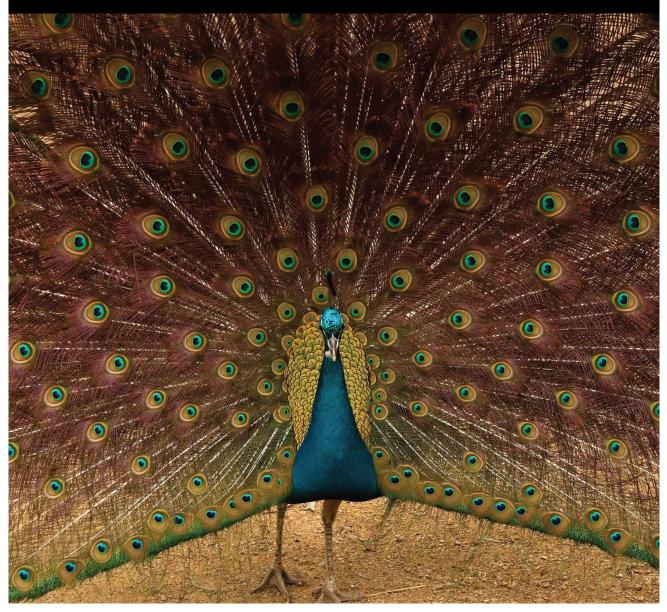


# Diane Kistner



### Guide for Authors

by

Diane Kistner

Director, FutureCycle Press

being a warm welcome and passel of information for poets who have signed with FutureCycle Press and others who are interested in our process

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### Welcome Aboard

This guide was written for authors whose book manuscript has been accepted for publication by FutureCycle Press. (It should also be of interest to those submitting to us.) The editors handling acquisitions are finished with their work. We may have shared some of our comments with you with an eye to how the manuscript might be improved, and I've asked you to go over it one last time before emailing the final document file to me. I now request, and expect, you to read over this guide to smooth our way through production and publication of your book. Unless I tell you otherwise, it will be just the two of us working together going forward.

#### WHAT'S NEXT

Depending on where your book falls on the schedule, I may not (and should not) begin working on it for quite a while post-acceptance. This gives you time to nail down any updates to your acknowledgments and also work toward getting together the materials I'm going to need to produce your book.

## July 1st prior to your tentative publication date (as specified in your acceptance letter) is your deadline for sending your final book manuscript to me.

Not later than a month or so before the tentative publication date we gave you, but probably sooner, I'll comb over your manuscript, doing more rigorous line-by-line editing and proofreading. When I'm finished, you'll have the opportunity to accept or reject any edits I have made. At this stage, except in response to my queries, you must resist the impulse to make changes. During this time, I will also design your book cover and program your Kindle edition, so the earlier you can get cover materials to me, the better. (Refer to *Your Book Interior* and *Your Book Cover* for details.)

Ultimately, after some back and forth to ensure everything is perfect, you'll sign off on the final interior and cover PDF proofs and I'll upload them to our print-on-demand printer. I'll put your Kindle edition up for pre-sale and, on your publication date, I will "pull the trigger" to publish your paperback book. In 72 hours or less, both editions should be up on Amazon; expanded distribution access can take longer.

When the two of us do start laboring in earnest to give birth to your book—that's a good metaphor for it—we'll be rather intensely involved until, suddenly, the book will just seem to pop out with an *Ahh*.... Then, just as suddenly, we'll be in touch far less often as I shift focus to other books and you show off your new baby.

I know how exciting all of this can be for an author, and I am excited with you. In anticipation of your questions, and to engage you in the process of making your book the best that it can be, I have prepared this guide to give you an idea of what you can expect from here on out.

#### ABOUT YOURS TRULY

You know that old TV commercial with the messy-haired woman working in her pajamas, trying to duck the web cam? Well, except for being shorter and a bit tubbier, that's pretty much me, so you can eradicate any notion you might have that I am sitting in a fancy office somewhere wearing a chic designer suit. I always warn new authors that I work on the press pretty much around the clock; that they may get emails from me at 3 a.m. that weren't perfectly proofread; that sometimes I come across as formal, sometimes temperamental (grouchy?), sometimes quite laid back and friendly, and sometimes like I'm wandering around in the Dreamtime. This is because I work all the time and wear so many hats, each of which requires a different way of thinking and being.

As a creative writer who also has to live in the workaday world, I expect you understand how it is to have to constantly shift between the two hemispheres of your brain. I have to be an editorial stickler one minute, a creative designer the next. It's such an odd combination of obsessive fastidiousness and coloring outside of the lines, I know it can seem confusing or wacky to someone expecting only an editor's precision and formality. The important thing for you to understand is that, no matter how I seem, I'm always "on it"—well, almost always—but I need you to complement me as I work so your book will turn out beautifully with no errors. If I'm in stickler mode, I need your flexibility. If I'm in creative mode, I need you to watch out for the sloppiness that creativity often entails. Most of all, I need you to relax and just be yourself.

Most of our authors tell me it was a pleasure to work with me and that they were delighted with the care and attention their book received. My goal is for this to be your experience as well. I drop the ball sometimes, like all humans do, and things beyond my control do go wrong, but I do my best to smooth any bumps along the way. There is nothing in this world that I love more than editing and publishing really good books, and I'm very much looking forward to working with you on yours!

All best, Diane

### About FutureCycle Press

FutureCycle Press is dedicated to publishing lasting English-language poetry books and anthologies in both print-on-demand and digital formats. Founded in 2007 by long-time independent editor/publishers and partners Diane Kistner and Robert S. King, the press incorporated as a nonprofit in 2012. A number of our editors are distinguished poets and writers in their own right, and we have been actively involved in the small press movement going back to the early seventies.

The FutureCycle Poetry Book Prize and honorarium is awarded annually for the best full-length volume of poetry we publish in a calendar year. Introduced in 2013, our Good Works projects are collections of individual works, sometimes devoted to significant issues, with proceeds donated to charitable causes. Our Selected Poems series highlights contemporary poets with a substantial body of work to their credit; with this series we strive to resurrect work that has had limited distribution and is now out of print.

We are dedicated to giving all of the authors we publish the care their work deserves, making our catalog of titles the most diverse and distinguished it can be, and paying forward any earnings to fund more great books.

We've learned a few things about independent publishing over the years. We've also evolved a unique, resilient publishing model that allows us to focus mainly on vetting and preserving for posterity the most books of exceptional quality without becoming overwhelmed with bookkeeping and mailing, fundraising activities, or taxing editorial and production "bubbles." To find out more, come see us at <u>futurecycle org</u>.

### Your Contract

No work can commence on your book until your contract (already digitally signed by us) is physically or digitally signed, witnessed, and dated by you and returned to us. Unless we tell you otherwise, the tentative publication date we gave you on acceptance will be your actual publication date. The schedule can slip to the final end-of-year publish-by date in your contract if deadlines are missed, but we don't like it when that happens. If your book is not out by the final publish-by date, the contract becomes null and void.

The contract offered by FutureCycle Press has been very carefully designed to provide the maximum value to our authors with the minimum risk to us as a nonprofit independent publishing house with no outside sources of funding. Our experience has been that seemingly small (to an author) expenditures of time and money can quickly swamp us, threatening our ability to edit and publish books or serve our authors well. We are not doing this to make money; we do, however, wish to stay afloat because it's not going to do any of our authors any good if we go under. So instead of paying authors 10% for typically paltry online book sales, we reserve (and match) that 10% for the FutureCycle Poetry Book Prize and honorarium that one author will win each year. Authors are given the option of purchasing, through us, deeply discounted copies of their own books that they can then gift or resell at a very healthy profit. A detailed explanation (*About Those Royalties*) appears at the end of this guide.

