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1. Writing itself may be a solitary pursuit, but connections help get our words into the world. Our first connection must be with God.

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2. Your writing is YOUR calling.

- 1 Peter 5:2 (NIV) is a great verse to remind us.
“²Be shepherds of God's flock that is under your care, watching over them—not because you must, but because you are willing, as God wants you to be not pursuing dishonest gain, but eager to serve;”

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Esther 4:14

“**For** if you remain silent **at this time**, relief **and** deliverance **for** the Jews will **arise** from **another** place, but you **and** your father's family will perish. **And** who knows but that you have come to your royal position **for such a time as this?**”

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3. The Literary business is a relational business. Let's talk about creating relationships.

Creating the Best Impression

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You have worked hard to get to the conference – make the most of it. Don't let fear or imposter syndrome keep you from your God calling.

What happens in an appointment –

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**They don't want you to fail – their job is to find the next world changing author – maybe that's you.
remember**

**Steven King was turned down thirty times before he sold his first book. He was a janitor in a school.
Jack Canfield and Mark Victor Hansen: Chicken Soup for the Soul received 134 rejections.**

Connecting is one of the best aspects of the writing industry and conferences. – don't be afraid to be bold and step out in faith; if you were great connecting in high school and college use some of those skills; if you weren't – forget high school and college - this is your new You.

You don't have to tell everything you know at your first meeting

Research the person you will meet with -learn as much as you can online, ask other people if they've had a connection with the person you will meet with; find common areas of interest – places you lived, jobs, kids, adoption, or hobbies. They want to connect with you. Make a great impression.

Usually, those things are listed in the conference brochure or on their own websites.

If you are unable to make the appointment, please notify the person or the conference staff member – don't waste their time when they could be doing something else instead of waiting on you.

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Bring With You:

- Business Cards
- One sheet for the project you are pitching (bring several copies)
- A teachable spirit
- Have your one sheet prepared for your project and one about yourself with your photo on it and all your contact info – don't be disappointed if they don't take it.

Be

- A person of faith – this is a safe place for you to express your faith
- Professional
- Polite
- Prepared to give an elevator pitch (explain this)

Get

- A professional email – i.e. sallysmith@gmail.com, SalSmith@outlook.com – use this email for your writing business

Don't

- Tell too much of your personal business
- Don't be too nosy about their private lives
- Tell them God said they **have to** publish it
- Interrupt
- Worry if they don't love your work
- Be rude or disrespectful; they are the professional
- Show up at their office without an appointment

You Can

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Do

- Ask questions
- Bring notes; take notes
- Give them time to read your one sheet or whatever you've brought
- Act with confidence – even if you aren't feeling it
- Breathe
- Say thank you – and mean it (even if you don't like what they said)
- Ask what is next, or how to connect with them if they want to follow up with you
- SEND IT WHAT THEY ASK FOR!!!!
- Be polite
- Remember they are just people too
- Introduce yourself with a short, short, short intro –
PRACTICE IT
- Tell them why you are a good fit to collaborate with them – remember this is similar to a job interview
- Ask advice from veteran conference attenders, staff, professionals
- Listen
- PUT YOUR NAME AND CONTACT INFO IN A FOOTER ON THE BOTTOM OF **EVERY** PAGE