



# Publishing Poynters

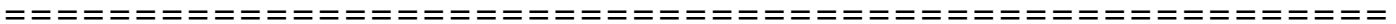
Book and Information-Marketing News and Ideas from Dan Poynter



March 15, 2008. Copyright © Para Publishing. ISSN: 1530-5694.  
Published continually since 1986. Circulation: more than 34,100. F-R-E-E  
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[DanPoynter@ParaPublishing.com](mailto:DanPoynter@ParaPublishing.com); <http://ParaPub.com>; 1-800-PARAPUB  
For the Small Print, scroll to end.

## IN THIS ISSUE FROM PARA PUBLISHING

- A. ParaNews (What's happening)
- B. ParaTips (Guidance/advice on specific issues)
- C. ParaResources (Sources of helpful information)
- D. ParaThoughts (Editorial)
- E. ParaFreebies (Giveaways)
- F. ParaCalendar (Dan may be coming to visit you)
- G. ParaHumor (We saved the fun for last)



### A. ParaNews



1. REED SEEKS TO DIVEST *PUBLISHERS WEEKLY* AND OTHER MAGAZINES



Pronouncing there is no future in print, they want to sell off the print products. See

<http://www.publishersweekly.com/article/CA6534145.html?nid=2286&source=title&rid=>

[http://www.mediabistro.com/galleycat/publishing/pw\\_other\\_rbi\\_mags\\_on\\_market\\_your\\_thoughts\\_78211.asp](http://www.mediabistro.com/galleycat/publishing/pw_other_rbi_mags_on_market_your_thoughts_78211.asp)

[http://www.mediabistro.com/galleycat/publishing/no\\_future\\_for\\_print\\_so\\_says\\_galleycat\\_reader\\_78324.asp](http://www.mediabistro.com/galleycat/publishing/no_future_for_print_so_says_galleycat_reader_78324.asp)

## 2. AIRLEAF VICTIMS UPDATE

See <http://airleafvictims.blogspot.com/>

## 3. BORDERS PERSONAL PUBLISHING--PARTNERS WITH LULU.

See

<http://www.publishersweekly.com/article/CA6538699.html?nid=2286&source=title&rid=>

and

[http://publish.bordersstores.com/publish\\_public.html](http://publish.bordersstores.com/publish_public.html)

and

<http://publish.bordersstores.com/?u-pub>

Dan Snow at Borders concept store in Ann Arbor in front of the new in-store *Publish Your Own Book* display.

He is holding copies of *U-Publish* and *The Self-Publishing Manual*.



#### 4. THE NATIONAL INDIE EXCELLENCE BOOK AWARDS

Deadline for submissions: March 31, 2008.

The National Indie Excellence 2008 Book Awards competition presents a wonderful opportunity for all independent, small press and self publishers seeking more recognition within the publishing industry.



Winners and finalists will receive national media & industry exposure! We will issue a news release announcing the results to our list of national media, print and radio contacts. We also will promote the results within the publishing industry and have a presence at Book Expo America in Los Angeles in 2008.

All winners and finalists are also eligible for the Editor's Choice prizes!

More information, category listings and entry forms are available at:

<http://www.IndieExcellence.com>

#### 5. DAN POYNTER IS COMING TO VISIT

Please alert your writing and publishing colleagues.

Abu Dhabi, Albuquerque, Amsterdam, Auckland, Birmingham, Dallas, Durban, Goleta, Houston, Kuala Lumpur, London, Los Angeles, Melbourne, Miami, New York, Oklahoma City, Paris, Pittsburgh, Reno, Sacramento, Salzburg, Singapore, Toronto, Wellington, Teleseminars/Webinars (everywhere). (MORE to be announced soon).



See the ParaCalendar on these content-filled seminars, below. See ALL the listings. Dan will visit some states/provinces/countries several times.