If you have been told that you should try to negotiate the best possible deal you can with a publisher, you should know up front that our contract terms are strictly non-negotiable. We would rather let a good book "get away" than add to our time burdens or give up the skinny little bootstraps of our contract. We already are giving you the best possible deal for poets.

#### What I need from you

sign, date, and have witnessed your contract (digital preferred; printed acceptable)
 send the signed copy to us (by email or mailed to our address in your contract)
 be sure to keep a copy with your important papers for future reference

### Scheduling and Task Management

Unlike large publishing houses with different departments for editing, design, production, and promotional activities, we—or, I should say, I—do everything all at once all the time. FutureCycle Press has an all-volunteer staff, and a handful of senior editors handle acquisitions and initial suggestions for editorial refinement. Once a manuscript is on the schedule to be published, it's typically all done by yours truly—although occasionally I'm lucky to find someone both skilled and willing to volunteer to help me.

#### HOW TASKS ARE ORGANIZED

As I'll explain in more detail later, each book involves two major production tasks: the book interior ("leftbrained," analytical, "stickler" work) and the book cover ("right-brained," creative, initially sloppy work). Ideally, the interior is completed first and then the cover designed, but it rarely works out that way. I work back and forth between cover and interior depending on what I feel most drawn to work on at any given time. I am a better editor in the morning after a few cups of coffee and a better designer at the end of the day when I'm tired.

#### TIMING PUBLICATION

The schedule is ordered by the tentative publishing date we assign to each author's book when it is initially accepted, and we try very hard to stick with this schedule. Moving a publication date is like changing the course of a battleship, so unless there is a very good reason to do so, please do not ask us to change the schedule. Your book being on the schedule for a certain date does not necessarily mean that a book ahead of yours will be published first. Many factors are involved, such as how involved each author is in finding cover art, how thorough they are with proofs—and if they can resist revising—not to mention how unexpected events in each of our lives unfold. While the ball for one book is in that author's court, I'll be working on another one. If I get ahead on one title and behind on another because deadlines weren't met, the schedule may have to be adjusted accordingly, but I try to stick to the initially scheduled (tentative publication) date as much as possible.

Assuming your book is ready to publish and you've given your final approval to go ahead, we'll publish your book on the scheduled date. If for any reason we need to delay publication until after this date, I need to know this as soon as possible, but see the caveats below.

#### SUBMISSIONS TO MAGAZINES WHILE IN PRODUCTION

The rights to your work remain with you except as specified in your contract, so you can continue to submit individual works from your manuscript to serial publications (magazines, journals); we will not, however, hold up publication to accommodate another publisher, so be sure to let them know we are publishing your book and when. If we publish the work first, the magazine should credit us with first publication. If the magazine publishes first, you need to remind me to update your acknowledgments page before we go to press. Note that we do not include credits for forthcoming publications, so if an individual work is scheduled to be published in a magazine after we publish it in your book, it should not be included in the book's acknowledgments. Nor should you include reprinted poems; only original publications should be included in your acknowledgments.

#### **ADVANCE REVIEW COPIES**

I'd rather you not ask for a PDF "reading copy" for reviews before we are scheduled to begin working together on your book, but if you must have one for an important review source you have definitely lined up, I will prepare an

unedited, undesigned, uncorrected PDF file for you, labeled accordingly—but only if you send me your final manuscript earlier than the deadline and we work with that as our master file going forward. I will also have to work it in around my current production schedule, which takes priority.

#### **MY DEADLINES AND YOURS**

As director of FutureCycle Press, webmaster, book editor, designer, and the entire marketing and production departments, I always have more than enough to do, and I set my daily deadlines based on what is most pressing of what I have in house. If I see the schedule is getting so seriously derailed that meeting a contracted publish-by date is in jeopardy, I may have to get tough, but I usually give authors a lot of flexibility in when ongoing production tasks are accomplished. I do try to complete all, or almost all, of the work at least three weeks in advance of our scheduled publication date to give us time to troubleshoot the unexpected and unforeseen.

Essentially, when I've lobbed a ball into your court, you are pretty much on my back burner until I hear back from you. This means you can, and should, set your own realistic deadlines for completing tasks once we begin working in earnest. Don't put things off, but also don't hurry. It's better to be careful and thorough and run a little behind schedule than it is to make more work for both of us by rushing and missing things that are important. As the carpenters always say, "measure twice, cut once." Get it done right the first time, and much later grief will be spared the both of us.

What I need from you

touch base with me as your July 1 deadline approaches
 track any new publications to add to your acknowledgments
 keep me posted if long delays are expected

### Your Book Interior

Before we accepted your manuscript, we may have asked you to revise it to address any concerns or suggestions our editors had. When you send your final manuscript, please send the entire manuscript again, with any updated acknowledgments or small tweaks you happened to make post-acceptance. (But *nota bene*: Drastic revisions may require resubmission with no guarantee of acceptance.) Itemize in a separate file any changes you made beyond simple changes in phrasing, sequence adjustments, or acknowledgments updates.

I want a file that's as close to being publishable as possible before I start working with it, because that file is going to go through a lot of production-level changes before we're done. Once editing and production begins, I will be working with a different file that is a copy of the final file you send me. Any and all subsequent changes must be made by me—and only to the file in my custody. I must be sure the file meets specs not only for the printed version of your book but for the Kindle edition as well. Clearly, the more changes that are made after you send me your final manuscript, the more opportunities there are for errors to be introduced and the longer it will take to get your book out, so go over it with a fine-toothed comb before you send it to me.

#### REFORMATTING

The first thing I'm going to do with my copy of your final file is strip it back to plain text, move the acknowledgments to the end per our house style, and delete all the other front matter. (I've learned the hard and very expensive way that this is how best to control the manuscript-through-print/Kindle work flow and ensure that nothing blows up.) I hashtag for subsequent formatting unique elements like sections and poem titles, make the quotation marks "curly," do temporary searchable kludge coding for tabbed or spaced-over lines that I will later code with non-breaking spaces to work in both print and Kindle editions, and make sure any special characters are coded properly.

Next, I pull the stripped file into a 6×9 book template and style it according to my rough design for your book. A lot of formatting control is built into the styles, and so is the basic structure for the Kindle edition. If not intended to be running prose poetry, I style every single line to effect a hanging indentation should it run over to a second line. This coding is especially important for the Kindle edition, which may be read on a "skinny" phone or have the type style or size changed by the user to enhance readability. Once all of this is done, I eyeball how the pages and lines are breaking, making adjustments in size or typeface for best appearance, then check overall length with an eye to the framework the book must adhere to. Last of all, I prepare the front matter and generate the table of contents.

As you can imagine, there is plenty of room for errors to be introduced at the initial formatting stage. The main ones I want you to be on the lookout for are dropped headings, subheadings, and italics; line-spacing (stanza) errors; and type that should not be in the book at all—like formatting tags (*e.g.*, #H1, #E) or page numbers and "continued on next page" comments that you may have manually typed into your manuscript that I didn't strip.

If you write with a long line, be on the lookout for "hung" lines. For example, the first example below shows how a long line might automatically break and wrap to the next line, indenting to indicate the next line is a continuation of the first; this is per *Chicago Manual of Style* guidelines for setting poetry. For the print edition, at least, you may wish to revise and/or deliberately break such lines differently, as in the second example, to keep each line flushed left and of a similar length to the lines in the rest of the poem. If you don't, however, and you are fine with the hanging indentations, it's perfectly fine to leave them as they are.

