Two-Part, Virtual + In-Person Conference Delivers 4 Days of Learning


In 2022, IBPA Publishing University is back with a flexible format that packs in powerful learning sessions, inspiring keynote speakers, and fun networking events! The premier educational event for independent publishers promises to deliver more sessions, more flexibility, and more bang for the buck. It starts with a unique two-part format—first a two-day virtual conference (April 20–21) filled with valuable online learning and networking opportunities. Then, one week later at the beautiful Renaissance Orlando (April 29–30), another two days featuring more sessions, in-depth workshops, Expo Hall, in-person networking, and awards dinner.

More Learning—With four days of programming total, there are more sessions than ever before. Look for the agenda to be announced by the end of December.

More Flexibility—With two days of virtual sessions, you spend less time away from the office and home, and save on hotel. And if you can’t travel, you can attend the virtual portion only and still get the learning you need!

More Value—Virtual+In-Person, it’s like getting two conferences for the price of one. Register before January 15 and save even more with the Early Bird rate. Learn about our flexible refund policy and how you can register with confidence.
New Look!

SAME QUALITY REVIEWS OF BOOKS FROM INDIE PRESSES

We have the attention of tens of thousands of booksellers, librarians, rights agents, and avid readers who are devoted to indie publishing.

Visit us at forewordreviews.com for more information on
• how to subscribe
• how to get your books edited
• how to get your books reviewed
• how to market your titles to our readers
• how to win an award
• how to find your next great read

Ask us about IBPA member discounts, including your first year free subscription!

Stacy Price
stacy@forewordreviews.com

Victoria Sutherland
victoria@forewordreviews.com
<table>
<thead>
<tr>
<th>Date</th>
<th>Time</th>
<th>Event</th>
<th>Access</th>
</tr>
</thead>
<tbody>
<tr>
<td>APRIL 28, 2022</td>
<td>7:30 PM</td>
<td>Literature &amp; Libations Reception + Ultimate Mix Tape Live!</td>
<td><strong>ALL ACCESS registrants are invited</strong></td>
</tr>
<tr>
<td>APRIL 29, 2022</td>
<td>8:00 AM</td>
<td>Preconference Small Group Breakfast Meetups</td>
<td><strong>ALL ACCESS registrants are invited, additional fee applies</strong></td>
</tr>
<tr>
<td>APRIL 29, 2022</td>
<td>11:00 AM</td>
<td>Welcome First Timers! Learn How to Get the Most Out of IBPA Publishing University</td>
<td><strong>ALL ACCESS registrants are invited</strong></td>
</tr>
<tr>
<td>APRIL 29, 2022</td>
<td>12:00 PM</td>
<td>Ballroom Opens! Grab Your Lunch &amp; Your Seat!</td>
<td><strong>ALL ACCESS registrants are invited</strong></td>
</tr>
<tr>
<td>APRIL 29, 2022</td>
<td>12:30 PM</td>
<td>Keynote Address: Small Businesses Drive the Community featuring Stephen Green, A Kids Company About</td>
<td><strong>ALL ACCESS registrants are invited</strong></td>
</tr>
<tr>
<td>APRIL 29, 2022</td>
<td>2:00 PM</td>
<td>Breakout Sessions: see page 18 for details</td>
<td><strong>ALL ACCESS registrants are invited</strong></td>
</tr>
<tr>
<td>APRIL 29, 2022</td>
<td>4:00 PM</td>
<td>Ask the Experts: An IBPA Original—Often Copied, Never Duplicated!</td>
<td><strong>ALL ACCESS registrants are invited</strong></td>
</tr>
<tr>
<td>APRIL 29, 2022</td>
<td>4:30 PM</td>
<td>Ask the Experts: An IBPA Original—Often Copied, Never Duplicated!</td>
<td><strong>ALL ACCESS registrants are invited</strong></td>
</tr>
<tr>
<td>APRIL 29, 2022</td>
<td>4:30 PM</td>
<td>Day One In-Person Wrap-up!</td>
<td><strong>ALL ACCESS registrants are invited</strong></td>
</tr>
<tr>
<td>APRIL 29, 2022</td>
<td>6:00 PM</td>
<td>34th Annual IBPA Benjamin Franklin Book Awards™ Ceremony</td>
<td>Open to the public, additional fee applies</td>
</tr>
<tr>
<td>APRIL 30, 2022</td>
<td>7:30 AM</td>
<td>Continental Breakfast &amp; Table Top Networking</td>
<td><strong>ALL ACCESS registrants are invited</strong></td>
</tr>
<tr>
<td>APRIL 30, 2022</td>
<td>9:00 AM</td>
<td>Intentional Membership: How to Get the Most Out of IBPA</td>
<td><strong>ALL ACCESS registrants are invited</strong></td>
</tr>
<tr>
<td>APRIL 30, 2022</td>
<td>10:30 AM</td>
<td>Breakout Sessions: see page 21 for details</td>
<td><strong>ALL ACCESS registrants are invited</strong></td>
</tr>
<tr>
<td>APRIL 30, 2022</td>
<td>10:30 AM</td>
<td>Ask the Experts: An IBPA Original—Often Copied, Never Duplicated!</td>
<td><strong>ALL ACCESS registrants are invited, registration required</strong></td>
</tr>
<tr>
<td>APRIL 30, 2022</td>
<td>12:00 PM</td>
<td>Lunch and Table Top Networking</td>
<td><strong>ALL ACCESS registrants are invited</strong></td>
</tr>
<tr>
<td>APRIL 30, 2022</td>
<td>1:00 PM</td>
<td>Ignite Talks: Enlighten Us, But Make It Quick!</td>
<td><strong>ALL ACCESS registrants are invited</strong></td>
</tr>
<tr>
<td>APRIL 30, 2022</td>
<td>2:00 PM</td>
<td>Breakout Sessions: see page 22 for details</td>
<td><strong>ALL ACCESS registrants are invited</strong></td>
</tr>
<tr>
<td>APRIL 30, 2022</td>
<td>2:00 PM</td>
<td>Ask the Experts: An IBPA Original—Often Copied, Never Duplicated!</td>
<td><strong>ALL ACCESS registrants are invited, registration required</strong></td>
</tr>
<tr>
<td>APRIL 30, 2022</td>
<td>3:30 PM</td>
<td>Breakout Sessions: see page 23 for details</td>
<td><strong>ALL ACCESS registrants are invited</strong></td>
</tr>
<tr>
<td>APRIL 30, 2022</td>
<td>3:30 PM</td>
<td>Ask the Experts: An IBPA Original—Often Copied, Never Duplicated!</td>
<td><strong>ALL ACCESS registrants are invited, registration required</strong></td>
</tr>
<tr>
<td>APRIL 30, 2022</td>
<td>5:00 PM</td>
<td>IBPA Publishing University Closing Session &amp; Raffle Prize Giveaway!</td>
<td><strong>ALL ACCESS registrants are invited</strong></td>
</tr>
</tbody>
</table>
Dear Attendees, Sponsors, and Faculty of IBPA Publishing University 2022

Welcome! On behalf of the Independent Book Publishers Association (IBPA) staff and board of directors, we welcome you to the 33rd annual IBPA Publishing University conference. After cancelling the 2020 conference and shifting 2021 to fully virtual, we’re thrilled to bring this year’s special two-part program featuring the best in both virtual and in-person learning.

The world has been disrupted, but the business of publishing goes on. New challenges have emerged (the supply chain, for one), your customers’ buying and reading habits have changed, and new ideas and opportunities have risen from the chaos (especially in marketing). This is why it’s more important than ever that you’ve made space this year to share and learn from your IBPA community. Congratulations on investing in you.

Because as we say every year, IBPA Publishing University is YOUR conference: it starts and ends with you. We’re confident you’ll find no other indie publishing conference that comes close to providing the kind of supportive space needed for quality learning, relationship building, and inspiration. Now’s your chance to reflect on your specific publishing goals and to bring your personal perspective to the table. As you make your way through the conference, please don’t hesitate to let us know how we might make your experience truly one-of-a-kind. We appreciate your IBPA membership and are happy to be of service.

Warm Regards,

Angela Bole
Chief Executive Officer, IBPA

Terry Nathan
Chief Operations Officer, IBPA

THIS PROGRAM IS NOT FINAL AND IS SUBJECT TO CHANGE
Get to Know Your IBPA Publishing University Sponsors!

Continue your educational experience as you visit with our knowledgeable sponsors. Looking for the right printer, editor, designer, project manager, technology provider, website builder, or other publishing partner to help you achieve your goals? You’ll find a plethora of options to consider among IBPA Publishing University’s generous sponsors. Attendees who visit every sponsor are entered into a drawing for $750 in “IBPA cash” and a free Full Conference Pass to IBPA Publishing University 2023. Your official game card will be available soon. Please see page 32 to get to know our sponsors in advance.

LEARNING FORMATS

Whether you seek interaction, deeper dives into topic areas, learning labs to incite action, thought leader discussions, or all of these, IBPA Publishing University learning formats meet you where you want to be. With options for inspiration, peer learning, in-depth exploration, and hands-on training across a wide range of subjects, you’re in control of your own professional development.