<http://parapublishing.com/sites/para/speaking/calendar.cfm>

#### 6. DAN POYNTER CAN BRING A BOOK PROGRAM TO YOUR AREA

See

<http://parapublishing.com/sites/para/speaking/speechdesc.cfm>

#### 7. E-SLUSH PILES ON THE WAY?

Wouldn't it be better, for editors' sanity, not just forests, if slush arrived via e-mail or Web forms—as electrons rather than as unwieldy collections of atoms? Imagine, moreover, all the postage writers could save. Are slush piles about to go electronic in a major way, and could this be a nice kick start for e-books? See

<http://www.publishersweekly.com/blog/760000476/post/1910022391.html>

## 8. HACHETTE BOOK GROUP RECENTLY DISTRIBUTED HUNDREDS OF SONY READERS TO ITS EDITORS.

Literary agents selling to Hachette's imprints are now required to e-mail their texts to acquiring editors, who download them to their Readers; paper manuscripts are no longer routinely circulated. If acquisition editors are traveling, this is easier than lugging around manuscripts. See

<http://nymag.com/news/intelligencer/44760/>



## 9. DAN POYNTER'S SEMINAR WITHOUT YOUR TRAVEL.

You can get Internet access to his 3+-hour New Book Model video program. You will see & hear him in action with more than 150 PowerPoint slides. It will be just like attending one of Dan's seminars without the travel and parking. Dan will take you through writing your book, publishing it and promoting the book. Nothing is left out. And you can go back to review any part or the entire show anytime you'd like, as many times as you'd like. This is his complete program—the one he has been doing all over the world as he flies more than 4,000 miles/week. See the 39-second description at

<http://northstarm2s.com/m2sv2/Dan1promo.html> (Need high-speed Internet access)

and

<http://www.selfpublishing-biz.com/>

## 10. PUBLISHERS PHASE OUT PIRACY PROTECTION ON AUDIO BOOKS

First music, now audiobooks; will eBooks be next? See

[http://www.news.com/Publishers-phase-out-piracy-protection-on-audio-books/2100-1025\\_3-6232789.html?tag=sas.email](http://www.news.com/Publishers-phase-out-piracy-protection-on-audio-books/2100-1025_3-6232789.html?tag=sas.email)

## 11. WRITING NON-FICTION IN AUDIO by Dan Poynter

This full book, MP3 download, describes the New "Book" Model: the technology has finally arrived to enable us to write, produce, sell and promote books faster, easier and cheaper. You will discover how to build your book rather than just write it. You will multipurpose your "book" into downloadable, CD and eBook versions. You will wring maximum value out of your work by spinning off audiotapes, videotapes, magazine excerpts, foreign-language editions and more. In fact, Writing Nonfiction will be your constant reference on writing and producing books as well as marketing your manuscript. The voice talent is Dan Snow.

See <http://www.lulu.com/content/178347>

## 12. GET THE SELF-PUBLISHING MANUAL for just \$13.57.

Yes, the all-new, completely revised 16<sup>th</sup> edition can be yours for much less than the cover price of \$19.95. See <http://www.amazon.com/Dan-Poynters-Self-Publishing-Manual-16th/dp/1568601425/>

You save 32%. Act now.

**13. WORST PUBLISHING WEEK EVER**

A phony holocaust memoir.  
A made-up tale of a gangland childhood.  
What's next? See

<http://www.slate.com/id/2185746/>

and  
<http://www.baltimoresun.com/entertainment/bal-to.books05mar05,0,4230107.story>



**14. SHAMELESS NEW PRODUCT ANNOUNCEMENT**—From Para Publishing.

Write your book by-the-numbers: just fill in the blanks. You have heard of paint-by-the-numbers. It means filling in the blanks according to a pre-determined plan. PAINT-by-the-numbers is a step-by-step outline that makes you look like a master. This system in a binder shows you how to WRITE-by-the-numbers.

Writing books is hard work—unless you have a plan. Without a roadmap, it is easy to get lost. Without noticeable progress, it is easy to become discouraged and lose momentum. Dan Poynter will supply you with a 33-page book-writing template in a 3-ring binder. You just fill in the blanks. Each page of the frontmatter, chapter headings and backmatter tells you what to put on that page—your book is structured and ready for your material. See

<http://parapublishing.com/sites/para/information/writing.cfm#mbp>

Writing-by-numbers will accelerate your book project by helping you visualize the entire project and by guiding you through the writing process.

