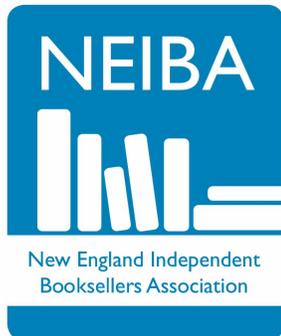


From: New England Independent Booksellers Association nan@neba.org
Subject: This Week from NEIBA: Fall Conference Publishers Pick-Nic Titles
Date: October 17, 2018 at 1:38 PM
To: nan@neba.org



NEIBA News

October 17, 2018

www.newenglandbooks.org

NEIBA is looking to hold our Board and Advisory Council meetings in the coming year at our member stores. If you have or know of a bookstore that has an event space that will hold 25 people and is available between 9 and 5 on weekdays, would you please email beth@neba.org to continue the conversation? Many thanks!

2018 Fall Conference Materials

At last month's Fall Conference Publisher's Pick-Nic Lunch
32 Sales Reps presented 400 titles to a sold out crowd of 128 Booksellers!

Edelweiss Collection

NECBA's Secrets of Storytime Panel

Do you want to improve your storytime? We've got tips and tricks. NECBA's Secrets of Storytime panel at the NEIBA conference featured a powerhouse group moderated by Phoenix Books' bookseller **Beth Wagner**; **Kimberly Cake** of Enchanted Pages, **Liz Whitelam** of Whitelam Books, and picture book expert **Megan Dowd Lambert**.



Megan, who is an expert in the "**whole book approach**" to storytimes, discussed how to make storytimes feel as if kids are being read with, not to. This involves focusing on the pictures before the words in an aesthetic approach, using the physical book to ask open-ended questions, and encouraging visual thinking alongside critical thinking.

Kimberly focuses on sensitive storytimes, which happen daily and sometimes multiple times a day at Enchanted Passage. This involves wiping down germs, focusing on music / rhythm rather than staying seated, turning down the lights, having a tactile focus like a stuffed animal or an instrument, and opening early to give families a safe space.

Liz does a lot of storytimes with community members and in community spaces as part of her work at Whitelam Books. This includes doing storytimes at farms and inviting local celebrities in to read books regularly.

Things to keep in mind, as part of the discussion, included:

- When inviting community members in to read books, remember what parts of your community you might be alienating. Storytime with a Cop may be great for some, but it could alienate members of your black and immigrant communities.
- Singalong storytimes guarantee a way for kids to get involved.

Encourage kids to bring stuffies and to wear costumes.

- If you need to regain the attention of wandering kids, you can count to three together to turn the page, make a quiet sound to turn the page together.
- Start storytimes by having each child say their name and then by having the whole group say their name while clapping on the syllables. It creates a social introduction and makes the kids feel excited.
- It's okay for it to be messy and noisy. It's about having fun and being flexible.
- You can promote your storytime with handouts to mom groups, babysitters, and nannies.
- Success comes on a variable. Small events and big Events are different, and as long as one kid leaves storytime happy, you've succeeded.

~ Nicole Brinkley, NECBA Co-chair, [Oblong Books & Music](#), Rhinebeck NY



Help Wanted

An Unlikely Story in Plainville, MA, is looking for a full time bookseller. This position includes benefits.

Job Summary: Bookseller assists customers in a friendly and helpful way and creates a positive customer experience. He or she should remain upbeat and positive when in the store.

Booksellers are responsible for accurately taking customer orders and processing sales, as well as restocking and shelving books. The schedule will be Sunday-Thursday with a regular closing shift on Mondays. Sometimes the work of receiving and shelving books can be physically demanding requiring long hours standing and frequently bending and twisting. Booksellers must be able to adapt to many situations including cleaning up spills, emptying trash, dusting and straightening.

Position Responsibilities:

- Assists customers in a friendly and helpful way and creates a positive customer experience
- Be informed about new titles and maintain displays to promote the store's favorite titles and new releases
- Places customer special orders, researches and trouble-shoots special orders as needed
- Assists with inventory management tasks and annual physical inventory
- Assists the Marketing and Events manager during events to setup, breakdown or manage line flow.
- All other related bookselling or bookstore tasks as requested by the managers.

Qualifications:

- Proficient on a computer; familiar with software programs such as Microsoft Word, Excel,

Outlook

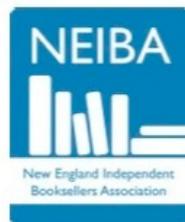
- Previous experience as a bookseller is strongly preferred.
- Well-organized, detail-oriented and able to multi-task.
- Must have effective problem solving/decision making abilities.
- Able to lift up to 30lbs, frequently bend and twist from the waist, and stand for long periods of time.
- Must have excellent verbal and written English communication skills.

NOTE: This position description is intended to describe the general nature of work being performed by individuals assigned to this job. It is not intended to be inclusive of all duties and responsibilities and is subject to change.

Please send cover letter and resume to **Emily@AnUnlikelyStory.com** and **Leo@AnUnlikelyStory.com**.

NEIBA Best Sellers

for the week ended
Sunday October 14, 2018



Based on reporting from the independent booksellers of
NEIBA and IndieBound

Click **HERE** for list



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