<table>
<thead>
<tr>
<th>LEARNING LEVELS</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>101</strong>: Focus on awareness and factual recall; appropriate for those with limited experience of the subject area seeking introductory understanding of the content area</td>
</tr>
<tr>
<td><strong>201</strong>: Focus on application and implementation of highly technical or detailed topics; appropriate for those with substantial prerequisite knowledge seeking the most up-to-date information to heighten expertise</td>
</tr>
<tr>
<td><strong>All Levels</strong></td>
</tr>
</tbody>
</table>

IBPA MEMBER TYPE

IBPA supports independent publishers of all shapes and sizes and IBPA Publishing University strives to be the one conference to benefit all. To this end, all sessions are categorized by the following IBPA Member Types.

- **Independent Publisher**: publishers publishing the work of others (as well as—sometimes—their own work) using a traditional or hybrid publishing model
- **Author Publisher**: publishers exclusively publishing their own work (self-published authors)
- **All Publishers**
TUESDAY | APRIL 19 | 12:00 – 2:00 PM Eastern

IBPA ANNUAL MEETING OF MEMBERS 2022

All current IBPA members are encouraged to register free-of-charge. You do not need to register for IBPA Publishing University to attend the IBPA Annual Meeting.

- “State of the Association” remarks from IBPA CEO
- IBPA Committee Reports. IBPA Committee Chairs present highlights of fiscal year 2021 work
- IBPA Board Member Election. IBPA Board Nominating Committee presents candidates for nomination to IBPA Board of Directors
- “Future Outlook” Remarks from IBPA Chair
- IBPA Board Member Election Results
- Open Forum. Members in good standing are free to speak on any matter of interest to the community and should submit their intention to speak prior to March 31, 2022
- Q&A—Members in good standing ask questions of the IBPA Board and staff

TUESDAY | APRIL 19 | 3:00 – 4:00 PM Eastern

GET TO KNOW THE ATTENDIFY EVENT PLATFORM

with IBPA’s Christopher Locke

Not sure how to use the Attendify event platform? We’re here to help! Join this helpful webinar with IBPA Director of Membership & Member Services Christopher Locke to learn everything you need to know to navigate Attendify and get the most out of your IBPA Publishing University 2022 Virtual+In-Person experience.

We manufacture books to your specifications...
On time and on budget!

- Short run digital printing
- Manufacturing quantities from 25 – 1000 books
- Perfect bound and hard cover
- Four-color text and covers
- Lay-flat lamination options: gloss, matte, linen
- Environmentally-friendly paper options
- Digitization of your backlist

Visit us at www.hfgroup.com
Tim Malott: tmalott@hfgroup.com (260)306-3965

Grow your audience with NetGalley
Take advantage of this popular IBPA Member Benefit!

Heartfelt, hilarious, perfectly balanced, and full of banter... The chemistry was sizzling, the longing perfectly balanced.

82k avg Feedback each month for Books & Audiobooks

80% of reviewers written contemporary romance, this book is definitely for you.

- NetGalley Reviewer

10% off subscription services for IBPA members. Or list directly with the IBPA for a reduced rate.
WEDNESDAY | APRIL 20 | 11:00 AM – 12:15 PM Eastern

KEYNOTE ADDRESS

Brooke Warner, She Writes Press on “Disrupting the Publishing Industry”


Brooke is a TEDx speaker, weekly podcaster (of “Write-minded” with co-host Grant Faulkner of NaNoWriMo), and former Executive Editor of Seal Press. She is the current Chair of the Bay Area Book Festival and sits on the board of the Book Industry Study Group (BISG). She writes a monthly column for *Publishers Weekly* and is a previous IBPA Board Chair.

Keywords: Critical Conversations, Distributing & Selling Books, Keynote Address

Learning Format: Keynote

Learning Level: All Levels

IBPA Member Type: All Publishers

---

**Experience the next chapter in book manufacturing.**

**Total Printing Systems** is a proud sponsor of IBPA Publishing University 2022. Please visit our table to learn about our book printing capabilities and IBPA Member Benefit!

Real-time quotes are just a few clicks away when using **Instant Quote**

Try it today at [www.tps1.com](http://www.tps1.com)

800-465-5200

[www.tps1.com](http://www.tps1.com)

Centrally located in Newton, Illinois.

---

**Smart Solutions for a Smarter World™**

Dedicated to providing end-to-end service solutions for all your inventory management needs

- Inventory Management Solutions
- Warehouse & Fulfillment
- Full Service Call Center
- Domestic & Worldwide Shipping

Contact us at 734-487-9720 ext.130 or info@pssc.com

[www.pssc.com](http://www.pssc.com)

Click here to learn more
12:30 – 1:30 PM Eastern

All Things Amazon Part 2: A Review of Amazon Marketing with a Focus on Amazon Advertising and How & When You Should Use It

Presented by Kelly Peterson, Independent Publishers Group (IPG)
Kelly Peterson of IPG will briefly review the full list of Amazon marketing programs, focusing on how to get the most sales from each.

Those who attended “All Things Amazon Part 1” during IBPA Publishing University 2021 will find this session has a great deal of new information building on last year’s concepts. You should have great familiarity with at least one Amazon program before attending.

Keywords: Distributing & Selling Books, Marketing Books
Learning Format: Deep Dive
Learning Level: 201
IBPA Member Type: All Publishers

1:45 – 2:45 PM Eastern

Navigating the Road to Indie Author Success: A Special #AuthorSpotlight Panel Brought to You by IngramSpark

Presented by Josh Floyd, IngramSpark; Elise Kova, Silver Wing Press; Ayeshia Rodriguez, Jaye Squared Youth Empowerment Services
You’ll learn from four successful indie publishing authors representing the Juvenile Nonfiction, Young Adult Fantasy, Romance, and Thriller genres. Each author will share their stories that led them to Indie Publishing success. Get ready for an honest exploration of real-world obstacles, pitfalls, and best practices during this special panel discussion brought to you by IngramSpark.

Keywords: Business of Publishing, Creating Books, Marketing Books
Learning Format: Deep Dive
Learning Level: All Levels
IBPA Member Type: Author Publishers

Reaching the K-12 Education Market

Presented by Mel Corrigan, PhD, Scribe Publishing Company; Heather Koons, MetaMetrics; Richard Lena, Brattle Publishing Group; Sharon Shell, IPG
Bookstores often come to mind when publishers think of the book trade, but the education market is a significant segment that shouldn’t be overlooked by publishers of children’s books and YA. You will receive information from industry experts about (1) what the education market wants, (2) what leveling is and why it’s important, and (3) what publishers can do to make titles attractive and visible to the education market, followed by a Q&A period.

Keywords: Business of Publishing
Learning Format: Deep Dive
Learning Level: 101
IBPA Member Type: All Publishers

3:00 PM to 4:00 PM Eastern

Your learning continues as you visit our sponsors, some of the smartest people in our industry. Join a 1:1 live video call with an IBPA Publishing University 2022 exhibitor from the comfort of your home or office using Attendify’s MeetNow application!

IBPA Publishing University 2022 wouldn’t be possible without the financial support of its exhibitors. During this hour (or anytime, really!), head over to the EXHIBITORS area to say “Thank you!” and get to know the people behind the companies that support the independent book publishing community.

Keywords: Exhibitor Expo | IBPA Member Type: All Publishers

For more information and a list of exhibitors, see page 32 or visit publishinguniversity.org/sponsorship

VIRTUAL EXPO

Wednesday, April 20
3:00 – 4:00 PM Eastern
Thursday, April 21
3:00 – 4:00 PM Eastern
** wedge 

**wednesday | april 20 | 4:15 – 5:15 PM Eastern**

**4:15 – 5:15 PM Eastern**

**Book Trailer Building Blocks**

Presented by Ja-ne de Abreu, JMFdeA Press

Learn about the various components of how to create a successful book trailer. You will further your knowledge about writing an effective script, video filming and selection, voice over creation and selection, music, special effects, and sound effects. There will be examples of effective as well as poorly constructed book trailers to show how a small component can make a large difference. Audience interaction will be sure to be lively and add to the fun presentation.

Keywords: Marketing Books

Learning Format: Learning Lab

Learning Level: 101

IBPA Member Type: All Publishers

COVID-19 and Market Impacts: Takeaways From Industry Thought Leaders Sessions to Shape Your Strategy

Presented by Bailey Davis, IngramSpark Sales; Amanda Sharp, Ingram Lightning Source

Ingram Content Group’s Amanda Sharp coordinated a series of industry leader-led webinars that discussed the impact of COVID-19 and supply chain disruptions in the publishing industry. Discover the biggest takeaways from this series of hour-long webinars. Publishers and authors will learn about market changes that have longevity, how publishers can make the most out of their sales strategy, global agility strategies, and how to make successful annual plans.

Keywords: Critical Conversations, Distributing & Selling Books, Marketing Books

Learning Format: Deep Dive

Learning Level: 101

IBPA Member Type: All Publishers

---

**5:30 – 6:30 PM Eastern**

**Edutainment! Trivia: You May Love Your Lit, But Does Your Lit Love You?**

Hosted by the IBPA Staff

Can Fiction be “truer” than Nonfiction? Are Classics classy? Just because you read books when you were a kid, does that mean you know Kid Lit? These and other important questions will be solved once and for all during this IBPA Publishing University’s edutainment session. Open to all conference registrants. Bring your sense of silly joy. And if you want to dress up as your favorite character from literature, that's even better! (Bonus points if there's an independent publishing connection.)

Keywords: Edutainment

Learning Format: Edutainment

Learning Level: All Levels

IBPA Member Type: All Publishers

---

**8:00 – 9:30 PM Eastern**

**Virtual Pop-Up Party**

Hosted by the IBPA Staff

Grab a beverage and join your fellow IBPA Publishing University Zoomers “Brady Bunch Style” for a virtual pop-up party! We’ll talk about the day we had and the day ahead. We may even throw a few trivia questions and breakout discussions into the mix. Come with your favorite beverage to toast and network with your fellow indie publishers. See you there!

