

# **TABLE OF CONTENTS**

| MARODOCTION   | )  |
|---|----|
| Why are we marketing our own books?                               | 3  |
| Developing your own approach                                      | 4  |
| The importance of planning  | 4  |
| A note on lobbying for more marketing resources for authors       | 5  |
| Keep reading to learn more about the fine art of book marketing   | 5  |
| CREATING A PUBLICITY AND PROMOTION PLAN                           | 6  |
| Principles of Marketing 101                                       | 6  |
| Setting your objectives and goals                                 | 7  |
| The typical book promotion time window                            | 8  |
| Time management and avoiding overwhelm                            | 8  |
| Facing fears and hang-ups about self-promotion                    | 9  |
| Drafting a plan that fits for you                                 | 10 |
| Best practices for your genre                                     | 10 |
| Coordinating with your publicist and publisher (if you have them) | 11 |
| Budgeting   | 12 |
| Worksheet   | 14 |
| BUILDING A PRESENCE   | 15 |
| Your website  | 15 |
| Your public social media presence                                 | 17 |
| Public versus private online posts                                | 17 |

### **BUILDING A PRESENCE (CONT.)**

| Other online tools                                 | 18 |
|--|----|
| Book trailers                                      | 18 |
| Promotional materials                              | 19 |
| Worksheet  | 20 |
| CAMPAIGNS  | 21 |
| Publicity campaigns                                | 21 |
| Your media kit                                     | 22 |
| Profiles and interviews                            | 23 |
| Book reviews online and promo squads               | 23 |
| Guest blog posts                                   | 24 |
| Advertising  | 24 |
| Worksheet  | 25 |
| GETTING OUT THERE                                  | 26 |
| Connecting, building relationships, and networking | 26 |
| Your book launch event                             | 26 |
| Readings, talks, and author appearances            | 27 |
| Festivals  | 27 |
| Reaching out to bookstores and book signings       | 28 |
| Attending book clubs                               | 29 |
| Hand sales   | 29 |
| Going on tour                                      | 29 |
| International promotion                            | 30 |
| Worksheet  | 30 |
| FINE TUNING AS YOU GO                              | 31 |
| Leaving room for experimentation                   | 31 |
| Run with what's working and drop what's not        | 31 |
| Looking at sales numbers                           | 32 |
| When to call it a wrap and focus on your next book | 32 |
| Celebrating your success                           | 32 |
| Worksheet  | 33 |
| MY BOOK PROMOTION AND PUBLICITY PLAN               | 34 |
| APPENDIX   | 38 |
| "Promo Squads: A How-to Guide" by Farzana Doctor   | 38 |

## **ABOUT THIS PUBLICATION**

**SELL YOUR BOOK: AN AUTHOR'S GUIDE TO PUBLICITY AND PROMOTION** is part of the Writers' How-to series, which offers professional guides on a variety of topics for writers.

**SUZANNE ALYSSA ANDREW** is the author of the novel *Circle of Stones* and the associate editor for the beloved literary magazine *Taddle Creek*. She works as a freelance story director, writer, and editor, and plays bass for fun.

**THE WRITERS' UNION OF CANADA** is the national organization of book authors. Founded in 1973 and now with over 2,000 members across the country, the Union promotes the rights, freedoms, and economic well-being of all writers.

**THE LEAGUE OF CANADIAN POETS** is the professional organization for established and emerging Canadian poets. Founded in 1966 to nurture the advancement of poetry in Canada and the promotion of the interests of poets, it now comprises over 700 members.

## **WRITERS' HOW-TO**

#### **EXPLORE ALL THE GUIDES IN THIS SERIES**

All guides in the Writers' How-to series are available for purchase online at writersunion.ca/writers-how-to. Members of The Writers' Union of Canada can access the full series at no cost. Print copies are available upon request.

**ANTHOLOGY RATES AND CONTRACTS** provides notes on contributions to anthologies, suggests minimum rates, and provides a suggested anthology contract.

**AUTHOR & EDITOR** (by Rick Archbold, Doug Gibson, Dennis Lee, John Pearce, Jan Walter) describes the relationship between author and editor, including a list of dos and don'ts for both parties.

**AUTHOR & LITERARY AGENT** offers guidelines and responsibilities governing the relationship between the author and the literary agent.

**FROM PAGE TO SCREEN** is a reference guide to options and film and TV contracts for original literary works, including information on minimum and maximum rates paid.

**GHOSTWRITING** (by Marian Hebb) includes various details to consider when negotiating a ghost writing agreement, including a sample contract.

**GLOSSARY OF PUBLISHING TERMS** is a user-friendly guide for authors dealing with the book publishing industry, usually during contract negotiations.

**HOW TO SELF-PUBLISH** (by Eve Silver) covers the why and how — and how much — of self-publishing, from editing and design to distribution and marketing, for authors with unpublished and previously-published materials.

**INCOME TAX GUIDE FOR WRITERS** is a tax guide for those in the business of writing and includes details about the GST as it pertains to writers' income.

**INCORPORATION FOR WRITERS** covers the advantages and disadvantages of incorporation.

#### SELL YOUR BOOK: AN AUTHOR'S GUIDE TO PUBLICITY AND

**PROMOTION** (by Suzanne Alyssa Andrew) provides ideas for publicity and promotional activities that work, including a blueprint for your own personal book marketing plan, and is filled with advice from authors and industry experts.

**WRITERS' GUIDE TO CANADIAN PUBLISHERS** is a searchable online database of publishers who currently accept unsolicited manuscripts.

**WRITERS' GUIDE TO GRANTS** lists grants available to Canadian writers and includes information about writing samples, types of juries and how they judge, and application procedures.

**CONTRACTS SELF-HELP PACKAGE** helps writers evaluate and negotiate contracts offered by publishers.

MODEL TRADE BOOK AGREEMENT is a comprehensive model contract, complete with a model royalty statement, which provides reasonable minimum terms for trade book contracts and is a useful comparative tool for evaluating your publisher's contract.

**HELP YOURSELF TO A BETTER CONTRACT** (by Marian Hebb) is designed to aid writers in book contract negotiations with their publishers, and includes a checklist of favourable contract provisions with advice on what to ask and what to watch for