1. Find a Market
CBA
ABA

Market guides:
- Jerry Jenkins / Sally Stuart’s annual *Christian Writer’s Market Guide*
- Writer’s Digest’s annual *Writer’s Market*

Mostly online, obtain and study:
- Writers guidelines
- Theme lists
- Sample copies
- Book publisher’s catalogs

Get organized:
- Files and a file drawer
- 3-ring binder for Writer’s Guidelines

2. Study the Market
What do they publish? Publisher’s niche? What makes them unique?

Articles:

Books:

Define:
Royalty/Commercial Publishers -
Self-Publishing Companies -
Subsidy Publishers –

See my Jan. 1, 2014, post on ButtsAboutWriting.blogspot.com: “What You Need to Know about Book Publishers BEFORE Publishing Your Book.” (See “Blog Table of Contents” to find it.)

3. Approach the market professionally.
Manuscript format

Book Proposal

Query letter
**4. Know what Rights you're selling.**
First (FNASR)

Reprint (Second)


**5. Submit.**
Polish! Polish! Polish!
Change passive voice to active. (See Dianne’s $.99 e-book “Cutting the Passive Voice” here: amazon.com/author/diannebutts.)
Always send a SASE.
Polite follow up.

**6. Track Your Submissions**
Double entry method on 4 x 6 cards:

Manuscript card

Market card

**7. Increase your chances of selling your manuscript.**
Meet editors here. It *does* make a difference!

**8. Rejections. Discouragement. Rejections. And more rejections.**
Rejection

Discouragement

See Nov. 1, 2014, post on ButtsAboutWriting.blogspot.com: “Help for Writers Dealing with Disappointment.”

**9. Make a portfolio.**

**10. Stay connected to the Vine.**
Get the Most Out of the Conference

Read the Announcements in your conference packet!
Take big-time Advantage of the Freebies on the stage. (Other tables are NOT free!)
Conference Map on back of packet. Locate classrooms. Also in Lodge.
Cafeteria down below. Meal ticket in packet. (Meals come with your room!)

Appointment meetings with professionals:
- Be on time
- Find your person
- Be prepared to jot notes
- What to do: Tell them what your article/story/book is about in a few sentences.
- What to expect: Don’t expect them to take your manuscript. If they’re interested they’ll ask you to send it after the conference.
- The fear factor: Your career does NOT depend on this short visit—there will be other opportunities.
- Offer a business card.
- Ask for a business card.
- MOST IMPORTANT: Immediately after take 3 minutes to write down everything you can remember.
- When contacting them later, kindly remind them of your conversation.
- If you don’t get the appointment you wanted: Catch them at a meal, after a workshop, or in the hallway. (Not the bathroom!).
- If you can’t catch them, believe the Lord is directing.

Order CDs!
Cell phone reception is better. Some pockets may do better than others.
Internet in the auditorium, classrooms, and lodge rooms.
Exchange business cards.

Resources

Dianne’s “Getting Published” Kindle e-books:
- Query Letters (Just releasing!) $3.95
- Cutting the Passive Voice only $ .99.
- How to Get Published by Magazines & Book Publishers (Based on Dianne’s pamphlet “The Basics for Beginners” which inspired this workshop.) $2.99
- Book Signings $3.99

All of Dianne’s books here: amazon.com/author/diannebutts
Please Click the yellow “Follow” button under her image! Get notices of new books.
Dianne’s “Help for Writers” printed pamphlets $3.95 here at the conference.

Please Follow her on Twitter: @DianneEButts, @BAboutWriting, @GParenObstacle
Please Like her Facebook Author page: https://www.facebook.com/DianneButtsAuthor