*A line that runs longer than will fit within the margins required for the edition of the book.* 

A line that runs longer than will fit within the margins required for the edition of the book.

Because of myriad factors, it is impossible to control hung lines in the digital edition. This is why we style all lines to hang if they don't fit within a device's margins.

#### EDITING AND PROOFREADING

I do most, but not all, of the copyediting of our books. (I do have a few trusted editors I call on from time to time to help me if I swamped.) After stripping and styling, I put on my editor's hat, turn on tracking of changes, and start reading through your book carefully from start to finish. Unless I know you have already addressed them, I revisit the other editors' comments, especially any suggestions for deletion or resequencing. Essentially, however, I make up my own mind about what I think needs to be done to hone the book.

As I work, I may add questions or explanations for you in side comments if I think they are needed, but mostly I do what editors do: find, and fix, whatever needs to be fixed in the text itself to make the book as strong and polished as possible. We adhere to the *Chicago Manual of Style* and *Merriam-Webster's Unabridged Dictionary* whenever to do so does not undermine your poetic intent. We also edit to American spellings per Chicago's recommendations for American publishers unless there is a very good reason not to do so.

Authors should know that we do not subscribe to the notion that "anything goes" in poetry. All volumes of poetry published by FutureCycle Press are fully editorially vetted. In short: If your manuscript did not receive a good scrubbing before you submitted it to us, you can expect you'll get one from me. I will be especially attentive to inconsistencies, punctuation errors, and anything else that might trip a reader. I am sensitive to a poet's use of the language in ways that a prose writer could never get away with, but I won't let errors slide. That makes both of us look bad. It takes me a long time to edit because I don't just assume place names, proper nouns, quotations and the like are correct as you typed them. If you use a lot of foreign language, I'm going to have to depend on you to be especially careful to get it all right.

#### **PROOFS OF THE INTERIOR**

When I finish editing your book, I will either arrange for you to review the changes online or send you two files, the PDF "master file" with any *suggested* edits already made and a PDF of the EDIT file with comments and editorial changes tracked. You will need a way to open and read PDFs. Tracked changes are hard to see and often look different from what was intended, so you should only use the EDIT file to help you locate where changes were made in the master. The best approach is to check the EDIT file for any comments—they may look like sheets of paper you can hover your cursor over to see the contents—and get those out of the way first. If you have a way to address any queries directly in the PDF file, feel free to do so. Then just start reading the master file, from start to finish, as if it is the finished book. If something jumps out at you as not what you want, refer back to the EDIT file at that spot to see if it's due to an edit or an error.

Some authors react to the first proof of the interior with some astonishment because, depending on how refined their final manuscript was (or, more accurately, was not), changes can appear on almost every page. Please remember that this is not an ego thing; nor am I your adversary. It's just that authors, no matter how skilled and

brilliant, should never be the ones to copyedit and proofread their own work. (That's why the Big Bang made editors.) I am simply trying to help you make your book the best it can be, and I only ask that you think about each revision carefully before rejecting it out of hand. Know that unless I've had some complete brain fart—which I have, admittedly, been known to have—I suggest each editorial change for a very good reason and with an eye to the consistency and flow of the entire book.

#### The initial proof is by far the most important, and you should take your time with it.

Go through the master file very carefully several times—pretend it's going to be your last chance to look at it making a list (itemized by the master-file page numbers and lines) of all—and only—the changes that I still need to make. You can do this in the body of an email or in a separate file. Include in this list only those changes I've made that you do not—*I repeat, do not*—want made; I will assume that you approve of anything you do not mention. You do not have to justify rejecting a suggestion, and I will not fight you on it unless it's something that's wrong. (Even if I do fight you on a change, it will be a friendly fight!)

Once I receive your response to the initial proof, I'll do what needs to be done and generate a corrected PDF for you to approve. You should check this proof against your list to be sure I didn't miss (or misunderstand) anything you wanted changed. We will keep going through proofs like this (within reason) until no more changes are needed.

It goes without saying that, as you work through your book yet again, you are going to see things that you think could have been written a little better. I don't mind if you make a few minor changes to improve the work, but you should try to make these changes the first or second time around and then cease and desist. Anything that causes the total number of pages to shift should be avoided if at all possible because it will hugely affect not only the book's interior but the design and execution of your book cover as well. Know that I *will* get grouchy if every round involves corrections that should have been caught the first time or two or if you start revising late in the game. Don't be surprised if I say no to such changes.

When we are ready to finalize the interior, double-check the table of contents and the acknowledgments page to be sure any "forthcoming" publications are either updated to reflect publication has occurred or, if they are not expected to be published before we go to press, deleted. If you have new first-time publications (not reprints) of work in the book, these need to be added and mention of any deleted poems removed.

#### What I need from you

#### Initial Proof of the Interior

- □ review the master file at least twice
- □ double-check italics, line/stanza breaks, titles and section breaks
- inform me if you'd like any long lines that wrap down broken differently
- □ skim for anything awry (glitches that weren't there before)
- □ document by page number/line all changes I still need to make

#### Penultimate Proof of the Interior

- □ read through the entire proof at least once (for errors only)
- □ double-check that all your indicated changes were made
- □ double-check the acknowledgments page and contents for accuracy

### Your Book Cover

Your book cover is not more important than the content of your book, but it is equally important. The book cover is the next best thing to personal contact with you when it comes to encouraging someone to read your book. Potential readers will eventually have access to Amazon's "Look Inside" feature and previews and excerpts on Goodreads to be able to see samples of your writing, but if the cover is not appealing, they won't bother to look.

#### **COVER DESIGN**

To the extent of my skills, I strive to capture the overall feel of your book through choice of artwork, color, tone, typeface, and juxtaposition of the elements. Unlike many designers, I enjoy collaborating with authors on their book covers—at least to a point. (I do not have time to engage in endless hours of searching for art and reworking cover after cover after cover, which is why our contract is firm in its limits.) Also atypically, I often will have had the benefit of reading your book as an editor, alert to its meaning and motifs, and this gives me a good subjective sense of what the cover should hint at.

Some authors ask if they or an artist friend can design their cover. The answer is yes, we are open to considering somebody else's cover design. I will need to see a full mockup ("comp") of the cover when I receive your final manuscript in July; then, if the press approves the concept, I'll need the high resolution original art that was used to create it. I prefer to do my own typography to complement your book's interior design. If I cannot easily replicate another artist's design, the artist should be prepared to provide an editable PDF for a wraparound cover, sans any type, to a template and specs I will provide once I know how many pages will be in your book.

If you know you want someone else to design your cover, please tell me immediately so I don't waste time designing comps for your book. (Also refer them to the *Resources* section.) Note, however, that we do not guarantee acceptance of an outside design. Important: Except for our Selected Poems series and Good Works projects, we do not put type on the spines of our books. A detailed explanation of why appears at the end of this guide (*About That Spine Type*).

If you are looking for artwork, be aware that many images you find online are not of a high enough resolution for print, and they cannot be sized larger without degradation of the original image. (Images that are too large can be sized smaller.) Our printer requires 300 dots per inch (dots are roughly the same as pixels), so converting a 72 dpi image to 300 dpi will shrink it down to a very tiny image. Refer to the layout grid at the end of this section to help you visualize the minimum sizes required for your art.

