NEIBA News
June 20, 2018

ALL ABOUT THE BOOKS:
June Edition

We had a fantastic All About the Books event at Old Sturbridge Village last week-a full house, interesting authors, and a sunny day! It was wonderful to see so many of you there, and to have so many of you stick around for our barn-burner of an afternoon education session, in which rep Maureen Karb and bookseller (and NEIBA Board member) Bill Grace opened the Edelweiss Book of Spells and revealed its secrets. It was my favorite kind of education session, not only because the leaders were fantastic, but because of the amount of collected knowledge that was shared. Edelweiss is one of those essential business tools that truly takes a village to master, and everyone showed up at this session ready not only to learn, but to contribute, and we were all the better for it. So thank you for coming, thanks to Maureen and Bill for your excellent work, and thanks to the NEIBA Board for tackling the un-enviable task of choosing the authors from dozens and dozens of worthy submissions-it's a tough job that they make look very easy indeed.

We're already looking forward to next year's slate of these events, which hopefully will include a few additional locations-watch this space for the specifics after the Board meets in July.

Notes From the NEIBA Advisory Council

Sometimes, I just find that no matter how much I prepare, I'm always one step behind on something- case example, I'm belatedly writing my newsletter piece the day it's due on my flight down to New Orleans for Children's Institute. I
Help Wanted

Candlewick Press seeks a motivated sales assistant to join our talented team and support two sales directors: our Executive Director of Educational & Library Sales and our Executive Director of Independent Retail & Canadian Sales.

The Sales assistant will be responsible for providing a variety of administrative tasks to support the selling efforts for each director. This will include but not be limited to: scheduling meetings; booking travel; distributing materials; creating sell-sheets and newsletters; handling sales appointment prep; managing mailings of sales kits and materials to accounts; assisting customers; compiling and distributing reports; handling prep for seasonal and regional shows; assisting with processing orders; seeking new markets for our titles; acting as a back-up for directors when they travel; and performing a variety of other administrative and support tasks as needed.

A friendly, professional, and poised demeanor along with the ability to perform efficiently under pressure and work in a fast-paced environment comfortably is required. Great orientation to detail, a strong sense of prioritization, and great communication skills along with excellent typing, spelling, grammar, and punctuation skills is also required. MS Excel, MS Word, MS Powerpoint, Outlook, Social Media and other computer knowledge is necessary. The role dictates that the individual be a quick learner and be resourceful, extremely organized, proactive, detail-orientated and strong team players. Prior administrative experience within publishing sales and/or marketing is a plus, and an interest in the publishing industry and sales is strongly encouraged.

Yes, this year Children's Institute is opening with a costume contest inspired by a favorite backlist book character! I really can't wait to see what books my dear bookseller friends have chosen and their creative interpretations. All I know is that for a long time I was stumped - how ever to decide which book or character to pick - Laura from Little House, or the dog with the party hat from Go Dog Go? Could I be the Cricket in Times Square or Ramona Quimby, Age 8? But finally, I figured out there really was only one book I could choose, Charlotte's Web. I won't tell you who I'm going to be (is it Charlotte or Wilbur or Fern?) - but I can tell you that I made sure my costume gave tribute to those very carefully chosen words used by Charlotte to help change the future of her dear friend, Wilbur. Words that challenged Fern's neighbors and townspeople's perceptions - and therefore the reader's - of what it meant to be a pig, a spider or a rat - or most of all a friend.
publishing industry and sales is strongly preferred.

This is a full, in-house role. A comprehensive benefits package is offered including medical, dental, life and ltd insurance; flex spending and 401k plans, voluntary benefits, generous paid time off and much more! If you are interested in being considered, please forward a resume and cover letter noting your desired salary to: careers@candlewick.com.

NEIBA Holiday Catalog

Tomorrow, June 21, is the First Day of Summer! The perfect time to order your Holiday Catalogs!

DETAILS

In addition to dressing up in costume, I'm looking forward to having some fun and a few drinks during Children's Institute (we are in New Orleans after all) - but I also expect it to be a week of many uplifting moments, filled with lots of inspiring words from the talented authors and creators and indie booksellers attending. In these times when our government seems to be focused on fostering division and implementing ideologies and policies that continually pit us vs them, it is more important than ever that we continue to publish and champion books with words that challenge perceptions, inspire empathy, compassion and the true meaning of friendship. I know I'll find those books and their champions here this week.

~ Kathy Faber, VP, Director of Sales, HarperCollins Publishers