The Role of the Agent

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Section One: an agent helps with proposals

1.) Evaluate your work for marketability with a traditional publisher -- and this is BEFORE signing you on!
2.) Be sure your proposal has all the right elements.
3.) Be sure your proposal has a professional and polished presentation.
4.) Add value with the agency's letterhead.

Section Two: a good agent knows the following:

1.) The right editors and houses for your work.
2.) The going rate for your type of book with your particular publisher.
3.) The range you should be earning for the place where you are in your career.
4.) The appropriate royalty rate for you.
5.) How current market conditions affect your payments and why.
6.) Tricky contract clauses that will affect your career for years.
7.) How to manage your career in a market that is on the upswing.
8.) How to manage your career when the market is on the downturn.
9.) How to keep you nimble in a changing market.

Section 3: how to find an agent:

1.) Go to conferences and meet agents.
2.) Peruse their web sites.
3.) Word of mouth.