**15. BORDERS “NEW CONCEPT” STORES TEST BOOK RETAILING.**

Borders plans to reduce inventory and display more books face out. On-line and brick-and-mortar sales to promote each other as Borders moves back into Web sales. See

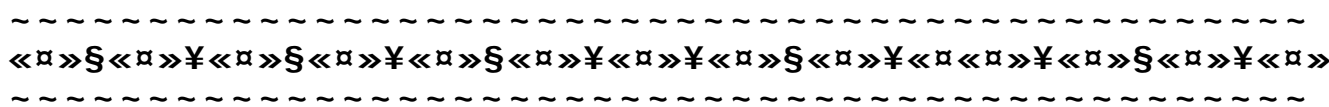
<http://www.publishersweekly.com/article/CA6538699.html?desc=topstory>

**16. TO CHANGE YOUR SUBSCRIPTION ADDRESS** to this ezine, please go to

<http://parapublishing.com/sites/para/resources/newsletter.cfm>. Unsubscribe your old address and subscribe your new one.

To recommend this ezine to another writer or publisher, simply forward the entire newsletter. He or she will thank you.

>**SEND YOUR NEWS ITEMS** to [DanPoynter@ParaPublishing.com](mailto:DanPoynter@ParaPublishing.com)





Recently featured in *The New York Times* Article "How to Hire and Retain Star Employees"  
555-555-4555

### 3. NEXT GENERATION OF INDIE BOOK AWARDS

--Clint Greenleaf, Greenleaf Book Group LLC, <http://www.greenleafbookgroup.com>



Book awards help sell books. The Independent Book Publishing Professionals Group (IBPPG <<http://www.ibppg.com/>> ) is currently calling for entries to its 2008 Next Generation Indie Book Awards

<<http://www.indiebookawards.com/>> . If your book was published in 2007 or 2008, or if it has a copyright date in either year, then you are eligible to enter, and you have seventy categories to choose from. Enter your book by March 21, 2008 to be considered for awards, cash prizes, and industry exposure. Early entries made online by February 4, 2008 will receive a

discount on the entry of a second category. Enter now and give your book a chance to get the recognition it deserves!

### 4. WHAT CAN THE PMA, THE BOOK PUBLISHERS ASSOCIATION, DO FOR YOU? See

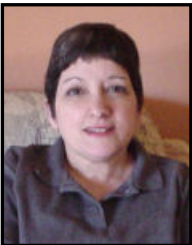
<http://www.pma-online.org/memben.cfm>

<http://www.pma-online.org/membonly.cfm>



### 5. WORKING WITH A TEAM TO PUBLISH YOUR BOOK

--Michele DeFilippo, [www.1106design.com](http://www.1106design.com)



It's not easy to find, evaluate, and coordinate the many providers you'll need to prepare your book for printing, especially if you are launching your new publishing business while working at a full-time job. If you're new to publishing, how will you know that the people you have chosen are doing the best possible job, and what will you do if they don't follow through on their promises? Working with a company that offers a variety of editorial and pre-press services under one roof from qualified individuals, and that also

manages the process, can ensure that your book is finished quickly and competently and relieve a great deal of stress. This will free up your time to plan your marketing efforts so that when books roll off the press, you'll be ready to sell them.

### 6. DO COLLEAGUES ASK YOU FOR BOOK ADVICE?

Tell them about our free InfoKits. Each will give them all they need—in writing. See

<http://parapublishing.com/sites/para/resources/infokit.cfm>



Magazines, newsletters and other places to send review copies and news releases. See <http://parapublishing.com/sites/para/resources/maillist.cfm>

#### **4. WANT TO READ eBooks ON YOUR PDA/PHONE?**

You can read eBooks on your Pocket PC, Blackberry, Palm device and other PDAs. Now you won't have to carry bulky books when you travel. See



Blackberry:

<http://www.mobipocket.com/en/DownloadSoft/application.asp?device=Blackberry>

Palm:

