



NEIBA News

June 26, 2019

www.newenglandbooks.org

Notes from the NEIBA Advisory Council

Embracing and Inspiring Bookstore Shine

By Nicole Brinkley, Oblong Books & Musc

Does your bookstore embrace the shine?

Coined by Ann Friedman and Aminatou Sow, shine theory is a theory that if the people around you don't do well, neither do you; it's an encouragement to collaborate rather than compete, especially with other women. "I don't shine if you don't shine."

As a whole, booksellers are pretty good about embracing shine theory. It's what makes regional associations like NEIBA so special. Owners and managers come together to talk about bookstores and work together to make their stores better.



But are you encouraging shine theory with your staff?

Owners and managers are as good as their stores *and* as good as their staff. When their staff shines, so do they. Investing in your booksellers—be they part-time, frontline, or buyers; and with encouragement, monetary investment, and time investment—means that your bookstore will do better. Everybody shines.

Shine theory also applies when encouraging booksellers to be friends. It's not just owners or managers that should be networking and connecting--it's everybody.

Encouraging friendships between booksellers means that your bookstore will do better, not worse. There's a constant flow of ideas, a constant challenge to read and do more, and an endless enthusiasm for bookstores that grow as thoughts are traded between friends.

My relationships with other booksellers have made *me* a better bookseller, allowing me to bring more ideas to the table and more enthusiasm into my work. The investment in our staff means a constant flow of new ideas, from our Fiction Into Film book group to our

plethora of staff picks to our involvement with other local organizations. I love watching everybody work, and I love hearing what everybody works on.

Bookstores almost always shine, but I love the challenge that we can always do more: to be more encouraging, more collaborative, and more supportive. What can you do to embrace shine theory today?

Action Items for June

ABACUS Survey due **June 26 (TODAY!)**

Publisher Contracts for 2019 Holiday Catalog due **June 26 (TODAY!)**

NEIBA 2019-2020 Membership Registration due **June 30**

June's Indie Playlist Promotions due **July 1**

Binc & Macmillan Scholarship Applications due **July 15**



June's Indie Playlist Promotions

Don't miss out! Deadline is July 1.



June's two Indie Playlist promotions, featuring collections of titles from independent presses, are ready to be revealed! The themes are [Summer Reads](#) and [Dystopia](#).

Indie Playlist publishers are providing additional terms for the titles on these lists. Participating publishers for June include Catapult, Europa Editions, 7 Stories Press, Grove Atlantic, and Beacon Press. Stores can create displays around either — or both! — themes. Displays must include some titles from the above lists but can include additional titles of a store's choosing.

The prize for best display is \$500: \$250 for the bookseller who creates it and \$250 for the store.

To submit your display, take a picture and email it to [NAIBA](#) (with a cc to [NEIBA](#)) by July 1.

For more information about this program, contact Beth: Beth@NEBA.org.

Scholarships to Fall Trade Shows

Sending a bookseller from an underrepresented community to each fall trade show.

Apply by July 15th, 2019

macmillan
binc

Binc Foundation & Macmillan Scholarships Return

Binc and Macmillan will be offering the Macmillan Booksellers Professional Development Scholarship for the third year in a row! Nine scholarships in total will be awarded to booksellers from underrepresented groups to cover the cost of travel, lodging, and meals (up to a maximum of \$500) to attend a regional fall show.

[Booksellers can find out more details \(and apply\) online.](#)

Applications due July 15.



Odyssey Bookshop seeks Bookkeeper

Are you a book lover and a bookkeeper? The Odyssey Bookshop is searching for an experienced full charge bookkeeper to join our book loving team. If you have always wanted to work in a bookstore and you meet the requirements listed below, please either submit your resume & cover letter in person to Joan or Kinsey at the bookstore **[or email it to us.](#)**

Responsibilities & requirements: A/P, A/R, month- and year-end closings, bank reconciliations, cash flow, preparation of reports. Must be highly organized and detail oriented; able to discern priorities and act on them; possess fine verbal, oral, and written communication skills. Experience with QuickBooks and Excel is required. This is an hourly position (approx. 18-22 hours/week) with some benefits. Hours can be somewhat flexible.