Keywords: Edutainment

Learning Format: Edutainment

Learning Level: All Levels

IBPA Member Type: All Publishers
Across the United States, efforts to ban books from public schools and libraries by and about people of color, LGBTQ+ people, and religious minorities are proliferating at an alarming rate. While challenges to such titles aren’t new, the tactics employed by increasingly politicized groups are, and librarians are struggling to fight back.

In this keynote panel, experts from across the library world will unpack the political, educational, and free expression crisis our libraries are facing, and discuss specific ways independent and local publishers can use both their books and their positions in the book business to work hand in hand with library workers to counteract these censorship efforts.
12:30 – 1:30 PM Eastern

You Can Afford to Be Green
Presented by Sonia Moore and Karla Olson, Patagonia Books
In this session, you will learn how to minimize your footprint without breaking the bank. In accordance with Patagonia’s mission statement, publisher Karla Olson and production manager Sonia Moore have spent the last several years refining their program to have the smallest possible footprint. Questions to be answered include: Overseas or domestic? POD or offset? Recycled or FSC paper? Binding options? Packing and shipping? And the biggest question of all… Can you afford to be green?
Keywords: Creating Books, Critical Conversations
Learning Format: Deep Dive
Learning Level: 201
IBPA Member Type: All Publishers

Becoming Intersectional: Editorial Sensitivity in Publishing
Presented by Laura Matthews, ThinkStory.biz
Marginalized communities are often harmed by careless word usage and ignorant depictions. Phrases and characterizations that many of us never knew were problematic are now being vocally—and virally—called out. This kind of fallout can be avoided through sensitivity reading and vetting at the editorial stage. Through examples both recent and from the classics, this one-hour session will introduce you to what kinds of language your editorial team should watch out for and give resources you can turn to for specific consultation.
Keywords: Creating Books, Critical Conversations
Learning Format: Deep Dive
Learning Level: 101
IBPA Member Type: All Publishers

1:45 – 2:45 PM Eastern

Diversifying and Retaining Talent in the Publishing Industry
Presented by Stephanie Cohen-Perez, Editor, Writer, Reviewer; Kandace Coston, Lee & Low Books; Caroline Richmond, WNDB; Chelsea Viliareal, WNDB
Join the We Need Diverse Books (WNDB) team for an overview of the nonprofit, its Internship Grant Program, and how IBPA members can partner with WNDB to help diversify and retain talent. Following the overview, guests will be invited to stay for the WNDB community panel entitled “Keeping the Talent”. Panelists will discuss and reflect on their own experiences within publishing and how IBPA members can facilitate stronger retention within their houses.
Keywords: Business of Publishing, Diversity in Publishing
Learning Format: Deep Dive
Learning Level: 101
IBPA Member Type: All Publishers

Children’s Book Publishing: Highs and Lows of Setting the Bar
Presented by Peter Trimarco, Notable Kids Publishing
Learn how to identify and navigate the unique challenges and opportunities inherent in children’s book publishing. This session will provide important tools and perspective for publishers to use when vetting and preparing titles, and being a professional in a world that invites child’s play. You will explore the applications of trade reviews, how to “level” books, connecting with libraries, author visits, and professionally prepared teacher guides.
Keywords: Distributing & Selling Books, Marketing Books
Learning Format: Learning Lab
Learning Level: 101
IBPA Member Type: All Publishers

Design as Art: 5 Truths to Spark Brilliant Cover Design
Presented by Carol Van Den Hende, Mars Inc Global Digital Transformation
Carol Van Den Hende has distilled the key “truths” related to creating brilliant book designs that break through the clutter.
- Truth One: Simplicity
- Truth Two: Prioritization
- Truth Three: Assessment
- Truth Four: Real-Life Situations
- Truth Five: Consistency
Carol has taught these precepts at Writer’s Digest, Rutgers Writers Conference, DIYMFA, Pen to Print and other more conferences. Join her to spark new ideas for your next book project.
Keywords: Creating Books
Learning Format: Learning Lab
Learning Level: 101
IBPA Member Type: All Publishers

Stay tuned!
An exciting session to come in this time slot.

3:00 PM to 4:00 PM Eastern

Virtual EXPO

Your learning continues as you visit our sponsors, some of the smartest people in our industry. Join a 1:1 live video call with an IBPA Publishing University 2022 exhibitor from the comfort of your home or office using Attendify’s MeetNow application! IBPA Publishing University 2022 wouldn’t be possible without the financial support of its exhibitors. During this hour (or anytime, really!), head over to the EXHIBITORS area to say “Thank you!” and get to know the people behind the companies that support the independent book publishing community.
Keywords: Exhibitor Expo | IBPA Member Type: All Publishers

For more information and a list of exhibitors, see page 32 or visit publishinguniversity.org/sponsorship

VIRTUAL EXPO

Wednesday, April 20
3:00 – 4:00 PM Eastern
Thursday, April 21
3:00 – 4:00 PM Eastern
4:15 – 5:15 PM Eastern

Building Your Author Brand for Maximum Book Marketing Success
Presented by Marissa Eigenbrood, Smith Publicity
Discover how to set yourself and your brand apart, the key components of your branded platform, how your author brand effects book publicity, and more. Leave with a understanding of why a well-developed platform is important and the right tools for building and branding.

Keywords: Marketing Books | Learning Format: Deep Dive
Learning Level: 101 | IBPA Member Type: Author Publishers

Airport Stores, Book Stores, Chains: What it Takes to Get on the Shelves
Presented by Keri-Rae Barnum, New Shelves Books
If you ask an author what shelves they want to see their books sitting on, the answer is quite often Costco! Wal-Mart! Barnes and Noble! As a publisher (or self-published author) you may be wondering how to turn these lofty goals into reality. A blend of reality check and roadmap for what it takes to get into the military, airport, and chain stores they covet.

Keywords: Distributing & Selling Books | Learning Format: Deep Dive
Learning Level: 201 | IBPA Member Type: Independent Publishers

How Data Drives Revenue in the Publishing Industry
Presented by Mary McAvene, CRO & CMO, Open Road Integrated Media
Readers are in constant demand for material from new (or new to them) authors. This means through the use of consumer data, marketers can compete with advertiser brands to develop direct customer relationships and secure consumer loyalty. After attending this session, you will know how to tap into the analog-to-digital evolution.

Keywords: Business of Publishing, Distributing & Selling Books, Marketing Books
Learning Format: XXXX | Learning Level: XXXX
IBPA Member Type: All Publishers

6:00 – 7:30 PM Eastern

VIRTUAL CLOSING SESSION
Voices of IBPA Publishing University 2022 and Virtual Program Closing Remarks
Hosted by the IBPA Staff
That’s a wrap on the virtual portion of IBPA Publishing University 2022!
During this facilitator-led discussion, we will debrief the virtual IBPA Publishing University experience before adjourning and getting ready to meet again in Orlando, Florida on April 29, 2022. What did you learn? How will you apply it? How can we all continue helping each other achieve and succeed?

Bonus! We’ll also announce the four (4) winners of the Virtual Exhibitor Treasure Hunt! Be sure to submit your answers prior to 5:00 PM Eastern on Thursday, April 21, 2022 to qualify.

Keywords: Critical Conversations, Keynote Address
Learning Format: Keynote
Learning Level: All Levels
IBPA Member Type: All Publishers

FRIDAY | APRIL 22
11:00 AM – 4:00 PM Eastern

ASK the EXPERTS
An IBPA Original—Often Copied, Never Duplicated!
During IBPA’s VIRTUAL “Ask the Experts” program, access to the best in the business is included as part of your conference registration! What do you get? 15-minute private Zoom consultations with publishing professionals who have valuable experience in the area where you need advice.

SEPARATE REGISTRATION WILL OPEN SOON
Learning Level: All Levels | IBPA Member Type: All Publishers
IngramSpark is an award-winning publishing platform, offering print and ebook distribution services through a single source. Focus on what you do best—create innovative content—while we do the rest: print, ship, and distribute.

**Quality Print Books**
Print what you need and nothing more

**Convenient Ebook**
Connect with the top players in digital distribution

**Vibrant Color**
Perfect for children’s books, graphic novels, and more

**Expanded Reach**
Access to 40,000+ retailers and libraries around the world

**Formats For the Win**
Hardcovers, paperbacks, and ebooks

**More Marketing Channels**
Increased visibility online and in print

Share Your Story with the World

www.ingramspark.com
THURSDAY | APRIL 28 | 7:30 – 10:30 PM Eastern

LITERATURE & LIBATIONS + ULTIMATE MIX TAPE LIVE!

Spend Thursday evening meeting and mingling with the IBPA Publishing University community during our annual LITERATURE & LIBATIONS. This special networking event is designed to give IBPA Publishing University attendees the chance to gather informally within the conference hotel prior to the official in-person conference kick-off on Friday, April 29, 2022.

After a cocktail (or two!) we’ve got some fun for you! New in 2022, join the BODACIOUS IBPA Publishing University community for some EXCELLENT retro music trivia. A live DJ will provide dance party vibes and costumes/period garb are welcomed. Prizes for the winning team!

Renaissance Orlando
6677 Sea Harbor Drive
Orlando, Florida 32827

Pre-registration isn’t required, but is highly encouraged.