<http://www.mobipocket.com/en/DownloadSoft/application.asp?device=PalmOs>

Pocket PC:

<http://www.mobipocket.com/en/DownloadSoft/application.asp?device=WindowsMobile>

#### **5. NEED SOMEONE TO DESIGN, TYPESET AND LAYOUT YOUR BOOK?**

See the Supplier List at

<http://parapublishing.com/sites/para/resources/supplier.cfm>

#### **6. TITLES SELL THE BOOK.**

Some six out of ten books on the bestseller lists have dynamite titles. See Document 156: book titles that were changed at

<http://parapublishing.com/sites/para/resources/allproducts.cfm>

and Document 626, Selecting a Book Title That Sells at

<http://parapublishing.com/sites/para/resources/allproducts.cfm>

#### **&. DOES SELF-PUBLISHING WORK?**

It worked for John Grisham, Richard Nixon and Stephen King. See Document 155 at

<http://parapublishing.com/sites/para/resources/allproducts.cfm>

#### **7. OUR REVAMPED WEB SITE HAS A DYNAMITE SEARCH ENGINE.**

It can even locate tips, resources and information in our newsletters over the past 10 years. This is an infinitely-valuable research tool. Try it

<http://ParaPub.com>. See the Search box at the top of the page.



#### **8. NEW PR, BRANDING, PUBLICITY, MARKETING BLOG WITH RALEIGH PINSKEY.**

See

<http://www.keyboard-culture-branding-publicity-pr.com/>

## 9. WANT SPECIFIC DETAILS ON BOOK PUBLISHING?

See our Instant Report, downloadable for immediate delivery.  
Each has been recently updated. See

<http://dansentme.com/sites/para/resources/allproducts.cfm>

[602](#) Interviews, How Authors Get On Radio & TV

[603](#) Book Printing. At the Best Price

[604](#) How to Price Your Book

[605](#) Locating the Right Distributor

[606](#) Publishing Fiction & Poetry

[607](#) Publishing Contract: Author-Publisher

[608](#) Your Publication Date

[609](#) Blurbs For Your Books, Testimonials, endorsements & quotations

[610](#) Children's Books, Resources for Writing, Producing and Promoting Juveniles

[611](#) Newsletter Publishing; A Resource Guide

[612](#) Bestsellers, What They Are & How To Make Them

[613](#) Cook Books, Resources for Writing, Producing & Promoting Books on Food

[614](#) Selling Books Through The Gift Trade

[615](#) pBooks to eBooks, Creating Digital Reading

[616](#) Travel Books, Resources for Writing, Producing & Promoting Guidebooks

[617](#) New Age Books; Resources for Writing, Producing & Promoting Books on metaphysics, the occult and new thinking

[618](#) Religious Books

[619](#) Write It Once - Sell it Forever, How to Update Your Books

[620](#) Your Book Writing & Publishing Calendar

[622](#) Cooperative Book Promotion

[623](#) Questions and Answers on Book Publishing

[624](#) How to Set up & Run a Successful Book Publishing Business

[625](#) Selling Books to Catalogs

[626](#) Raising Money to Publish Books

[628](#) Canadian Book Publishing

[629](#) Making The Web Pay

[630](#) Selecting a Book Title That Sells.

[631](#) Covers That Sell Books

[632](#) Bookshelf, Selling Books From Other Publishers

[633](#) Beyond Remainders

[634](#) Selling Books In The United States

[635](#) AudioBooks, Turning Books & Speeches Into Spoken-Word Tape & Disc Products

[636](#) Insurance for Publishers; Protecting Your Book Company

[637](#) Selling Books To The Military Market

[638](#) Screenwriting: Fiction (theatricals) & Nonfiction (documentaries)

[639](#) Autograph Parties & Signing Books

[640](#) Book Promotion Made Easy: Event Planning, Presentation Skills & Product Marketing

[641](#) Merchant Status: Credit Cards for Publishers

[642](#) Large Print Books: Making your Work Easier to Read.

