival And Flight Equipment Association (SAFE). Fmi: Jeani Benton, 541-895-3012, safe@peak.org, <http://www.SafeAssociation.com>

November 17-20: FOSTER CITY, CA. Cat Writers Association. Dan Poynter on publishing. Fmi: Fran Shaw, (717) 397-9531, franshaw1@juno.com, <http://www.CatWriters.org>

December 1-3: OTTAWA. Canadian Association of Professional Speakers annual convention. Hilton Lac-Leamy, Ottawa-Gatineau. Fmi: <http://www.canadianspeakers.org/>

2006

February 10-12: Arlington, VA. National Speakers Association Winter Workshop. Fmi: <http://www.NSAspeaker.org>

<9-----ParaHumor-----<

HERE IS SOMETHING FUNNY WE FOUND ON BOOKS, WRITING, PUBLISHING, AUTHORS AND/OR WORDS. If you have a laugh to share, please send it to DanPoynter@ParaPublishing.com

VALENTINES DAY. Just in case you're stuck for what to write in your Valentines day card.....These are entries to a Washington Post competition asking for a rhyme with the most romantic first line... but the least romantic second line.

-- joe hoare

12. Thought that I could love no other
That is until I met your brother.

2. Roses are red, violets are blue, sugar is sweet, and so are you.
But the roses are wilting, the violets are dead, the sugar bowl's empty
and so is your head.

3. Of loving beauty you float with grace
If only you could hide your face

4. Love may be beautiful, love may be bliss
But I only slept with you, because I was pissed.

5. Kind, intelligent, loving and hot;
This describes everything you are not

6. I want to feel your sweet embrace
But don't take that paper bag off of your face

7. I love your smile, your face, and your eyes -
Damn, I'm good at telling lies!

8. My darling, my lover, my beautiful wife:
Marrying you screwed up my life

9. I see your face when I am dreaming.
That's why I always wake up screaming

10. My love, you take my breath away.
What have you stepped in to smell this way?

11. My feelings for you no words can tell,
Except for maybe "go to hell"

12. What inspired this amorous rhyme?
Two parts vodka, one part lime.

(Generic Smiley)

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THE SMALL PRINT

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