Enter Now.
President’s Book Awards 2022

FLORIDA AUTHORS AND PUBLISHERS ASSOCIATION

Extended Deadline for IBPA Members: May 10, 2022.
www.MyFAPA.org/book-awards
FRIDAY | APRIL 29 | 8:00 – 10:45 AM Eastern

PRECONFERENCE SMALL GROUP BREAKFAST MEETUPS

Room:

Breakfast Roundtables

Join your fellow IBPA members for a facilitated conversation over a hot breakfast!

We’re coordinating groups of 10 people around topics such as children’s publishing, diversity in publishing, women in publishing, hybrid publishing, etc. Each group will have a facilitator to help guide the conversation.

Keywords: Networking, Preconference
Learning Level: All Levels
IBPA Member Type: All Publishers

This is a facilitated preconference conversation over a hot breakfast. An additional $55 fee is required to participate. The fee covers the cost of food. You can sign-up for the Small Group Breakfast Meetups as part of your IBPA Publishing University registration.

FRIDAY | APRIL 29 | 11:00 AM – 12:00 PM Eastern

WELCOME FIRST TIMERS!

Room:

Learn How to Get the Most Out of Publishing University
Presented by Angela Bole, CEO, Independent Book Publishers Association and Karla Olson, Patagonia Books

Back by popular demand, we’re hosting a facilitator-led discussion for IBPA Publishing University first timers! Stop by to meet other newbies and learn how to get the most out of your IBPA Publishing University experience. During this session, you’ll have a chance to network and meet IBPA staff and veteran IBPA Publishing University attendees who will help answer questions and provide guidance for navigating IBPA Publishing University in style.

Keywords: IBPA
Learning Format: Deep Dive
Learning Level: 101
IBPA Member Type: All Publishers

WELCOME FIRST TIMERS is included as part of your general conference registration. All IBPA Publishing University attendees welcome. Pre-registration isn’t required, but is highly encouraged.
FRIDAY | APRIL 29 | 12:00 – 12:30 PM Eastern
Peninsula Ballroom Opens! Grab Your Lunch & Your Seat!
Grab your lunch and find a seat! The opening Keynote Address with Steven Green of A Kids Company About will start promptly at 12:30 PM Eastern.

12:30 – 1:45 PM Eastern
KEYNOTE ADDRESS
Peninsula Ballroom
Stephen Green, A Kids Company About on
“Small Businesses Drive the Community”

Stephen Green is chief operating officer of A Kids Company About and a small business advocate known for various projects, including Do. Do More. Do Better, Pitch Black and a $62 million state fund for Black Oregonians, small businesses and nonprofits.

A true connector of people, Stephen has worked tirelessly for the last 20 years in banking and finance to help deserving businesses start, grow and prosper. Through his work and conversation, he asks us to rethink the paradigm of community consumer habits by investing in the small things that have big impacts on our local backyards.

You could pay hundreds of dollars for a consultant’s individual attention, but during IBPA’s exclusive ASK THE EXPERTS sessions access to the best in the business is included as part of your conference registration! What do you get? 15-minute private consultations with publishing professionals who have valuable experience in the area where you need advice.

Separate registration will open soon

ASk the EXPERTS
An IBPA Original—Often Copied, Never Duplicated!

Peninsula Ballroom

ASK THE EXPERTS IN-PERSON TIMES
Friday, April 29
2:00 – 4:15 PM Eastern
Saturday, April 30
10:30 AM – 12:00 PM
2:00 – 3:15 PM Eastern
3:30 – 4:45 PM Eastern

Keywords: Ask the Experts, Networking | Learning Level: All Levels
IBPA Member Type: All Publishers
FRIDAY | 2:00 – 4:15 PM Eastern

A Publisher’s Guide to Effective Negotiation
Presented by Emily Barrosse, Bold Story Press
Room:
You’ll learn the “absolute must-knows” about negotiation for publishers. We’ll cover best practices for contract negotiations with authors, vendors, and customers. Key takeaways will include: review of essential negotiation best practices; negotiable and non-negotiable terms in author contracts; and negotiation prep that preserves the relationship and assures wise outcomes.
Keywords: Business of Publishing
Learning Format: Workshop
Learning Level: 101
IBPA Member Type: All Publishers

Author Onboarding Toolkit:
Everything You Need for Effective Project Management
Presented by Adrielle Haughee (Hoy), Orange Blossom Publishing
Room:
You’ll review a full project timeline, questions you should ask yourself about your contract, how to create a publicity plan, how to track royalty payments, how to do quarterly sales analysis, and more! You’ll leave with a ready-to-go toolkit for signing new authors and learn the number one reason authors leave their publishers.
Keywords: Business of Publishing
Learning Format: Workshop
Learning Level: 201
IBPA Member Type: All Publishers

Amazon Deep Dive: Platform Fundamentals, Detail Page Optimization, and Advertising
Presented by Ian Lamont, i30 Media Corporation
Room:
While there are no guarantees of success on Amazon, there are steps publishers can take to improve visibility and sales. Learn Amazon’s views of the publishing ecosystem and book brands, explore how organic and paid search results can impact your book’s visibility, optimize book detail pages for clicks and conversions, and take a tour of Amazon Advertising. New topics for 2022 will include A+ content and expanded Amazon Advertising formats for brands.
Keywords: Distributing & Selling Books, Marketing Books
Learning Format: Workshop
Learning Level: 201
IBPA Member Type: All Publishers

Title Positioning Workshop
Presented by Mel Corrigan, Scribe Publishing Company
Room:
Title positioning is the process of establishing where and how a title fits in the market, how it is unique from and similar to other books, and how to communicate those attributes to the book trade. You’ll learn a process for positioning titles 9 – 18 months before release date and leave with refined metadata (for an upcoming title or a title of your choosing from your catalog) such as: price point, BISACs, format, comp titles, and key selling points.
Keywords: Business of Publishing, Marketing Books
Learning Format: Workshop
Learning Level: 201
IBPA Member Type: Independent Publishers

2:00 – 4:15 PM Eastern
Peninsula Ballroom

ASK the EXPERTS
An IBPA Original—Often Copied, Never Duplicated!

IBPA’s exclusive ASK THE EXPERTS sessions provide access to the best in the business and is included as part of your conference registration! What do you get? 15-minute private consultations with publishing professionals who have valuable experience in the area where you need advice.
SEPARATE REGISTRATION WILL OPEN SOON

Keywords: Ask the Experts, Networking | Learning Level: All Levels
IBPA Member Type: All Publishers

4:30 – 5:15 PM Eastern
Peninsula Ballroom

Day One In-Person Wrap-up!
Join your fellow IBPA Publishing University attendees in the Peninsula Ballroom for a quick Day One wrap-up session!

Keywords: Networking | Learning Level: All Levels | IBPA Member Type: All Publishers
The 34th Annual IBPA Benjamin Franklin Awards

FRIDAY | APRIL 29 | 6:00 – 9:30 PM

The 34th Annual IBPA Benjamin Franklin Awards™

Cocktail Hour: 6:00 – 7:00 PM • Dinner & Ceremony: 7:00 – 9:30 PM

Peninsula Ballroom

Generously sponsored by Ingram Content Group

Join IBPA as we honor the winners of the 34th annual IBPA Benjamin Franklin Awards™! The IBPA Benjamin Franklin Awards, which include over fifty categories recognizing excellence in book editorial and design, are regarded as one of the highest national honors for indie publishers. Held in conjunction with IBPA Publishing University, the 2022 award ceremony is a gala dinner where all Gold winners receive an engraved trophy marking their achievement.

All IBPA Publishing University attendees can register to attend for only $65 per ticket. Tickets are first come, first served. Additional tickets (for guests and others not attending IBPA Publishing University) can be purchased for $80 each.

Keywords: IBPA Benjamin Franklin Award Program, Inside IBPA Learning Level: All Levels | IBPA Member Type: All Publishers

It’s your copyright. What are you doing to protect it?

Piracy isn’t exclusive to major content owners. Expert content protection shouldn’t be either.

Protect your content. Reclaim lost sales.

Schedule a free consultation to discuss your unique needs. We’ll develop a solution just your size. Protection@BCGuardian.com
SUNDAY | APRIL 30 | 7:30 AM – 8:50 AM Eastern

CONTINENTAL BREAKFAST + TABLE TOP NETWORKING

Peninsula Ballroom

Grab some fuel for the morning, then join a moderated “Table Top Discussion” around a particular area of interest like social media, distribution, publishing non-fiction, IngramSpark, Amazon, etc. Pick your topic when you arrive, then dive right into the food and conversation!

Keywords: Networking

9:00 AM – 10:15 AM Eastern

Intentional Membership: Getting the Most out of IBPA

Presented by Angela Bole, CEO of IBPA and Karla Olson, Publisher, Patagonia Books

Peninsula Ballroom

Join us for a distinctive learning and networking experience that will answer all (…okay, most!) of your questions about IBPA, its priorities, its membership, and how you can get the most out of both.

Why did you join IBPA? Was it for networking, advocacy, access to resources, work opportunities, education? Are you taking full advantage of the many member benefits available to you? Do you know where and how to plug into critical conversations with your peers and partners? If you’d like to explore answers to these questions along with your fellow IBPA members, this is the session for you. Part of the program will include a unique speed dating format introducing you to key people and initiatives within IBPA. Then, a set of rapid-fire presentations from the main stage will provide a rundown of what to look forward to within IBPA during the year ahead. Bring your business cards; you’ll need them!

