

Agent Secrets—THE HANDOUT:

What Agents Really Want from an Unpublished Writer

TOP TEN AGENT SECRETS!

1. We love to read great stories.
2. We need writers as much as they need us.
3. We prefer to work with authors who we like as people too.
4. We don't get paid enough for what we do (and the hours we put in!)
5. We hate rejecting submissions (but we have to 99% of the time).
6. We ARE approachable. Watch our body language for clues.
7. We love writers who do their homework and are prepared to pitch.
8. If you customize your pitches to each of us, we notice.
9. Personal contact at conferences, workshops, etc., is the best way to present your project. (This does not mean showing up unannounced at our front doors!)
10. We do a lot more than just sell your book.

GETTING AN AGENT

WHAT DOES AN AGENT DO?

WHAT QUALITIES SHOULD YOU LOOK FOR IN AN AGENT?

WHAT MAKES A GREAT CLIENT/AGENT RELATIONSHIP?

WHERE DO YOU FIND AGENTS?

WHAT DOES AN AGENT CHARGE?

DO AGENTS AND EDITORS HAVE PERSONAL RELATIONSHIPS?

**HOW IMPORTANT IS IT THAT AN AGENT KNOWS WHERE A MANUSCRIPT
“FITS”?**

**IF YOU'VE ALREADY GOT A SMALL PUBLISHER INTERESTED, DO YOU STILL
NEED AN AGENT?**

QUERIES & SUBMISSIONS:

WHAT IS A QUERY?

HOW DOES THAT DIFFER FROM A SUBMISSION?

HOW LONG DOES IT TAKE FOR AN AGENT TO REPLY TO YOUR QUERY?

HOW CAN YOU CREATE A QUERY THAT LEADS TO FURTHER READING?

ONCE YOU GET AN AGENT, WHAT NEXT?

WHAT'S A TYPICAL ROMANCE NOVEL ADVANCE?

WHAT DOES AN AGENT NEED FROM YOU TO GET STARTED?

DO AGENTS EDIT YOUR MANUSCRIPT?

DO AGENTS HELP YOU PROMOTE YOUR BOOK ONCE IT'S SOLD?

WHAT IS A PROMOTION PLAN AND DO YOU NEED ONE?

SHOULD YOU BUILD A PLATFORM? AND WHAT IS IT?

HOW DOES THE BOOK REVIEW PROCESS WORK?

HOW MANY EDITORS WILL YOUR AGENT PITCH BEFORE YOUR BOOK SELLS?

WHAT ARE AUCTIONS?

HOW IMPORTANT IS IT TO KEEP FOREIGN RIGHTS?

HOW IMPORTANT ARE DRAMATIC RIGHTS?

WHAT ARE LICENSING DEALS?

HOW LONG SHOULD YOU KEEP YOUR AGENT?

WHAT MAKES A BAD CLIENT?

MISCELLANEOUS POINTS:

YOU'VE HAD ENOUGH! SHOULD YOU JUST SELF-PUBLISH A P.O.D. BOOK OR EBOOK?

WHAT HAVE BEEN THE BIGGEST CHANGES IN THE PUBLISHING WORLD OVER THE PAST DECADE?

WHAT'S THE MOST IMPORTANT THING TO KNOW ABOUT AGENTS?