Odyssey Bookshop is an equal opportunity, affirmative action employer, and women, people of color, and LGBTQ people are encouraged to apply.

To add a listing to the newsletter and website, e-mail Ali@NEBA.org

**Holiday Catalog Order Forms
Now Available**

Bookstore order forms due August 9

As unbelievable as it seems, we're half-way through the year! With only 6 months left to go, it's time to start thinking about the holidays — especially the 2019 Holiday Catalog.



[The editable PDF order form is linked here for your use.](#)

Per the document, all order forms should be submitted to Sharon Kozy at Book Page.

Additional information is also available **[on the NEIBA website](#)** with updates to follow.

Heading to CI7? Here's a Reading Round-Up:

From Publishers Weekly —

- **"Children's Institute Heads to Pittsburgh"**
- **"Authors and Illustrators to Meet"**
- **"Bookselling Resurgence in the 'Burgh"**
- **"Children's Book Cancellations"**



Social Media Spotlight

Bear Pond Books



bearpondbooks: *Mario the Irish Setter just might be the cutest patron...*

Want to be featured? Use **#NEIBA** in social media posts
(or tag **@neibabooks**) so we can see & share your photos!

NEIBA Best Sellers

for the week ended
Sunday June 23, 2019



Based on reporting from the independent booksellers of
NEIBA and IndieBound

HARDCOVER FICTION

1. Where the Crawdads Sing
Delia Owens, Putnam, \$26, 9780735219090
2. City of Girls
Elizabeth Gilbert, Riverhead Books, \$28, 9781594634734
3. On Earth We're Briefly Gorgeous
Ocean Vuong, Penguin Press, \$26, 9780525562023
4. Summer of '69 **New!**
Elin Hilderbrand, Little Brown, \$28, 9780316420013
5. The Guest Book
Sarah Blake, Flatiron Books, \$27.99, 9781250110251
6. Normal People
Sally Rooney, Hogarth, \$26, 9781984822178
7. Circe