Keywords: Keynote, Critical Conversations | Learning Level: All Levels | IBPA Member Type: All Publishers

SATURDAY | 10:30 AM – 12:00 PM Eastern

Peninsula Ballroom

ASK the EXPERTS

IBPA’s exclusive ASK THE EXPERTS sessions provide access to the best in the business and is included as part of your conference registration! What do you get? 15-minute private consultations with publishing professionals who have valuable experience in the area where you need advice.

Keywords: Ask the Experts, Networking | Learning Level: All Levels | IBPA Member Type: All Publishers
SATURDAY | 10:30 AM – 12:00 PM Eastern

Book Design 101: How Your Book’s Design Influences Buyers and Readers
Presented by Tamara Dever, TLC Book Design
Room:
Design goes well beyond aesthetics, having a different function for each part of your book: the front cover, back cover, and interior. All are key to getting people to notice and buy your book. Whether DIY designing or hiring a professional, you’ll leave with a deeper understanding of why good design matters and how to use it to maximize your book’s potential. Includes tips and techniques, dramatic before-and-after samples, and Q&A.
Keywords: Creating Books
Learning Format: Deep Dive | Learning Level: 101
IBPA Member Type: All Publishers

Ethical Hybrid Publishing: How to Avoid Conflicts of Interest and Combat False Perceptions in Publishing’s Fastest-Growing Business Model
Presented by Maggie Langrick, Wonderwell
Room:
Hybrid publishing, in which authors pay to be published and distributed to the trade, is a rapidly growing segment of the publishing industry, yet questions linger about ethical issues around a for-pay publishing model. Veteran hybrid publisher Maggie Langrick of Wonderwell unpacks controversial issues and offers candid advice on how to run an ethical hybrid operation with a reputation for publishing critically acclaimed, commercially successful trade books.
Keywords: Business of Publishing
Learning Format: Deep Dive | Learning Level: 101
IBPA Member Type: Independent Publishers

Free Consumer Data and Insights: Informing Your Marketing Strategy
Presented by Bailey Davis, IngramSpark Sales
Room:
Every consumer leaves behind little bits of data in the wake of their online journey—on your website, on social media platforms, and other online communities. There are also a number of resources where you can understand the audience that might not be engaging with your brand . . . yet. This session will show you a few of the ways you can identify the most useful data morsels, identify resources for your desired audience, and how you can use them to point customers towards the book products you have that they want.
Keywords: Business of Publishing, Marketing Books
Learning Format: Deep Dive | Learning Level: 101
IBPA Member Type: All Publishers

Why Reviews Matter (And How to Get Them)
Presented by Victoria Sutherland, Foreword Reviews; and a panel of reviewers
Room:
The value of reviews in almost every business is being played out around the world: hotels, restaurants, products, services, and more than ever: books!
If you have ever wondered why, we will help you understand the importance of, and the differences between trade and/or consumer publication reviews, and their influence on sales and your marketing strategy. Our panel will include trade, consumer, and online reviewers, with time at the end to answer your questions.
Keywords: Marketing Books
Learning Format: Deep Dive
Learning Level: 101 | IBPA Member Type: All Publishers

Book Design 101: How Your Book’s Design Influences Buyers and Readers
Providing Authors and Publishers with Superior Book Manufacturing

Complete Book Printing and Binding
- Short-Run Digital Printing
- Long-Run Offset Printing
- Complete Book Binding & Finishing
- eBook Conversions
- Full Color and Black/White

Learn more & get a quick quote
www.colorhousegraphics.com
SATURDAY | 12:00 – 1:00 PM Eastern

LUNCH AND TABLE TOP NETWORKING
Peninsula Ballroom

Grab some fuel for the afternoon, then join a moderated “Table Top Discussion” around a particular area of interest like social media, distribution, publishing non-fiction, IngramSpark, Amazon, etc. Pick your topic when you arrive, then dive right into the food and conversation!

Keywords: Networking
Learning Level: All Levels
IBPA Member Type: All Publishers

1:00 – 1:45 PM Eastern
Peninsula Ballroom

Ignite is a favorite edutainment session at each IBPA Publishing University—a showcase of talks that might be bold, possibly brash, maybe even brilliant, but never boring.

It’s the learning format that’s fast, fun, and focused, where each speaker gets 20 slides, auto-advancing every 15 seconds, for five minutes.

Their challenge?
Enlighten us, but make it quick!

Keywords: Edutainment
Learning Level: All Levels
IBPA Member Type: All Publishers

2:00 – 3:15 PM &
3:30 – 4:45 PM Eastern

ASK the EXPERTS
Peninsula Ballroom

An IBPA Original—Often Copied, Never Duplicated!

IBPA’s exclusive ASK THE EXPERTS sessions provide access to the best in the business and is included as part of your conference registration! What do you get? 15-minute private consultations with publishing professionals who have valuable experience in the area where you need advice.

SEPARATE REGISTRATION WILL OPEN SOON

Keywords: Ask the Experts, Networking
Learning Level: All Levels
IBPA Member Type: All Publishers

PROGRAMS

Generously sponsored by
SATURDAY | 2:00 – 3:15 PM Eastern
Marketing Books to Schools: Before, During, and After COVID
Presented by Jane R. Wood, Author
Room: Renaissance Conference Network
Learning Level: 101
IBPA Member Type: All Publishers
Networking Lab
Keywords: Networking
Learning Format: Deep Dive | Learning Level: 101
IBPA Member Type: All Publishers

SATURDAY | 3:30 – 4:45 PM Eastern
Translating Children’s Books
Presented by Gabriella Alderman, Children’s Book Translator; Karen Pavilicin, Elva Resa Publishing
Room: Renaissance Conference Network
Learning Level: 101
IBPA Member Type: All Publishers
Learning Lab
Keywords: Networking
Learning Format: Deep Dive | Learning Level: 101
IBPA Member Type: All Publishers

SATURDAY | 5:00 – 6:00 PM Eastern
Peninsula Ballroom
Closing Session & Raffle Prize Giveaway
That’s a wrap! During this facilitator-led discussion, you will debrief the IBPA Publishing University experience with your new friends and colleagues before adjourning and heading your separate ways. What did you learn? How will you apply it? How can we continue helping each other achieve and succeed even when not face-to-face at a conference?
Keywords: Networking | Learning Level: All Levels | IBPA Member Type: All Publishers
Your GO-TO print shop for Short Run Books FAST!

100% Wholesale to the Trade • Competitive Pricing with Fast Delivery

Book Options:
- coil available in a variety of colors
- popular & custom sizes
- various stock options
- uv coating on gloss stocks
- lamination

Contact us at:
ph: 800-685-5743
mail@lippmannprinting.com
www.lippmannprinting.com

Sample kits available upon request.

Our Specialties
4 Color Digital • Edge Glued Carbonless Forms • Cut Sheets • Saddle Stitch Booklets • Coil & Double Wire O Booklets • Notepads • Perfect Bound Books
CHELSEA BENNETT
Brand Engagement Manager, lulu.com • lulu.com

Chelsea Bennett is the Brand Engagement Manager for Lulu.com and is constantly researching and developing new resources for independently published authors. Her areas of expertise include self-publishing, print-on-demand technology, building an author brand, and social media experience to his work as an audiobook coach and consultant.

SPEAKERS

Mel Corrigan, PhD
Business & Visibility Director, Scribe Publishing Company • scribe-publishing.com

Mel Corrigan, PhD is the book-loving, data-driven marketing director at Scribe Publishing Company, an award-winning traditional press in Pontiac, Michigan. Mel has had careers in academic research and automotive engineering before switching gears to publishing, from which he brings skills in acquiring and synthesizing data and presenting complex information effectively to publishing.

Kandace Coston
Associate Editor, Lee & Low Books • diversebooks.org

Kandace Coston grew up in the Bronx, New York, where she spent her weekends at the library reading stories and writing her own. After graduating from Barnard College, Columbia University, she won a grant from WNDB during the inaugural year of their summer internship program. Kandace completed her internship at Lee & Low Books, an independent, multicultural publisher, and today, Kandace is the associate editor at Lee & Low where she enjoys working with new authors and illustrators on all kinds of picture books.

Bailey Davis
Senior Manager, IngramSpark Sales • ingramcontent.com

Bailey started her career at Ingram in 2014 with the Customer Service department and quickly moved into a sales position, working with independent publishers. She also led efforts to build programs and services specifically designed for our independent publishers. She launched and led the Ingram Ignite program, focused on providing a suite of solutions for independent publishers. Now, as Sr. Manager, IngramSpark Sales, she leads a group that provides service to those who are in need of a global and dynamic distribution solutions.

Mitchell Davis
Founder & CEO, BiblioLabs and the Indie Author Project • biblio labs.com

Mitchell Davis is a digital publishing and media entrepreneur with over 25 years experience in the book publishing industry. He was the founder in 2000 of BookSurge which became CreateSpace and Kindle Direct Publishing. After senior management at Amazon he founded BiblioLabs which successfully exited in a merger with the global library nonprofit LYRASIS. BiblioLabs is a digital community engagement platform focused on helping libraries excel at local content.

Ja/ne de Abreu
Founder, JMFDeA Press • jmFadeapress.com

After getting a degree in Creative Writing from the University of New Orleans, Ja/ne de Abreu spent twenty years working in the production industry for many shows such as LOST, Gilad’s Bodies in Motion, and The Descendants, to name a few. Fulfilling their creative projects prompted Ja/ne to manifest her own. She is now a multi-Telly award winner and focuses on telling stories through various methods like video, writing, photography, and cooking. Ja/ne created JMFDeA Press in 2020 to provide a venue to help others tell their stories.