#### YOUR INPUT INTO THE DESIGN

The most important way you can help me or another artist provide you with a cover you love is to find examples of covers you like the looks of and any artwork you think would work well with your book's content. It takes a long time to find just the right artwork, at just the right size, and at just the right price (*gratis* with a credit to the artist or photographer). You and/or I must find the art before I can even begin to design your cover. Landscape orientation is best for wraparound covers; the right side of the image will be on the front. Sometimes, it works to "flop" an image—to put what's on the left on the right instead.

Amazon and Goodreads are great places to browse for cover designs. Just copy the links to covers you like into one email and, after you've gotten a handful you like assembled, send them to me. I won't copy these designs; I'll use them to get an idea of what you like. I have designed most of the covers for <u>books in our catalog</u>, so let me know if any of them particularly appeal to you.

If your heart is set on artwork that must be purchased, I will consider using it only if you arrange to buy it yourself and send it to me in a digital format suitable for print; just don't buy anything until I've given you the go ahead. The royalty-free sites carry high-resolution digital files suitable for printing. Sites that sell posters and other printed artwork may not.

If you want to leave your cover design completely up to me, please at least give me a short list of keywords—for example, "blue and purple" "empty beach," "mountains," "abstract," "jagged," "irises," "soft and subtle" or "golden retriever"—for the most important concepts, images, or tone of your book to help me narrow my search to something suitable. (Note "golden retriever." You may have used a dog as an important motif without specifying what kind it is. If you do not clarify the breed for me, I may pick a photo of a terrier instead and you probably won't like it. Also, if you leave the task of finding artwork entirely up to me, I'm going to be less likely to respond well if you say you don't like any of the cover comps I give you.)

It is very difficult to find good photographs that capture childhood or family details because I don't know what the people who were important to you looked like. In cases like this, if you can send me high-resolution scans (at least 300 dpi) of actual family photos that you (and your family members) don't mind seeing published, I might be able to use them. (We'll need to credit the photographer on the copyright page.) Knowing the general location and time frame of your childhood can help, too, but because this kind of image is so subjective, I prefer that you find the artwork instead of me.

Sometimes a book has conflicting images that the reader is asked to integrate, so be sure to mention those that are most important to you. "If you do nothing else, try to capture X and Y on the cover" can spark my creativity, just as if you had given me a challenging writing prompt.

Finally, because good poetry works on multiple levels and sets off different associations in different readers, be aware that others may see things in your work that you don't. I think of a cover design I once did. One image in the book struck a very deep chord with me, reverberating through the book in quite a profound way. The image so stuck with me that later, when I was up hunting for artwork in the middle of the night, it was all I could think of. I searched and searched until I found just the right image to capture the depth and breadth of that particular motif (which is how I saw it)—only to have the author tell me that it was a very minor detail that didn't work for the collection. This is why I want your input before I put too much time into your cover.

#### **COVER COMPS**

You will hear me use the term "comp" to mean two different things: a rough design for your cover and a low-resolution complimentary graphic such as those found on royalty-free art sites. I can do a rough cover design (a cover comp) with one or more graphic comps to give you a general idea of what your cover might look like using the high-resolution art without having to download or buy it first. This is why, if you decide you do want to purchase artwork, I ask you to send me the comp first. That way, if we wind up not able to use it for some reason, you aren't out the bucks. Art, even royalty-free art, can be quite expensive.

Unless we approve an outside artist's design for your book, I will provide up to three cover comps. These comps will all be different, and they will be rough. They will not likely have your photo or any type on the back cover, and the colors and positioning of elements are subject to refinement. Once you choose your favorite, I will develop that comp into your final cover. Please do not share any cover images publicly until after the book is officially published because unexpected things can go wrong at the printing stage that may force us to have to change the cover.

I will need from you a 100 words-or-less bio. Most authors want a photo (a head shot is best), but you don't have to have one. (Hint: It's nice when the colors complement the cover design.) Some people want blurbs; we'll use them if you insist, but we're not wild about them because they tend to limit our design choices and also hold things up while we wait for the blurbs to be written. Later, blurbs and a longer bio can always be added by you to your Goodreads author page or Author Central page on Amazon.

#### **PROOFS OF THE COVER**

As with the proof of your interior, I will generate an initial PDF proof of your cover, which you should treat as if it will be the last. Really spend time with it, print and tack a copy to your wall or refrigerator, and above all make sure there are no errors in the type. If it takes more than one, I'll generate an additional PDF proof or two until it's perfect. The cover is usually the last thing I finish. Once you've signed off on it, publication is likely imminent.

#### What I need from you

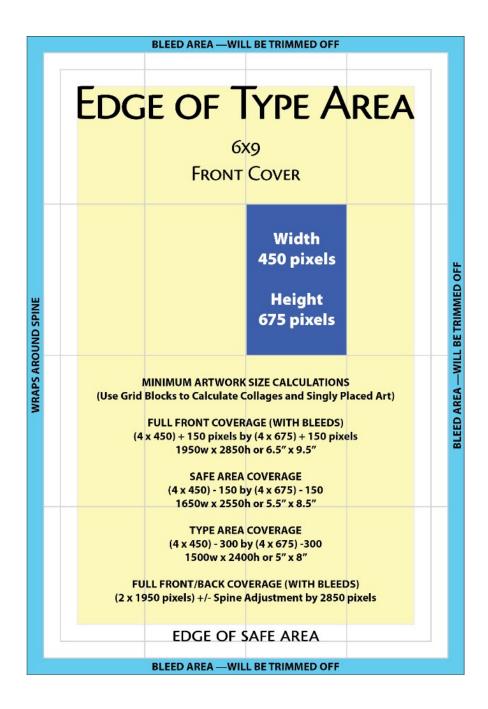
#### Your Input

if desired, send a list of keywords, color preferences, links to artwork, etc.
 send your 100-word bio plus optional author photo and blurbs in one email ASAP

#### **Proofs of the Cover**

proofread all type on the cover at least three times

- □ email any changes with "Cover Corrections" as the subject
- □ sign off on the proof if no changes are needed



If you plan to provide images for the cover, which is  $6 \times 9$  when trimmed to the finished size, the above absolute pixel widths and depths show what an image will look like at 300 dpi (required for printing). For an author photo, please don't go smaller than 450 pixels wide to give us some sizing leeway.

### The Book Description

Now, I need just one more thing from you before we can go any further: the description of your book that will appear on Amazon and Goodreads and in Bowker's book database that all distributors, bookstores, resellers, and libraries can access. This is what online browsers will see. It is your one chance to make a good first impression.

Everyone says writing the description is the hardest thing to do. Yes, it is. But I ask you to do it, not me, because you know your book and how you want the world to see it better than anyone else. Too, you are about to take this baby out into the world, so you need to take a good look at it and begin to see it for what it is in its own right, separate from you. It has a life of its own now; the description helps get it off on the right foot.

So, succinctly but powerfully—in 150 words or less and in the third person—I want you to tell everybody what's so special about this book. What is its essence, and why are *we* so proud of it? If you need some ideas, check our catalog for descriptions of some of the books we have published. Also check Amazon for other books in your genre. See why some descriptions are more effective than others. If you are an academic, remember that your audience may extend well beyond academia. (In fact, we rarely accept book manuscripts that are so "erudite" that most non-academic readers would be bored to tears by them.) Think outside the university and outside of the box. Later, you can put your entire CV on Author Central or your Goodreads Author Page if you want people to see everything you've done.

Actually, I'm hoping right now that we're early in this journey we're taking together, but you've arrived here because you're excited and have eagerly read ahead to see what's coming. That means you'll already be thinking about, and sleeping on, your description so you'll have the perfect one ready to go when we're ready to publish. I cannot upload your Kindle or print editions until I have this from you. A tight paragraph of a several sentences will be enough. Don't worry: I will tweak it if I think it needs it.