Madeline Miller, Little Brown, \$27, 9780316556347

8. Fleishman Is in Trouble **New!**

Taffy Brodesser-Akner, Random House, \$27, 9780525510871

9. Mrs. Everything

Jennifer Weiner, Atria, \$28, 9781501133480

10. The Sentence Is Death

Anthony Horowitz, Harper, \$27.99, 9780062676832

11. Fall; or, Dodge in Hell

Neal Stephenson, Morrow, \$35, 9780062458711

12. Ask Again, Yes **New!**

Mary Beth Keane, Scribner, \$27, 9781982106980

13. Daisy Jones & The Six

Taylor Jenkins Reid, Ballantine, \$27, 9781524798628

14. Exhalation: Stories

Ted Chiang, Knopf, \$25.95, 9781101947883

15. Disappearing Earth

Julia Phillips, Knopf, \$26.95, 9780525520412

HARDCOVER NONFICTION

1. Educated

Tara Westover, Random House, \$28, 9780399590504

2. The Pioneers

David McCullough, S&S, \$30, 9781501168680

3. Becoming

Michelle Obama, Crown, \$32.50, 9781524763138

4. The Second Mountain

David Brooks, Random House, \$28, 9780812993264

5. Spying on the South

Tony Horwitz, Penguin Press, \$30, 9781101980286

6. The British Are Coming

Rick Atkinson, Holt, \$40, 9781627790437

7. Furious Hours

Casey Cep, Knopf, \$26.95, 9781101947869

8. Underland: A Deep Time Journey

Robert MacFarlane, Norton, \$27.95, 9780393242140

9. Sea Stories

William H. McRaven, Grand Central, \$30, 9781538729748

10. A Woman of No Importance

Sonia Purnell, Viking, \$28, 9780735225299

11. Maybe You Should Talk to Someone **New!**

Lori Gottlieb, Houghton Mifflin Harcourt, \$28, 9781328662057

12. The Moment of Lift **New!**

Melinda Gates, Flatiron Books, \$26.99, 9781250313577

13. Nanaville **New!**

Anna Quindlen, Random House, \$26, 9780812996104

14. Upheaval **New!**

Jared Diamond, Little Brown, \$35, 9780316409131

15. Salt, Fat, Acid, Heat **New!**

Samin Nosrat, Wendy MacNaughton (Illus.), S&S, \$35, 9781476753836

TRADE PAPERBACK FICTION

1. Little Fires Everywhere

Celeste Ng, Penguin, \$17, 9780735224315

2. The Overstory

Richard Powers, Norton, \$18.95, 9780393356687
3. A Gentleman in Moscow
Amor Towles, Penguin, \$17, 9780143110439
4. Eleanor Oliphant Is Completely Fine
Gail Honeyman, Penguin, \$16, 9780735220690
5. Before We Were Yours
Lisa Wingate, Ballantine, \$17, 9780425284704
6. There There
Tommy Orange, Vintage, \$16, 9780525436140
7. Washington Black
Esi Edugyan, Vintage, \$16.95, 9780525563242
8. The Tattooist of Auschwitz
Heather Morris, Harper, \$16.99, 9780062797155
9. The Woman in the Window
A.J. Finn, Morrow, \$16.99, 9780062678423
10. Conversations with Friends
Sally Rooney, Hogarth, \$17, 9780451499066
11. The Great Believers
Rebecca Makkai, Penguin, \$16, 9780735223530
12. The Lost Girls of Paris **New!**
Pam Jenoff, Park Row, \$16.99, 9780778330271
13. The Outsider **New!**
Stephen King, Gallery Books, \$18.99, 9781501181009
14. Warlight
Michael Ondaatje, Vintage, \$16, 9780525562962
15. When Life Gives You Lululemons **New!**
Lauren Weisberger, S&S, \$16.99, 9781476778457

TRADE PAPERBACK NONFICTION

1. The Mueller Report
The Washington Post, Scribner, \$15, 9781982129736
2. Calypso
David Sedaris, Back Bay, \$17.99, 9780316392426
3. Born a Crime
Trevor Noah, Spiegel & Grau, \$18, 9780399588198
4. Sapiens
Yuval Noah Harari, Harper Perennial, \$22.99, 9780062316110
5. White Fragility
Robin DiAngelo, Beacon Press, \$16, 9780807047415
6. The Soul of America
Jon Meacham, Random House, \$20, 9780399589829
7. How to Change Your Mind
Michael Pollan, Penguin, \$18, 9780735224155
8. In the Hurricane's Eye
Nathaniel Philbrick, Penguin, \$18, 9780143111450
9. Into the Raging Sea
Rachel Slade, Ecco, \$17.99, 9780062699879
10. Killers of the Flower Moon
David Grann, Vintage, \$16.95, 9780307742483
11. Life in the Garden
Penelope Lively, Penguin, \$16, 9780525558392
12. Just Mercy **New!**
Bryan Stevenson, Spiegel & Grau, \$16, 9780812984965
13. The Feather Thief **New!**