TAMARA DEVER
Founder & Creative Director, TLC Book Design • tclbookdesign.com

TLC is a small, dedicated team of publishing professionals with a passion for working with authors and publishers to produce high-quality books. They offer editorial, cover and interior design, eBook formatting, printing, and project management. TLC has been in business for over 25 years and their books have received over 200 design and publishing awards. Tamara is the co-author of My Publishing Journey and has published two ’70s/’80s music trivia books.

MARISSA EIGENBROOD
Senior Vice President, Smith Publicity • smithpublicity.com

Marissa works closely with all teams across the company. She has worked with non-profits, Fortune 500 corporations, international brands, universities, start-ups, and the publishing industry. She began her career as a publicist, then expanded into business development before taking on a variety of leadership roles, providing her with a diverse understanding of the goals and strategies critical to campaign success and an in-depth knowledge of the industry and company as a whole.

Katie Flood
Senior Producer, Talkbox Productions • talkboxproductions.com

The senior producer of several podcasts, including the award-winning “Stories of Impact” podcasts, and managing post-production for 100s of audiobooks across every genre, Katie has been a key member of the Talkbox team for over a decade. After graduating magna cum laude from the University of Notre Dame with a BA in Philosophy, she studied Radio Documentary at the Salt Institute for Documentary Studies in Portland, ME, where she began to develop her craft of telling stories that explore questions of meaning in ordinary life.

Josh Floyd
Senior Key Accounts Manager, IngramSpark • ingramspark.com

Josh Floyd promotes the growth, sales, and brand of the IngramSpark platform to independent authors and publishers along with providing education to the industry on how best to utilize Ingram’s Publish-On-Demand services for bringing a new book to market or for breathing life into an out-of-print title. Josh has been with Ingram for over a decade and received his Bachelor of Science Degree in Engineering Technology and Industrial Studies with a minor in Business Administration from Middle Tennessee State University.

Jim Foley
President, BookBaby Publishing • bookbaby.com

Jim has been helping creative produce, publish, promote, distribute, and monetize their content for the last 22 years. Jim is an indie artist himself who has a complete perspective of the unique challenges and opportunities that self-publishers face as they navigate through their creative adventures. With diverse experience working with first-time authors as well as major publishing houses, Jim is in a unique position to lead BookBaby’s mission of helping writers to become successful authors.

Renee Garrison
President, Florida Authors & Publishers Association (FAPA) • myfapa.org

Renee Garrison is a former newspaper reporter for The Tampa Tribune. During the decade she worked as its architecture critic, she won two awards from the American Institute of Architects. She has developed content for Best Version Media as well as educational institutions and is the author of two award-winning young adult books, The Anchor Clankers, and Anchored Together, which chronicle her life as the only girl living in a boys’ boarding school, The Sanford Naval Academy.

Sarah Gilbert
Ecommerce Marketing Manager, Lulu.com • lulu.com

Sarah Gilbert is the Ecommerce Marketing Manager for Lulu.com, the publishing and print on demand company started in 2002 by Red Hat founder Bob Young. Her primary role is to educate and help those who would benefit from direct-to-consumer tools. Sarah is passionate about helping authors and publishers find ways to connect with their audience. In previous roles, she led public relations campaigns for over 75 authors and coached many more in preparation for their book launches.

Tavia Gilbert
2020 Grammy Nominee & 2018 Audiblebook Narrator of the Year

Writer, performer, producer Tavia Gilbert is the acclaimed narrator of more than 700 full-cast and multi-voice audiobooks. She is a Grammy nominee, Booklist Audiblebook Narrator of the Year, the recipient of dozens of Earphones Awards, and a 12-time Audie nominee and Winner of the Best Female Narrator Audie. She produces several podcasts, including eight-time award-winner “Stories of Impact.” She teaches at Long Island University and Vermont College of Fine Arts.

Sandy Gould
Direct Sales Manager, Color House Graphics • colorhousegraphics.com

Sandy Gould has a passion for helping indie book publishers and authors see their creative vision become reality in the most straightforward and cost-effective way. Having spent most of her career in the printing and book manufacturing industry, she can apply a combination of her technical skills and book publishing expertise to deliver effective results.

Stephen Green
Chief Operating Officer, A Kids Company About • akidsco.com

Stephen Green is COO of A Kids Company About and a small business advocate known for various projects, including Do. Do More. Do Better, Pitch Black and a $62 million state fund for Black Oregonians, small businesses and nonprofits. A true connector of people, Stephen has worked for the last 20 years in finance to help deserving businesses start and grow. Through his work and conversation, he asks us to rethink the paradigm of community consumer habits by investing in the small things that have big impacts on our local backyards.

ARIELLE HAUGHEE (HOY)
Owner, Orange Blossom Publishing • orangeblossombooks.com

Arielle is a 5-time RPLA-winning author as well as an editor, speaker, and writing coach, and also the Executive VP and Conference Chair for the Florida Writers Association. She is the author of The Complete Revision Workbook for Writers, Falling Into You, the children’s books Grumblin’, Jovisde, Plinty’s Party, and Sixth Sunday and the creator of the Focus Journal line of journals. She was honored with the President’s Award from FWA. She currently has 14 authors and 4 illustrators signed with her press.

AMY HENRY
Senior Business Development Manager, DELL Technologies • dell.com

Amy Henry is from outside of Houston, Texas. After attending the University of Texas at Austin, she immediately started working for Dell Technologies in the Small Business Sales department. After some time in direct sales, Amy moved to the Alternate Routes to Market team where she works as a Business Development Manager on the Small Business Associations team. She lives in Dallas, Texas with her husband, Zac, and dog, Birdie.

JENNIFER JENSEN
Sales and Marketing Director, Wonderwell • wonderwell.press

With 15 years of experience in trade book marketing, Jennifer has managed the campaigns for 17 NY Times Bestsellers, including The Subtle Art of Not Giving a F*ck and actor John Lithgow’s Dumpty and Trumpty Dumpty Wanted a Crown. She held several roles at HarperCollins, from intern to associate director of marketing at HarperOne, and helped found Chronicle Prism, an imprint of Chronicle Books. She is now sales and marketing director for Wonderwell, a premium hybrid publisher of nonfiction books that help, heal, and inspire.

NALEIGHNA KAI
Bestselling / Award-winning Author • bit.ly/NaleighnaKaiST

A national bestselling and award-winning author of several controversial women’s fiction, contemporary fiction, Christian fiction, Romance, Suspense, and Science Fiction novels that plumb the depths of love triangles and women’s issues, Naleighna is also a contributor to a NYT Bestseller, one of AALBC’s 100 Top Authors, a member of the Chicago Vocational School Hall of Fame, and the E. Lynn Harris Author of Distinction. A NAACP Image Award Nominee for Outstanding Literature, she resides in Chicago where she is working on her next 2 books.

RACHEL KERR
BookBaby Publishing • diymediagroup.com

Rachel Kerr started working with BookBaby Publishing in 2019. She loves speaking with and helping indie authors tell their stories each day. She had previously worked with local Philadelphia radio and TV stations as a producer.

JONATHAN KIRCH
Law Offices of Jonathan Kirsch • jonathankirsch.com

Jonathan Kirsch is a publishing and intellectual property attorney based in Los Angeles, an expert witness in publishing industry disputes, an Adjunct Professor on the Faculty of New York University’s Professional Publishing Institute, and a lecturer and consultant on publishing matters. He has long served as general counsel to IBPA, which presented him with its Benjamin Franklin Award for special achievement in publishing. He is the author of 13 books, including Kirsch’s Handbook of Publishing Law and Kirsch’s Guide to the Book Contract.

NELLA KLOPOTEK VON GLOWCZEWSKI
EVP UX Design & UI Development, Klopotek • klopotek.com

With credentials in computer science and content & media engineering, Nella has helped to shape Klopotek’s browser-based, user-oriented product line, STREAM. With responsibility for the user experience as well as workflow optimization, Nella enjoys working closely with publishers and their end-users, to bring their ideas into the interface and improve the tools for the day-to-day business of book and journal publishing. Nella serves as EVP UX Design & UI Development at Klopotek, the market leader in software for book and journal publishers.

KATHRYN KNIGHT
Publisher, First Freedom Publishing • myfapa.org

Kathryn Knight, who uses the pen name K.I. Knight, is an international award-winning au-thor, independent publisher/First Freedom Publishing, genetic genealogist, American his-torian, keynote speaker, and cemetery preservationist. For 13+ years, Kathryn documented more than 20,000 hours researching the first recorded Africans to arrive in the English set-tlement of Virginia in 1619. Kathryn is a board member for several nonprofit organizations and a member of numerous genealogical, historical, and literary societies. The mother of adult three children, the author lives in North Florida with her husband.

EMILY KNOX, PHD
Associate Professor, Library & Information Science, University of Illinois • illinois.edu

Emily Knox is an associate professor in the School of Information Sciences at the University of Illinois at Urbana-Champaign. Her book, Book Banning in 21st Century America is the first monograph in the Beta Phi Mu Scholars’ Series. She also recently edited Trigger Warnings: History, Theory Context and co-edited Foundations of Information Ethics. Emily’s articles have been published in the Library Quarterly, Library and Information Science Research, and the Journal of Intellectual Freedom and Privacy. Emily serves on the boards of the Beta Phi Mu and the National Coalition Against Censorship.