#### What I need from you

u write a short third-person description that captures your book's essence so people will want to read it

### **Proofs and Pre-Publication Activities**

The PDF files of your cover and book interior are not only proofs to ensure we catch all errors—and what you will likely send out to prospective reviewers—they are the files that will be used to print your book and what your Kindle edition will be created from. When you sign off on the final round of these proofs, you are affirming that all necessary corrections have been made and the files are ready to upload to our print-on-demand printer: *Nothing is wrong with them. They are ready to go. There is no going back. This is the way it's going to be.* Understand that you have the ultimate responsibility for catching any mistakes, no matter who may have made them. Don't sign off on the interior and cover PDFs unless you are sure everything, including all front and back matter, is fine.

A caution is in order here, however. I've been involved in publishing for half a century, so trust me in this. *Beyond a certain point, the more time you spend going over your book, the more likely it is that something is going to go wrong.* The file may get corrupted; human error will be introduced along the way and we'll be too numbed out to catch it; you'll decide the book is really boring and terrible and want to rewrite it or just not publish it at all; I'll get increasingly confused about what I have and have not done; and/or we'll both start hallucinating errors that aren't even there—or the absence of errors that are. Really!

So at some point you need to let go and say "Let's do it!" and send me your current shipping address and phone number (for UPS). I will upload the final PDF files, review a proof online to be sure all the general contours of the paperback book look okay, then order one branded-unsaleable printed proof copy for you. At this stage, we are looking for unusual printing issues only. You are responsible for checking to be sure nothing went wrong with the content itself (*e.g.*, garbled type, dropped pages, parts of other books bound into yours), and you must notify me right away of any such printer's mistakes. (You will do this anytime you order author copies in the future as well.) At this stage, no changes are acceptable except for truly egregious errors, and any costs involved in correcting errors that you missed before signing off or going forward are your responsibility.

If you were careful to ensure that the final PDF proofs of the interior and cover were error-free before you signed off on them, it is unlikely there will be a problem. If there is, and it deviates from the PDF proofs I've uploaded, it will be corrected at the printer's expense; however, you must, in a timely fashion, report the problem to me with photographed or scanned documentation so I can make a full report to the printer.

It's important for you to know that we have had a few issues in the past with earlier (uncorrected) versions of proofs being used by the printer instead of our most recently uploaded ones, and it is very difficult to prove this was their fault. So know that we will not, under any circumstances, upload your interior and cover PDF proofs to the printer before you have signed off on them as final—not for an advance review copy, not for you to see what the printed cover is going to look like before you sign off on it, not for any reason—so please don't ask. This is the only way to ensure I can make a strong case that the printer is at fault in the rare case of problems.

#### THE KINDLE MILESTONE

At this stage, if we are on schedule, it's several weeks before your paperback edition will be published. While we are waiting for the printed proofs to ship, I'll program your Kindle edition from the same master file I used to create the final interior proof, put it up for pre-sale on Amazon, and send you a link you can use right away to promote your book. Pre-publication of the Kindle edition is an important milestone for both of us. It signals that birth is imminent! Unless something has gone very wrong, the Kindle auto-delivery date shown under the pre-order button on Amazon should be the official publication date for both paperback and Kindle editions.

If you ask me to, I'll send you an unpublished copy that you can read on any Kindle reading app or device—Google it. Because a Kindle book is a digital file (like a web page) that can be resized and reflowed at will by the reader, it will not—and cannot—be formatted the same as your paperback copy, but the content should be the same as your printed edition (sans back cover). Depending on the device and user-selected type size, the lines may wrap down and indent, but your line breaks will match the print edition. (We explain to readers how best to see your poetic intent at the beginning of the edition, right after the copyright info.)

Occasionally in the programming process, a stray mistake or two may be introduced, but it's much easier to correct a small error in a Kindle edition post-publication than it is to correct errors in the paperback. You don't need to worry about doing a full-throttle proofreading of the Kindle edition, but if you happen to catch an error, let me know.

Once the Kindle edition is up on Amazon, the cake is almost baked. As soon as your paperback book is available on Amazon, I will officially enter both editions of your book into our Goodreads-based catalog. I'll also update the Bowker database, where bookstores and libraries go for information. Eventually, because your book has been assigned a Library of Congress Control Number, WorldCat will pick it up, although this can take time (years). Finally, I schedule the first of your recurring Free Kindle Saturdays promotions for about six months postpublication; these promotions typically start on a Saturday and run about four days.

If at any time you want to see which of our Kindle editions are currently free, just use <u>this link</u>. The free ones will be sorted toward the top of the list and will say "or 0.00 to buy" underneath the Kindle Unlimited banner. To share this link, hover over it and press Ctrl- or Cmd-click to copy it, or whatever way your software instructs you to copy/paste a link.

#### What I need from you

Carefully check the PDF proofs, but avoid crazed obsessiveness

- Let tell me where to ship your printed proof (no post office boxes), providing phone number
- □ document any errors in the printed proof and report them to me
- □ when your Kindle edition is up for pre-sale, share the link
- □ pre-order author copies if desired (see *Ordering Copies* section)

### Pulling the Trigger and Post-Publication Activities

You've checked the printed proof I've had sent to you, and we're satisfied that the printed copy looks good. On publication day—the same day your Kindle edition goes live—I "pull the trigger" to authorize publication of the paperback edition of your book. In the best-case scenario, it can take up to 72 hours for Amazon to register this momentous event and for all the data to percolate into place worldwide. But when the stars align, you should see both paperback and Kindle editions combined on one page on Amazon.

Alas, things don't always go perfectly smoothly. Until I know that all is well, I will be hovering like a mother hen, ready to get on the phone with Amazon if I have to, to ensure a smooth experience for you and your readers. We both should be able to count on your publication date being your publication date for purposes of making announcements, celebrating, etc., but it's a good idea to wait to bombard social media with the good news until I have verified that your editions are both live and combined and there have been no snafus.

The signal to watch for is the appearance of your book in the "Our Newest Titles" sidebar on our home page. This means I have added your book to our Goodreads bookshelf, along with several excerpts from your book by way of a review, and I won't complete this final task until I know everything's good to go.

Around the time this happens, I will order five free copies for you and any extra author copies you may have preordered, plus copies for the book prize judges and the Library of Congress. Those five copies are yours to send out to reviewers or give to friends. We don't send out paperback copies for review anymore, for many reasons, and certainly not over the transom. I advise our authors who want to send out review copies to get the name of a person in advance to send a review copy to and to first ask if a PDF proof is preferred over a paperback. Many times, it will be—and a PDF is faster and far less costly to send! Just use the PDF master file you signed off on; it is a perfect replica of the contents of your book.

#### What I need from you

be patient while we both wait for data to percolate into Amazon
watch for your book cover to show up on our homepage sidebar
send people to our catalog on Goodreads to see your book
when live, set up or update your Amazon Author Central page
set up or update your author page on Goodreads
start setting up readings or other ways to show off your book

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Once your book is published, even before your sales page hits Amazon, I can order author copies for you at very low cost in bulk. Soon bookstores and resellers using Amazon's expanded distribution network will be able to order your book as well. Amazon sometimes puts your book on sale, and resellers will pick it up and try to sell it for all kinds of weird prices. Except for copies we order for you, we typically do not keep physical books around. Amazon handles all other order fulfillment. If a bookstore asks you how to order your book, please ask them to check with their distributor (often Ingram) or see Info for Booksellers on our website.