**10. WANT TO DOWN LOAD DAN POYNTER'S BOOKS AS eBooks?**

See <http://www.mobipocket.com/en/eBooks/searchebooks.asp?Language=EN&searchStr=dan+poynter&searchType=All&lang=EN&orderBy=best>

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

<http://parapublishing.com/sites/para/resources/allproducts.cfm>

**==SHARE YOUR RESOURCE.** Send it to [DanPoynter@ParaPublishing.com](mailto:DanPoynter@ParaPublishing.com)

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**I dare you to forward this ezine to writers and publishers.**

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## D. ParaThoughts

### THE eBook ADVANTAGE

--Dan Poynter



The launching of the Kindle eBook by Amazon produced a lot of discussion in publishing circles. Some authors and publishers comments on file (book) sharing, cost and readability.

To be fair, most who commented had never read more than one page of text on a screen. And, the question is not about readability anyway.

What is the advantage of bottled water over tap water? Quality? From what we read, tap water is held to higher governmental standards.

No, the advantage is portability. You can carry water in a bottle.

Same with eBooks.

No one is suggesting you read books on your desktop computer.

The eBook advantage is that you can carry many of them in one small device.

With eBooks (and DRM) there are no used copies for sale. The authors and publishers get paid for every one purchased. That solved the used pBook problem.

Then, of course, eBooks are less expensive, are "greener" than pBooks and can be read on your PDA so that you do not have to add to the items you are carrying.

There are many advantages to eBooks.

==>SHARE YOUR editorial thought. Send it to [DanPoynter@ParaPublishing.com](mailto:DanPoynter@ParaPublishing.com)

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Please Copy\Paste this newsletter into your email program and then send it to your colleagues in publishing. They will appreciate you.

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## E. ParaFreebies

**1. ARTICLES ON BOOK DISTRIBUTION** by Ivan Hoffman, Esq.  
See [Http://www.IvanHoffman.com/helpful.html](http://www.IvanHoffman.com/helpful.html)



**2. GALLEY COVER LAYOUT FORM.**  
Paint by the number outline. See Document 149 at <http://parapublishing.com/sites/para/resources/allproducts.cfm>

**3. INFORMATION KITS ON SPECIFIC ASPECTS OF BOOKS – FRÉE.**  
Each kit consists of more than eight pages of details, tips and resources. Each is geared to a level of The New Book Model.



- 1. Researching and Writing
  - 2. Producing printed books, eBooks, aBooks & dBooks.
  - 3. Marketing, promoting & distributing.
- See <http://parapublishing.com/sites/para/resources/infokit.cfm>



March 14-15. AMSTERDAM, Netherlands. PSA/Holland first national convention. Fmi: Hans Ruinemans, [hans.ruinemans@businesstales.com](mailto:hans.ruinemans@businesstales.com), [hans.ruinemans@glocorp.com](mailto:hans.ruinemans@glocorp.com), +31 35 699 1999, <http://www.pсахolland.org/>

### **March 23 – April 12 ROUND-THE-WORLD SPEAKING TOUR**

March 28-30. MELBOURNE, Australia. National Speakers Association of Australia (NSAA) convention. Fmi: [secretariat@nationalspeakers.asn.au](mailto:secretariat@nationalspeakers.asn.au), 1800 090 024

April 1-2. KUALA LUMPUR. Malaysia Association of Professional Speakers (MAPS) convention. [http://www.maps.org.my/events\\_up.asp](http://www.maps.org.my/events_up.asp). Fmi: Anthony Fernandez, 019 3160 444, [anthony@maps.org.my](mailto:anthony@maps.org.my)

April 4-6. DURBAN, South Africa. National Speakers Association of South Africa (NSASA) convention, Sibaya Convention Centre. Fmi: Richard Mulvey, 0861 – 444888, [richard@richardmulvey.com](mailto:richard@richardmulvey.com) <http://www.nsasouthafrica.co.za/>, <http://www.nsasouthafrica.co.za/convention2008>

April 19. HOUSTON. Dan Poynter on book publishing. Fmi: The Book Connection, Rita Mills, [rita@bookconnectiononline.com](mailto:rita@bookconnectiononline.com), [rmills@ghg.net](mailto:rmills@ghg.net), 713-937-9184, <http://www.BookConnectionOnline.com>

April 23. TELESEMINAR. Book Promotion for Writers, Introverts and Other Reluctant marketers with Judy Cullins & Dan Poynter. Discover how to promote your book without leaving home. In this 90-Minute Teleclass you will get these results:

- Sell more books than you ever dreamed of.
- Get targeted Web traffic to your site to sell your book.
- Discover the # one f.free book promotion on the Internet.
- Leverage what you have to get the word out.
- Share your book with your targeted audience--your style

5:00 Pacific time 8:00 Eastern time (1 1/2 hrs).