HEATHER KOONS
Director of Product and Research Integration, MetaMetrics • lexile.com

Dr. Heather H. Koons is Director of Product and Research Integration at MetaMetrics where she works to incorporate innovative research into new product offerings. As a former English teacher, Koons is especially focused on meeting the needs of educators and supporting student reading growth.

ELISE KOVA
Silver Wing Press • elise.kova.author@gmail.com

Elise Kova is a USA Today bestselling author. She enjoys telling stories of fantasy worlds filled with magic and deep emotions. She lives in Florida and, when not writing, can be found playing video games, drawing, chatting with readers on social media, or daydreaming about her next story.

IAN LAMONT
Founder, i30 Media Corporation • in30minutes.com

Founder of i30 Media Corporation and the creator of the Lean Media framework, Ian started his publishing business in 2012 with a single how-to guide about Dropbox. The company has since expanded to a complete line of utility nonfiction (the IN 30 MINUTES series) as well as several ancillary product lines. Ian uses Shopify, Google, Facebook, and a range of Amazon programs to develop and market new products and is a frequent speaker at publishing events on Amazon-related topics. He lives in the Boston area with his family.
Ginger Marks is an award-winning author and internationally known designer. Her publishing firm, Documeant Publishing, has been recognized by multiple organizations including Women in e-Commerce and in 2020 Ginger was awarded the prestigious FAPA Founder’s Award for her commitment to the publishing industry. She has written articles for Huffington Post and is an Expert on eZine Articles author and offers a monthly eZine, “Words of Wisdom,” that offers advice on publishing and publishing related subjects.

John Maher is news and digital editor at Publishers Weekly and a founding editor of The Dot and Line, a web publication of animation journalism. His work has been published by New York magazine, The Los Angeles Times, and Esquire, among others. In July 2021, John began his first two-year term as an at-large director on the IBPA Board. He also currently serves as Board Liaison to the IBPA Editorial Advisory Committee.

This program is not final and is subject to change.

**VIRTUAL & IN-PERSON**

**MARK O’BRIEN**
Sales Assistant, NetGalley • netgalley.com

Mark O’Brien is a Sales Assistant at NetGalley. He began his career in book publishing in 2015 with internships at Entangled Publishing and literary agencies including Stoneoseng, Truda US, and Writers House. When he’s not busy advocating for independent authors and publishers, Mark enjoys questionable TV, terrible puns, and his perfect cat.

**KARLA OLSON**
Publisher, Patagonia Books • patagonia.com

Karla Olson is the book publisher at Patagonia, which publishes books as a mission outreach within the sports clothing company, Patagonia, Inc. She is also the current Board Chair of IBPA, president of Publishers and Writers of San Diego and Publishers and Writers of Orange County, and founder of Read Local, a marketing coalition for authors. She has been in the publishing industry for over 30 years and is the owner of BookStudio, a publishing consultancy.

**KAREN PAVLICIN**
Publisher, Elva Resa Publishing • elvaresa.com

In business 25 years, Elva Resa is a traditional independent publisher specializing in quality resources for and about military families. Karen also owns and operates Military Family Books, an independent bookstore and wholesale distributor. Karen serves on the IBPA Board of Directors and Executive Committee, previously serving on the DEI Task Force, Editorial Advisory Committee, and several IBPA project teams. She is the incoming IBPA board chair, beginning July 1.

**ROCHON PERRY**
Founder & President, WRBT Entertainment, LLC • cedargrovebooks.com

With the tagline “Every Book is Somebody’s Story,” Cedar Grove Celebrates diversity and being true to yourself while overcoming adversity to achieve success. Rochon sits on the Board of Bay Area Women in Publishing and is a member of the IBPA, California Independent Bookellers, and the Southern Independent Booksellers. She has been an Art Director for a local San Francisco television station and launched book tours and marketing strategies for independent comic book companies and been an Eisner Award judge. Rochon is the recipient of several awards, including the American Federation Television and Radio Artists (SAG-AFTRA).

**KELLY PETERSON**
Director of Digital Strategy, Independent Publishers Group • ipgbook.com

Kelly Peterson brings 25+ years of marketing and merchandising experience to her current role, helping major trade publishers, university presses, independent publishers, agents and authors maximize their eBook sales and marketing efforts at the major retailers. Kelly is currently a board member of IBPA and Bay Area Women in Publishing, where she chairs the Education Committee. She sees every nominated Oscar film annually (57 last year alone!) and is always ready with a book or movie recommendation: she also believes each of us have the ability to change the world.

**JOHN PRINCE**
Partner & Creative Director, Hallard Press LLC • hallardpress.com

John Prince is a partner and creative director at Hallard Press LLC, an indie publisher and IBPA member in Central Florida. A writer, designer, and photographer, his career has included work as a creative director and in senior management at marketing agencies in New York, Toronto, and Philadelphia. John is the Treasurer of the Florida Authors and Publishers Association and leads the FAPA graphics team.

**KRISTINA RADKE**
VP of Business Growth, NetGalley • netgalley.com

Kristina Radke is the VP of Business Growth at NetGalley, a service that helps publishers and authors promote digital review copies and audiobooks to book advocates and industry professionals. She has nearly 15 years of experience in book marketing, publicity and client relationships, serves on the board of directors for the IBPA, and is a proud graduate of the NYU master’s program for book publishing.

**CAROLINE RICHMOND**
Executive Director, We Need Diverse Books • diversebooks.org

Caroline Richmond joined the WNDB staff as a Program Manager before moving into the Program Director role where she helped oversee the nonprofit’s twelve exciting initiatives with one unifying goal—to create a world where everyone can find themselves on the pages of a book. As the organization’s Executive Director, she eagerly looks forward to launching new programming, donating more diverse books, and growing the organization even further. Caroline is also an award-winning author and she lives in Maryland.

**RACHEL RIGDON**
MetaComet Systems • metacomet.com

Rachel Rigdon has an extensive background in business consulting and small business ownership. Connecting with and listening to customers is where she finds she’s able to make the biggest impact. Rachel is President Elect for Junior League of Cedar Rapids, President Elect for ChildServe Iowa City Advisory Board, Committee Member for Cedar Rapids Sunrise Rotary’s largest fundraiser and Advisory Board Committee Member for her daughter’s school. Rachel plays tennis for a local USTA league and enjoys hiking, biking, reading and travel.

**JORGE ROCHA**
Sales Representative, Friesens Book Division • friesens.com

I work with publishers to coordinate production of retail quality books for their North American book trade and specialty/direct markets. My goal is to help publishers effectively communicate with the press to save time & money by developing cost-effective pricing and managing print production schedules. Please feel free to reach out if you have any questions regarding syn book projects you may be considering! As per our founder DW Friesens, “Our success is our client’s success.” We all win when your book does well!

**AYESHA RODRIGUEZ**
Jaye Squared Youth Empowerment Services • ayesharodriguez.com

Ayesh Rodrigo is a 10X children’s book author, educator and entrepreneur dedicated to creating self-affirming, confidence-building products for children of all colors, hair types and abilities. She is the founder of diversity-affirming clothing and the apparel brand, “Aye Am Collection.” She is also the founder of the non-profit organization, Jayes Legacy. Ayesh has two children and enjoys traveling, listening to music, cooking and spending time with her loved ones.

**LISA ROSENSTEIN**
Director of Market Strategy, Bedside Reading • bedsidereading.com

Lisa Rosenstein loves working with authors to build their brand and promote their books to new audiences. In the past, she contributed to building a multitude of startups including a line of children’s clothing, an organic drink mix and an all women speaker agency. Lisa thrives on making magic through connections. Joining Bedside Reading and working alongside Jane Ubell-Meyer draws on a multitude of her passions. She is thrilled to collaborate, share ideas and create programs that support writers in spreading the word about their work.
RIVKAH K. SASS
Director of Strategic Partnerships, Smart Horizons Career Online Education

Rivkah Sass holds a Master’s degree in Library and Information Science from the University of Washington and after 3 decades of library adventures in Washington, Maryland, Oregon and Nebraska, served as Library Director/CEO of Sacramento Public Library Authority from 2007–2022. Rivkah currently works with Smart Horizons Career Online Education which offers accredited high school diplomas and is available through public libraries in California and around the nation as well as through companies including McDonalds and Amazon.

MICHIELE SCHINGLER
Editor-in-Chief, Foreword Reviews • forewordreviews.com

Michelle Anne Schingler is the editor-in-chief at Foreword Reviews. Her responsibilities include previewing thousands of books each quarter for the magazine’s audience of librarians and booksellers—more a joy than a task! She came to Foreword after her master’s work at the University of Georgia and Harvard Divinity School, as well as a period working in public libraries.

AMANDA SHARP
Manager, Content Acquisition Sales, Ingram Lightning Source • ingramcontent.com

Amanda manages a team of sales representatives focused on independent publisher accounts. She previously spent 4 years as a Lightning Source sales representative, specializing in large strategic publishers and university presses. Amanda was also the sales and marketing liaison, developing webinars and other thought leadership resources for the book industry. Before that, she spent more than 10 years in university press publishing. She currently resides right outside Nashville, TN with her four-legged child, Beau.

SHARON SHELL
Director of Academic, Library, & Educational Sales, Independent Publishers Group • ipgbook.com

Sharon Shell focuses on sales to all schools, libraries, educational accounts, wholesalers, and academic libraries and institutions. Before joining IPG, Sharon spent the majority of her publishing sales career with Scholastic, initially working with school and public libraries primarily. Eventually, this grew to include classroom, community, and education sales from early childhood through high school.