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As detailed in your contract, you can, but are not obligated to, buy as many copies of your printed book as you'd like through me at manufacturing cost (for books under 108 pages, currently \$2.15 each) plus 10% of the list price; to this add shipping, handling, and any sales tax. There is no time limit. We do have a few conditions you should be aware of: (1) you must order through the Author Copies <u>pre-order form</u> on our website; (2) you can only order in multiples of 25; (3) we will only ship to your own street address (which must be provided each time you order) and not to a post office box, bookstore, or the site of a reading or conference—too much can go wrong otherwise; (4) your payment must clear our bank before we can order your books; and (5) except for branded-unsaleable printed proofs, we are not allowed to order books before the book is officially published. That's just the way it is.

*The pre-order form is not a live order.* We use it to generate an emailed invoice for the total, payable electronically by credit or debit card or through your bank. Only when your payment of the invoice we send has cleared do we order your books. Please review the invoice for details about how your order will be fulfilled.

When your books arrive—sometimes in more than one box, and not necessarily on the same day—please check to be sure the order is complete and that the individual books are all in good order. (A few minor blemishes are to be expected. Pages from somebody else's romance novel bound into your book or parts of pages smeared or cut off in binding are not.) If there are serious issues with your books, digitally photograph what's wrong, tally up the number of books for which you need a refund, and send it all to me so I can handle it with Amazon. Time is of the essence!

Most of our authors who want to have copies for reviewers, readings, and to give as gifts place an initial order for 50 copies because this quantity results in the lowest per-copy price and should last a while. Amazon also tacks on an additional \$3.00 per shipment, no matter what size it is, in addition to their per-copy charges. *Remember: The books are not manufactured until the order goes in and then are shipped out at standard speed.* Expedited shipping is so insanely expensive, we suggest you not wait until the last minute to put in an order. We are not responsible for books that do not arrive when you want them to.

We cannot specify a particular day or time for shipment. Sometimes the books come fairly quickly, but it can take as long as six weeks. This is Amazon, and trying to manipulate the way Amazon does things usually results in a worse outcome than just letting Amazon do its Amazon thing. Plan accordingly. The fastest way to get books is to order them at retail with expedited shipping, so if you find yourself needing books right away, order a few copies yourself from Amazon; author copy discounts will not apply!

UPS handles most bulk book shipments, and if you want a shipment held for any reason, you should contact them directly. It is up to you to inform UPS if you are not going to be around to accept delivery. Yes, books have been left out in the rain!

#### TELLING OTHERS WHERE TO GET YOUR BOOK

When you tell people about your book by email, on the internet, or in person, send them to <u>our catalog</u> or to <u>this</u> <u>Amazon link</u>. Our paperbacks are eligible for free super-saver shipping, and people will sometimes buy another book—or at least browse through our catalog—which helps all of our authors and shows that you are in very good company. You can also sell your author copies directly from your own website, and we encourage you to do so because you stand to make a profit. If you happen to have an Amazon Seller account, you can order your books directly from Amazon at wholesale instead of through me, selling from you store on Amazon (with Amazon doing the fulfillment).

#### What I need from you

pre-order; pay the invoice when you receive it; read the fine print
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 $\Box$  spread the word about our books and Free Kindle Saturdays

### **Reviews and Promotion**

No matter how much we'd like to sing your praises, FutureCycle Press cannot ethically review your book. The closest we can come to it is posting a few excerpts from your book that we particularly like in a Goodreads "review" that is shared with those who follow us. We refuse to make up shill accounts on Amazon like some authors and publishers do, and we definitely frown on those who advise writers to follow this practice. That said, I encourage you to ask people who read your book to give it a balanced, honest review on Amazon and Goodreads. If they are inspired to blog about it, so much the better. But if nobody—and that includes you—talks about your book, nobody will know it exists. Don't be overly modest!

We give away all our time and just about every dime we make, so there's not a whole lot left over for marketing. As a matter of routine, we secure a Library of Congress number for your book, which helps libraries and others find your work. Although we don't pay for reviews and are pretty suspicious of anyone charging to review a title, a few of our authors have had success paying for a <u>Kirkus review</u>.

You should know that we have been frustrated in the past at how often review copies we've sent out have been returned to us undeliverable, or otherwise fell into some black hole, so now we don't waste too many resources on sending out physical copies for review without having a commitment from a reviewer in advance or at least a good shot at getting a mention. You will have to do the legwork to get such a commitment.

You are certainly free to send out paperback review copies on your own (see *Resources*), but make it count. You don't want to spend a lot of money doing nothing but helping build up somebody's book reselling business. There are a lot of them, and we've been burned more than once. Do your research before investing a lot of money. We encourage you to share your final interior proof with potential reviewers that you trust, and you need not ask us first. (This proof may not be posted online or used beyond the bounds of fair use for poetry, however, so caution anyone you send a PDF to keep it close.)

We are often asked about book fairs. On rare occasions, we may attend book fairs, arts festivals, and writing gigs within commutable distance of us, but these, too, have typically been a waste of time and money for us. People want to see flesh-and-blood authors, which is why we encourage readings. We don't have an academic institution paying our way to AWP. If you do, by all means go and do some networking. It's a fact of life that poets sell more books than their publishers do—at least until they die—and making personal contacts is more likely to result in reviews or course adoptions than sending out a ton of review copies.

What about contests? Because all printed copies of your book are drop-shipped directly from the manufacturer, we are not able to include extra materials like personal letters, submission forms, or press releases with any books we send out. If you want to submit your book to a competition that requires these items to be received from the publisher, plan to send us the forms for us to fill out for you (along with an S.A.S.E. for return) in plenty of time to get them back to you so you can package up any physical books from your own book stash and ship them along with the necessary publisher's materials by deadline. Better still, fill out the forms yourself and ask us for any information that you might need that's not listed in your contract (*e.g.*, phone number). You can use my name as the contact person.

#### **PROMOTING YOUR BOOK**

The single best thing you can do to promote your book is to give readings and hold small book-themed parties. This is where you will sell the most books, and all the profits will be yours. We encourage our authors to collaborate with each other on setting up reading exchanges. Those who live in close proximity can put their

heads together on how best to promote themselves locally. Communities love having published writers in their midst, so check with local newspapers to see if they might be interested in interviewing you. You can also donate copies of your book to your local and university libraries.

It's a good idea to post links to any online reviews or blog postings about your book on the social networks so people will be able to share them with their friends. Although many people are starting to be suspicious of social media for reasons of privacy and manipulation, FutureCycle Press does still occasionally use bots to ensure word gets out on these platforms about our titles.

Last but not least, Amazon is a huge giant, and everyone all over the world goes there, so taking the time to sign up for Author Central and keeping your information current there will be well worth your while. An Author Central page helps people who are looking for you to do readings, reprint your work, or collaborate on projects to find you. An author page on Goodreads is also very beneficial, especially now that we are housing our catalog on Goodreads. If you want to splurge, you can even set up a Goodreads Giveaway to draw more attention to your work. The main reason for doing a giveaway is to encourage people who enter to win your book to add it to their "Want to Read" shelf, which then will be shared with their friends. The more eyes that fall on the image of your book cover, the more likely it is that someone will actually read it.

#### **GETTING INTO BOOKSTORES**

If you haven't heard, bookstores are a dying breed. The big ones don't want little books that aren't going to sell more than a few copies taking up room on their shelves. That said, some bookstores are glad to have you come in and do a special reading and book-signing, and there are some very nice little specialty bookstores and coffee shops popping up that cater to local poets and writers and stock their books. They will be able to find your book because it's listed with Bowker and is in Amazon's vast expanded distribution network. Check out what's available in your local area and see if you can arrange a reading.