Kirk Wallace Johnson, Penguin, \$17, 9781101981634

14. Shoe Dog **New!**

Phil Knight, Scribner, \$20, 9781501135927

15. Braiding Sweetgrass **New!**

Robin Wall Kimmerer, Milkweed Editions, \$18, 9781571313560

MASS MARKET

1. Dune

Frank Herbert, Ace, \$9.99, 9780441172719

2. 1984

George Orwell, Signet, \$9.99, 9780451524935

3. Good Omens

Neil Gaiman, Terry Pratchett, Morrow, \$9.99, 9780062836977

4. The Mueller Report

Robert S. Mueller, et al., Melville House, \$9.99, 9781612197814

5. A Game of Thrones

George R.R. Martin, Bantam, \$9.99, 9780553593716

6. The Diary of a Young Girl **New!**

Anne Frank, Bantam, \$7.99, 9780553577129

7. Animal Farm **New!**

George Orwell, Signet, \$9.99, 9780451526342

8. The Catcher in the Rye

J.D. Salinger, Little Brown, \$8.99, 9780316769488

9. Lord of the Flies **New!**

William Golding, Perigee, \$9.99, 9780399501487

10. The Beach Club **New!**

Elin Hilderbrand, St. Martin's Griffin, \$9.99, 9781250235657

CHILDREN'S ILLUSTRATED

1. Oh, the Places You'll Go!

Dr. Seuss, Random House, \$18.99, 9780679805274

2. Goodnight Moon

Margaret Wise Brown, Clement Hurd (Illus.), Harper, \$8.99, 9780694003617

3. Make Way for Ducklings

Robert McCloskey, Puffin, \$7.99, 9780140564341

4. Little Blue Truck

Alice Schertle, Jill McElmurry (Illus.), HMH Books for Young Readers, \$7.99, 9780544568037

5. Good Night, Gorilla **New!**

Peggy Rathmann, Putnam, \$7.99, 9780399230035

6. Pat the Bunny

Dorothy Kunhardt, Golden Books, \$9.99, 9780307120007

7. Where the Wild Things Are **New!**

Maurice Sendak, Harper, \$18.95, 9780060254926

8. Blueberries for Sal

Robert McCloskey, Puffin, \$7.99, 9780140501698

9. Dragons Love Tacos

Adam Rubin, Daniel Salmieri (Illus.), Dial, \$16.99, 9780803736801

10. High Five **New!**

Adam Rubin, Daniel Salmieri (Illus.), Dial, \$19.99, 9780525428893

CHILDREN'S INTEREST

1. Diary of an Awesome Friendly Kid: Rowley Jefferson's Journal

Jeff Kinney, Abrams, \$13.99, 9781419740275

2. The Hate U Give

Angie Thomas, Balzer + Bray, \$18.99, 9780062871350

3. On the Come Up

Angie Thomas, Balzer + Bray, \$18.99, 9780062498564

4. A Wolf Called Wander **New!**

Rosanne Parry, Monica Armino (Illus.), Greenwillow Books, \$16.99, 9780062895936

5. New Kid

Jerry Craft, Harper, \$12.99, 9780062691194

6. Shouting at the Rain

Lynda Mullaly Hunt, Nancy Paulsen Books, \$16.99, 9780399175152

7. The Sun Is Also a Star **New!**

Nicola Yoon, Ember, \$12.99, 9781984849397

8. One of Us Is Lying **New!**

Karen M. McManus, Delacorte Press, \$17.99, 9781524714680

9. Ghosts **New!**

Raina Telgemeier, Graphix, \$10.99, 9780545540629

10. The Unofficial Ultimate Harry Potter Spellbook **New!**

Media Lab Books, \$14.99, 9781948174244

CHILDREN'S SERIES TITLES

1. Spy School British Invasion

Stuart Gibbs, Simon & Schuster Books for Young Readers, \$17.99, 9781534424708

2. Dog Man Unleashed

Dav Pilkey, Graphix, \$9.99, 9780545935203

3. Dog Man: Brawl of the Wild

Dav Pilkey, Graphix, \$9.99, 9781338236576

4. Diary of a Wimpy Kid: The Meltdown **New!**

Jeff Kinney, Abrams, \$13.95, 9781419727436

5. Big Nate: Payback Time! **New!**

Lincoln Peirce, Andrews McMeel, \$9.99, 9781449497743

6. The Bad Guys (The Bad Guys, #1) **New!**

Aaron Blabey, Scholastic, \$5.99, 9780545912402

7. Rosie Revere and the Raucous Riveters (The Questioners, Book 1) **New!**

Andrea Beaty, David Roberts (Illus.), Abrams, \$12.99, 9781419733604

8. The Crossover (The Crossover Series) **New!**

Kwame Alexander, HMH Books for Young Readers, \$8.99, 9780544935204

9. Dog Man: Lord of the Fleas

Dav Pilkey, Graphix, \$9.99, 9780545935173

10. Ghost (Track, Book 1)

Jason Reynolds, Atheneum, \$7.99, 9781481450164