\$45 includes \$29 bonus reports. To register and for the Five Questions Dan and Judy will help you get answers for, go to <http://www.bookcoaching.com/teleclasses.shtml>  
--Judy Cullins, [judycullins@cox.net](mailto:judycullins@cox.net)

April 26. SACRAMENTO. Northern California Publishers & Authors (Formerly the Sacramento Publishers & Authors). Fmi: Jennifer Martin, [jenmartin@surewest.net](mailto:jenmartin@surewest.net), [info@norcalpa.org](mailto:info@norcalpa.org), <http://www.norcalpa.org>

May 1-3. OKLAHOMA CITY. Oklahoma Writers Federation, Inc. Convention. Fmi: Amy Shojai, (903) 868-1022, [shojai@verizon.net](mailto:shojai@verizon.net), <http://www.owfi.org/>

May 10. DALLAS. The North Texas chapter of the National Speakers Association. Dan Poynter on Turning Speeches into Books. Fmi: Carlos Sanchez, [Hsitraining@aol.com](mailto:Hsitraining@aol.com), <http://www.speaker.org/>

May 15. TELESEMINAR. Book publishing for professional speakers. The Writer-Publisher Professional Expert Group of the National Speakers Association. 10-11 AM Pacific time. Fmi: Pam Lontos, (407) 299-6128, [Pam@prpr.net](mailto:Pam@prpr.net), <http://www.NSAspeaker.org>.

May 27-29. LOS ANGELES. PMA Publishing University. Nine tracks to choose from. More than 600 publishers expected. See the classes at <http://www.pma-online.org/pmau/2008/template.aspx>. Register at <http://www.pma-online.org/pmau/2008/registration.aspx>. Use Discount Code PMAU08 and save \$50. Fmi: 310-372-2732, e-mail: [info@pma-online.org](mailto:info@pma-online.org)

May 30-June 1. LOS ANGELES. BEA Book Fair.

<http://www.bookexpoamerica.com/App/homepage.cfm?moduleid=42&appname=288>

## June 8 – July 8

### ROUND-THE-WORLD SPEAKING TOUR

June 9. TORONTO. Turning Speeches into Books: the full New Book Model program in the afternoon plus The Book Game for Speakers, Extroverts & Others Who are Stalking Oprah in the evening. See

<http://parapublishing.com/sites/para/speaking/speechdesc.cfm#professionalspeaking>.

Toronto chapter of the Canadian Association of Professional Speakers. Contact Randall Craig, [randall@randallcraig.com](mailto:randall@randallcraig.com), (416) 918-5384.

June 14. AUCKLAND, New Zealand. Book writing, publishing & promoting. Fmi: Maria Carlton, [maria@MariaCarlton.com](mailto:maria@MariaCarlton.com), +64 (7) 853 9001, +64 (21) 849 948.

<http://www.PhantomPublishing.co.nz>

June 16. WELLINGTON, New Zealand. PowerPoint Tips & Tricks: Illustrating Your Spoken Message with Multimedia. All about computers, remotes, which projectors are best for travel, AV carts, microphones, PA systems, labeling computers to speed setup, backup equipment, and more. This is not your usual 'how to use' or 'introduction to' PowerPoint. National Speakers Association of New Zealand, Wellington chapter. Fmi: John Faisandier, +64-4 476 8186, [john@faisandier.co.nz](mailto:john@faisandier.co.nz), <http://www.nationalspeakers.org.nz/>

June 17 WELLINGTON, New Zealand. Book writing, publishing & promoting. Fmi: Maria Carlton, [maria@MariaCarlton.com](mailto:maria@MariaCarlton.com), +64 (7) 853 9001, +64 (21) 849 948.