Be creative with your gigs and make them fun to attend, whether that's digitally or in person. The more people love the experience, the more they'll love you and the more likely it will be that they'll buy your book. Some poets have tried charging a door fee that includes a signed copy of their book, hors d'oeuvres, and a few glasses of wine. Others do performance-type readings replete with costuming and sets, like a play. Still others have used their book as a means to raise money for important causes, much like FutureCycle Press does with its Good Works projects.

Traditionally, bookstores are used to getting 40% of the retail price of books they stock plus the right to return any books that do not sell. Those authors who are willing to provide the books themselves, give the bookstore a piece of the action—but not the whole 40%, which we don't think is fair if the author is the one shouldering the risk—and accept back any books the bookstore does not sell seem to have the best luck setting up bookstore signings and readings. If any bookseller, instructor, university, or other potential non-retail buyer should ask you about ordering books (and you do not wish to sell the books to them directly), please refer them to Info for Booksellers on our website. Other than books we order for ourselves and our authors, FutureCycle Press does not directly handle sales inquiries, order fulfillment, or returns. That's how Amazon earns their cut, and that's the way it is!

#### **ABOUT COURSE ADOPTIONS**

From time to time, we are contacted by university bookstores about ordering our books for use in undergraduate and MFA contemporary literature and creative writing courses. If, as is most often the case, the person teaching

the course is the author or someone the author knows, it's most efficient (and lucrative for the author) to consign author's copies with the university bookstore or resell them directly to the instructor or the class. Books can also be ordered directly through Amazon's expanded distribution network.

We believe the value of course adoptions is not so much in sales but in getting the work of the authors we publish more widely read and discussed. To encourage the inclusion of our books on optional reading lists, we have priced our Kindle editions extremely reasonably so students can afford them, and we routinely give them away through various promotions. Our Kindle editions can also be borrowed free from the Amazon Kindle Lending Library, not to mention Kindle Unlimited, and we make sure to participate in all educational programs as they become available to us. Don't forget to explore this avenue when thinking about ways to get the word out about your book.

#### What I need from you

tell your friends about your book—and about us
 talk up your fellow authors, too, to increase your own visibility
 post links to reviews or blog postings on social media

### Sales Reports

After the end of each calendar year, we must determine the total number of paperback and Kindle editions we have sold online for purposes of calculating the FutureCycle Poetry Book Prize honorarium. (The Good Works projects are tracked entirely separately because proceeds are donated to charitable causes.) This is doable without a full-time secretary if we don't have to break it all down by individual titles. At the time of this writing, we do not issue individual sales reports because it is just too time-consuming, unwieldy, and complicated for one non-accountant person (me) to do. If this changes, we will revise our approach. I can tell you this, though: It is very unusual for a poetry title to sell more than a handful of copies online in any year. Some of our authors never sell a single copy online. (That's fine with us. We just hope they are selling some author copies at readings if sales matter to them.) We do have a few star poets, but even they don't make enough to take us out for a fine steak dinner.

For the same reason we stopped paying royalties directly to authors and instead fold them into the book prize honorarium—the excessive amount of work involved to determine each author's royalties and then pay them the typically minuscule sums poetry garners—please do not ask us to track your sales for you. We just can't. I just can't. Know that most of the books that sell are going to be the ones you sell yourself (at a profit of roughly 70% of retail, no less) and you don't need me to track those sales for you. That's why we've adopted the publishing model that we have. What's most important to me as your editor/publisher is that your work is well-produced, preserved, always available, and—hopefully—read and valued. And if you ever do become a household name, we'll all think we died and went to steak heaven.

### Resources

We can't guarantee these external sites, with which we are not affiliated, will always be available. They are not the only ones, but they are some we have used over the years while doing our work. Any search engine and a few good keywords will help you find what you are looking for. Just remember to be mindful of copyrights and don't try to use something whose usage rights you do not know allow such use.

#### FREE ARTWORK

<u>Creative Commons</u> (meta search engine) <u>Pixabay</u> <u>Pexels</u> <u>FreeImages</u> <u>RgbStock</u>

#### **COVER DESIGN TOOLS**

<u>KDP Cover Template Builder</u> (Cover designers: specify white paper, 6×9 trim size, 90-page guesstimate if final number of pages is not yet known)

#### **BOOK REVIEWS**

<u>List of Reviewers</u> <u>Book Review Outlets</u>

#### SOCIAL NETWORKS

Hashtags we use on social media: #poetry #futurecycle #freekindle Goodreads <u>Twitter</u> <u>Facebook</u>

#### OTHER

<u>Amazon Author Central</u> <u>Goodreads Author Program</u> <u>WorldCat</u> (Library Listings Lookup)

### About That Spine Type

The subject of type on the spine comes up so often, usually in the middle of book production, that I'm adding this compilation of answers to questions I receive to the guide. Please be sure you understand this before you sign with us, because this is the way it's gotta be.

#### NO TYPE ON THE SPINE? WHY NOT?

Our printer, Amazon's KDP platform, does not allow type on the spine of books smaller than 100 pages. To be safe with the tolerances, 130 pages is required. This is because the digital presses used for print-on-demand (POD) work differently than the old offset presses do. Their tolerances are 1/16th of an inch float either way, so even if we could put type on the spine there is a risk that the type will be crooked or float over into the front or back cover. Offset costs a lot more than POD because it used to be typical that as much of a third of a run would be painstakingly culled by the printer (and the rest of the batch priced accordingly) to ensure good product appearance.

#### SO, CAN I PAY EXTRA TO HAVE TYPE ON THE SPINE?

No, not with our printer. It is conceivable that you could (strictly at your own expense) pay a local printer either to emboss type on the spines of a quantity of books you yourself order or have them print up a dust jacket (like you see on hardback books) that you can then wrap around your book. Or print up transparent stickers and apply them to the spines as needed. In the early seventies, when we began our first poetry press, small presses (who rarely could afford a press run of 500 or more perfect-bound books) used to do this with their hand-bound books so there would be type on the spine. With the exception of FutureCycle Press's Selected Poems series and Good Works projects, which tend to be 150+ pages, none of our titles have type on the spine. That's why we try to wrap artwork across the spine so readers can visually find the book more easily on their own bookshelves. It looks artisanal, actually.

#### CAN WE USE ANOTHER PRINTER INSTEAD?

No. We've been there, done that. Every time we have used an outside printer, it has been an unmitigated disaster. One was four times more expensive than Amazon, we had to fulfill all the book orders ourselves, and the books were unevenly produced. Author copies cost a lot more. Pages were always falling out. We got nothing but complaints. Another printer had such high employee turnover that we were always having to help educate the new people or find out why this or that ball was dropped. I have enough to do without having to keep another company's ducks in a row. It literally took years to extricate ourselves from a big snarled-up mess with one book, and we decided as a result to take the book out of print because the author expected us to try yet another printer who would do spine type. No.

#### WON'T BOOKSTORES REFUSE BOOKS WITH BLANK SPINES?

Some most certainly will. But the number of bookstores that will agree to stock poetry books at all—even those with spine type—is so minuscule that it's not worth worrying about it. Some bookstores who cater to poets and poetry lovers often will set up their sections with the covers facing outward or have them on a display as the special books they are. If you arrange to do a book signing at a bookstore, they most likely will keep books you bring with you beside the register to help advertise the event and sell them for you for a percentage of the profit.

It's been our experience that most people go to Amazon to buy books these days. (Nobody sees your book's spine online; they only see the front and back covers.) Yes, we know: This is killing the bookstores. Just like the personal computer and desktop publishing software killed prohibitively expensive type shops and printing companies. Fortunately for poets, POD opened doors for small independent publishers using less traditional but more flexible/innovative/inexpensive methods to get the books out. Traditional publishing houses have done precious little to drive the explosion in poetry being written and published.

#### WHAT ABOUT LIBRARIES?

One of our editors used to work with several large libraries, one a university library and one a public library, and he says those libraries always created their own spines for paperback books like poetry so they'd hold up better in circulation. Meaning they wound up covering up the original spine anyway. Since we started procuring Library of Congress numbers for qualifying books, they are put up on WorldCat quickly so libraries can find and order them.

#### WHAT OTHER RECOURSE DO I HAVE FOR TYPE ON MY SPINE?

You're determined to have that type on your spine, aren't you? The only other recourse you have is (a) don't submit your manuscript to us to begin with or (b) ask to be released from your contract. (But please don't wait until we've put extensive work into your book before doing this. Time is the most precious asset we have, and we don't like it one bit when our time is wasted. We expect you don't like that, either.)

Bottom line: I must have all of our authors under one roof or I cannot manage the accounting and promotional end of things, and I surely can't deal with a printer I can't depend on to consistently deliver. This doesn't even begin to address the distribution and promotion issues that going outside the Amazon universe would entail. Quality, consistency, affordability, and value-added services are why many independent publishers choose Amazon to be their POD printer. They have served us well since 2009 and have earned our business at every step of the way. And when they've screwed up, they've always made good on it.

Having worked in publishing almost my entire adult life and having come up through hot metal, cold type, and into the computer age where all typesetting is done on a computer, I can tell you it's worth giving up some things we used to value highly—yes, I, too, miss letterpress—in order to wrestle the power of the press away from the giant gatekeepers of old and the strictly for-profit or rapidly dwindling grant-supported publishing endeavors. Did you know that many university presses killed off their poetry lines during the Great Recession and don't intend to ever bring them back? That small presses come and go so quickly that the printed directories poets use to find them are always out of date? For us, giving up spine type has been a small price to pay for the extensive reach and flexibility that we, the poets we publish, and their readers have been afforded. We are now able to focus on editorial and production quality and, most importantly, keeping the press and the books alive. The only way we can keep doing what we do is to do it the way we're doing it now. We look at the caliber of poets in our catalog and those gorgeous books and trust we're doing something right.

### About Those Royalties

A few authors are outraged when they discover we don't pay royalties on online sales. Nothing makes me more angry than when a signed author hasn't read the contract, waits until I and the rest of the press staff have invested extensive unpaid hours in their book, and then wants to back out as if it is we who are operating in bad faith. This so poisons the spirit of goodwill that we try to foster at FutureCycle Press—goodwill and good spirit we depend on to keep working so hard for not much more than the knowledge we're keeping the poetry alive—that I usually send the author packing. But then I wrestle with myself for months to keep from shutting down the press and doing something else with the time I have left—gardening, carpentry, photography, whatever—such selfish pursuits! But poetry matters to me; so does a wee bit of appreciation from our authors.

#### THE BOTTOM LINE

Our book authors stand to benefit in numerous non-monetary ways, but let's just talk here about earnings—ours and yours. We charge a modest submission fee to evaluate book manuscripts. No extra contest fee to be considered for the FutureCycle Poetry Book Prize and honorarium. No fees to reprint your work. No "collaborative" costs or requirements to buy or pre-sell X number of copies. Certainly no charges for the professional editing and design—so lacking with so many publishers these days—that we pride ourselves on. The most money you will ever have to give us is your submission fee, which ensures your manuscript is read critically but fairly by at least two experienced acquisitions editors—who may even freely share their assessments with you.

If your book manuscript is accepted for publication, you'll get five free copies when it's published to give as gifts or to send to reviewers or published-book competitions. Even at cost, this more than reimburses you for your submission fee. Then, but only if you ask us to, we'll order unlimited extra author copies for you (in multiples of 25) at our cost (what we have to pay our printer) plus 10% of the original list price. (You are, of course, responsible for the shipping, handling, and sales tax we are charged on your behalf.) You can resell your copies at any price you wish, however you wish, with no further obligation to us.

You stand to net an average of \$11 per full-length book if sold at the list price. This is a considerably better deal for poets than the much-vaunted but veritably insignificant (at least for poetry) "industry standard" 10% royalties on sales plus a meager discount on a limited number of author copies. The main reason we don't pay royalties, though, is because it's a time-consuming endeavor, for us and for you, for average annual earnings of \$10 or less. Even if we had a full-time secretary and bookkeeper, we don't think it's worth the hassle. Our time, and yours, we think, is much better spent.

"But," some will say, "you're taking my money!" Well, no. No we're not—and here's why. First, we're already giving you much deeper discounts on your author copies than you'll get from that "industry standard" publishing contract, with potential for greater profits than you're ever likely to earn on royalties. If you have an Amazon seller account, you can even qualify for wholesale pricing and sell books printed on demand at point of sale and shipped out by Amazon—just like we do—bypassing your publisher entirely. Importantly, because your contract will auto-renew until you instruct us otherwise, and because we are entirely self-funding, your book is far less likely to go out of print.

If we did nothing else, all of this would be quite generous, but we do more. We put that 10% of the royalties received from all online book sales into the FutureCycle Poetry Book Prize honorarium, then match it dollar-fordollar. We're not "taking" 10%, we're giving 10% along with you and the rest of the poets we publish to crowdfund the honorarium. (There are no contest fees, remember? No grants or endowments. That prize money has to come from somewhere.) If your book wins the prize, you'll receive the entire 20%; if you don't, one of your fellow poets will.

#### **OH, AND NEWS FLASH**

Seasoned poets know better, but I still find myself having to explain this over and over again to relative newcomers. Publishing poetry is not lucrative; it is what is referred to in retail as a "loss leader"—except those retailers expect to make up the loss through sales of more popular or expensive items while you are in their store. A very few for-profit publishers will sometimes publish a poetry book or two because they have a blockbuster novel with movie rights to sell that makes the loss seem like a drop in the bucket. Some publishers instead depend on government or institutional grants to subsidize poetry, and others (as happens more often now with academic presses) expect the authors themselves to subsidize some or all of the cost.

Not to mention the fact that publishing poetry is very hard work. Poetry is harder to edit than prose, the type is harder to set, layouts can be trickier than running text, and careful hands-on programming is required if a digital edition is also produced. We suspect that's why the big trade publishers don't publish much, if any, poetry and the smaller poetry publishers wink in and out so quickly. About 10% of our costs are covered by reading fees, meager earnings from online sales, and the 10% markup over actual cost on author copies ordered directly through us. The other 90% comes from perspiration: the many hours of skilled professional labor we dedicate to keeping poetry alive as a precision art form. Let's just say there's no way we could afford to pay the going rate for our time, and the number of publishers who can or do would fit on the head of a pin.

Finally, it comes down to this. We're not playing at publishing here. Our aim is to stay viable for the long haul and keep our work—the work we do together with poets—alive. If you've been paying attention, you know that many independent and university poetry presses have died either from a thousand little funding cuts or a brutal chopping-block whack. Because we refuse to become dependent on outside funding and are determined to keep doing this no matter what, we aren't going to go under and leave you with a dead book—at least not until we're in our graves or the planet burns up. We think the books we believe in enough to publish deserve to survive even if (as is likely) relatively few people ever buy them or read them.

So keep doing good work. Be kind. Help make the world a little better however you can.