<http://www.PhantomPublishing.co.nz>

June 21. SINGAPORE. Book Camp with Dan Poynter on book writing, publishing and promoting. Fmi: Patrick Ang, +65-62419769, +65-98531380,

[PatAngLHL@singnet.com.sg](mailto:PatAngLHL@singnet.com.sg). <http://www.danpoynter.com.sg/>

June 28. DURBAN, South Africa. Writing & Publishing Your Nonfiction Book, a seminar by Dan Poynter. Books 101: The full New Book Model programme. Fmi: Val Waldeck, +27 (0) 83 273 4700, [vWaldeck@telkomsa.net](mailto:vWaldeck@telkomsa.net)

July 4. LONDON, UK. "How to Write, Publish and Promote Non-Fiction Books" - a seminar with Mindy Gibbins-Klein and Dan Poynter. Fmi: Mindy Gibbins-Klein, +44-(0) 845 003 8848, [mindy@bookmidwife.com](mailto:mindy@bookmidwife.com), <http://www.BookMidwife.com>.

July 7. MIAMI. Writing & Publishing Your Nonfiction Book, a seminar by Dan Poynter. Books 101: The full New Book Model program. 6:30 to 10:00 PM. Fmi: IME Enrichment Center, Manny Sarmiento, 8181 NW 36<sup>th</sup> St, #8-D, Miami, FL 33166, [TICKETFL@aol.com](mailto:TICKETFL@aol.com), 1-305-477-7600, <http://www.imeglobalgroup.com>

August 2-8. NEW YORK. National Speakers Association (NSA) convention. <http://www.nsaspeaker.org>;

August 12. TELECONFERENCE. Publish Your First Book. NSA Academy. National Speakers Association. FMI: Michael Soon Lee, 800-417-7325, [seminars@netvista.net](mailto:seminars@netvista.net).

### **August 20 – September 15 ROUND-THE-WORLD SPEAKING TOUR**

September 5-6. SALZBURG, Austria. German Speakers Association (GSA). Fmi: Claudia Haider, +49 (0) 81 41 5 35 98 59, [c.haider@germanspeakers.org](mailto:c.haider@germanspeakers.org)  
<http://www.germanspeakers.org/de/Convention2007.php> .  
[http://www.germanspeakers.org/de/documents/Flyer\\_Convention\\_USA\\_070601\\_ck\\_d.pdf](http://www.germanspeakers.org/de/documents/Flyer_Convention_USA_070601_ck_d.pdf)

September 11-14. ALBUQUERQUE. Parachute Industry Association. Dan to speak on an aviation topic. See <http://www.PIA.com>

September 20. PITTSBURGH, PA. The Pittsburgh chapter of the National Speakers Association. Dan Poynter on Turning Speeches into Books. Fmi: Barbara Thompson, [barbara@BarbaraThompson.net](mailto:barbara@BarbaraThompson.net), (412) 851-4195.

October 11. NATICK, MA. NSA/NE. A full day on book writing and publishing. National Speakers Association/New England chapter. Fmi: Dennis Mahoney, (617) 298-0404, [dennis@dennismahoney.org](mailto:dennis@dennismahoney.org), <http://www.nsanewengland.com/default.asp>

November 7-9. BIRMINGHAM, UK. Professional Speakers Association of the UK & Ireland. (PSA). <http://www.psaconvention.com/>

December 14-15. ABU DHABI. Professional Speakers Association of the Middle East (PSA/ME). Abu Dhabi, UAE. Reg Athwal, [Reg@RegAthwal.com](mailto:Reg@RegAthwal.com), +971 (0) 43321837, <Http://www.PSAME.org>



from any suggestion, information, or instruction in this book. We urge you to obey the law and the dictates of common sense at all times.

-- Sharyn Rosart, Quirk Packaging, Inc., [www.quirkpackaging.com](http://www.quirkpackaging.com)

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(Generic Smiley)

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