SIERRA SIMONE
Bestselling Author • thesierrasimone@gmail.com

Sierra Simone is a USA Today and Wall Street Journal bestselling former librarian (who spent too much time reading romance novels at the information desk). Her notable works include Priest, American Queen, and Misadventures of a Curry Girl, and her books have been featured in Marie Claire, Cosmopolitan, Entertainment Weekly, and BuzzFeed. She lives with her husband and family in Kansas City.

SCOTT SINNETT
U.S. Sales Manager, Friesens Corporation • friesens.com


JENN SMITH
Owner, Glass Onion Publishing • glassonionpublishing.com

Jenn Smith has been devoted to providing service, support, and solutions for self-publishing authors for nearly a decade. Recently she and her team developed a powerhouse marketing tool to put Independent Author’s books side by side with the nationally bestselling counterparts of their genres and in front of millions of book buyers with BiblioGarden.com. She is also a member of the Board of Directors for FAPA (Florida Author and Publishers Association), and an author, wife, mother, grandmother, and proud Geek Girl!

MEG SOUZA
Marketing Manager/Account Rep, Total Printing Systems • tps1.com

Meg Souza has been part of the book manufacturing industry for 25 years. During that time she has worn many hats including roles in marketing/sales, production management, pre-press, print production, advertising, creative direction, and book cover design. She currently serves as marketing manager and account representative at Total Printing Systems. Meg enjoys guiding authors and self-publishers through the intricacies of the printing process to produce a beautifully printed finished product.

KATHRYN SPARKS
Senior Editor for Parent Consumer Line, American Academy of Pediatrics • aap.org

Kathryn Sparks enjoys working closely with authors and industry professionals. Prior to the AAP, she worked as the assistant to the publisher at Sourcebooks, Inc. Kathryn is currently a 3-year member of the IBPA Editorial Advisory Committee, and has been an active member of SCBWI for the past 11 years. Her MG Novel, Reality Natale, is published by Firedrake Books, Inc. In July 2021, Kathryn began her first two-year term as an at-large director on the IBPA Board. She also currently serves as Chair of the IBPA Advocacy Committee.

KAT SQUIBB
Associate Editor and Marketing Manager, Technica Editorial • technicaeditorial.com

Kat Squibb graduated from Kean University in Union, NJ in 2006 with a degree in English Literature. She began working at Technica Editorial in 2009 supporting magazine publication and several peer-reviewed journals. In her free time, she enjoys photography, painting, hiking, and spending time with her two children. As an Associate Editor and Marketing Manager at Technica, Kat provides editorial support for several journals as well as oversees the marketing efforts at Technica.

PAT STANFORD
Florida Authors & Publishers Association (FAPA) • myfapa.org

Pat Stanford is an award-winning author and poet, a Past President of the Tallahassee Writers Association, and Immediate Past President of the Florida Authors and Publishers Association. Her most recent publication, A Moodly Miscellany: Moth Poems That Fit Together (Docilemantis Publishing, 2020), is a five-section poetry book as diverse as the title suggests.

ERIN STARK
Interior Design Specialist, TLC Book Design • tlcbookdesign.com

An award-winning interior design specialist for TLC Book Design, Erin Stark has 29 years of experience in the graphic design and publishing industries. This woman is often the unsung hero, having a specialty in interior design and layout—you know, the stuff between the covers—and she does it painstakingly well! Yes, perfect kerning, margins, leading, hyphenation, and folios are some of her favorite things. Erin is the coauthor of My Publishing Journey and quite possibly the most interesting woman in the (TLC) world.

RON SUCH
Sales Representative, Friesens • friesens.com

Ron Such covers Atlantic Canada including Newfoundland for Friesens and has over 35 years experience in the book business. Friesens is North America’s premier book manufacturer, providing traditional publishers and self-publishers, institutions and businesses with quality, all-in-house book services at our 250,000 sq. ft. state-of-the-art and eco-friendly book production facilities.

VICTORIA SUTHERLAND
Founder, Foreword Reviews magazine • forewordreviews.com

Foreword Reviews magazine, a trade magazine showcasing only independently published books. Foreword also originated the fee for review service Clarion in 2001 and recognizes the best small press titles each year with the INDIES Book of the Year Awards. She has publishing certifications from Stanford, Yale, and NTU publishing programs as well as a BA in Communication Arts from Michigan State University and an aMBA with Seth Godin. She is also a past publisher of Spirituality & Health Magazine and their book publishing imprint.

BETH THOMAS
Library Media Specialist, Lawton C. Johnson Summit Middle School • pastpresident@njasl.org

Beth Thomas has been a middle school library media specialist in Summit, NJ since 2001 and is the Immediate Past President of the New Jersey Association of School Librarians. She received a BA in English from Drew University and a Masters in Library and Information Science from Rutgers.

MONICA THOMAS
Designer, TLC Book Design • tlcgraphics.com

Valued designer at TLC Book Design, Monica Thomas has more than 25 years of publishing design experience and has won many awards for her design savvy. She’s the one who says “yes” to a new type of project because she hasn’t tried it before and wants to learn. This girl gets up in the wee hours of the morning to work in peace and get inspired. Monica is TLC’s children’s book design guru, though she has graduated from that cool box of 64 Crayons. She’s often found camping with her family, walking their dogs, and mountain biking.

CHELSEA VILLAREAL
Senior Program Mgr, Internship Grant Program, We Need Diverse Books • diversesebooks.org

Chelsea P Villarreal is a children’s media strategist from Portland, Oregon. She holds a BUPA in Political Science & Media Studies from Portland State University and is currently completing her Master’s in Communication & Education at Columbia University, with a focus on civic imagination and Latinx representation. She works on the Brand Marketing team at Penguin Young Readers and lives in Brooklyn with her partner and two lazy feline beasts. As Program Manager at WNDB, Chelsea handles the Internship Grant Programs.

PETER TRIMARCO
Co-founder, Notable Kids Publishing • notablekidspublishing.com

Peter has a primary focus on publishing picture books and content for mid-grade readers. He has nearly three decades in the publishing industry, from news art director to production and distribution for magazines and, most recently, book publishing. Throughout his professional career he has been immersed in the film industry, the music industry, and creating content for children’s books and theatre. In addition to working the business side of publishing, Peter established his creative side as an illustrator and art director.

JANE UBELL-MEYER
Founder, Bedside Reading® • bedside_reading.com

Bedside Reading is the world’s leader in placing and promoting books and authors in 5-star luxury hotels, the Hamptons, and the Media. In 2020, when COVID hit the travel industry, Jane published her first Official Hamptons Booklovers Guide, Bedside Reading, The Magazine, which was distributed throughout the hotels in the Hamptons with subsequent issues distributed by Publishers Weekly and Hollywood Weekly nationwide. The fourth issue will be published May 2022. Jane lives in Connecticut with her husband.

KATIE VERSLUIS
Sales Manager, NetGalley • netgalley.com

Katie Versluis is a sales manager at NetGalley. She works closely with authors and publishers of all shapes and sizes, helping their books reach the hands of passionate book advocates and industry professionals. She is a graduate of Brock University and Humber College’s Creative Book Publishing Program.

Sonia Thompson spent more than 10 years in marketing at Johnson & Johnson and other healthcare companies growing their brands around the world. Now she’s an inclusive marketing strategist, consultant, and speaker that helps businesses win more customers by delivering experiences that make them feel like they belong. Sonia writes columns for Inc. and Forbes focused on how brands can use inclusive marketing, belonging, and remarkable customer experiences to grow.

RACHEL WRIGHT
Book Publishing Coordinator, Technica Editorial • technicaeditorial.com

Rachel Wright grew up in Jacksonville, FL, and attended college at the University of North Carolina at Chapel Hill. Since then, she has found her home at Technica, nurturing a career in publishing. Rachel works with a variety of associate editors to provide peer review management support, oversees various book publications, and copy edits for numerous publications. She also aids the growth and development of Technica’s self-publishing and author services wing. In her free time, Rachel enjoys writing, gaming, and traveling.

CAROL VAN DEN HENDE
Founder & Publisher, Azure Press Co. • carol.vandenhende@gmail.com

Carol Van Den Hende is a public speaker, award-winning author of Goodbye, Orchid, and has MBA with 20+ years’ experience in marketing, strategy, and insights. Plus, she works in chocolate (there’s no ‘weet’er job!). Carol is passionate about sharing her marketing expertise with the publishing community. She has keynoted and presented at conferences including Writer’s Digest, NJ-SCBWI, RJWA, Rutgers’ Writers’ Conference, Sisters-in-Crime, and Women Who Write.

KAYCI WYATT
Managing Editor, Journal & Book Production, Technica Editorial • technicaeditorial.com

Kayci Wyatt has worked in publishing in a variety of different roles before joining Technica in 2018. As the Managing Editor, Journal & Book Production, Kayci is experienced in project management and all phases of manuscript development, including copyediting, editorial support, production and scheduling, and final product creation and delivery. She is obsessed with Carolina basketball, Star Wars, Harry Potter, and Marvel movies and almost always has her Kindle in her hands.

ANGELA BOLE
Chief Executive Officer, IBPA • angela@ibpa-online.org

Prior to joining IBPA, Angela served two years as deputy executive director of the Book Industry Study Group (BISG), an organization that fosters conversation and consensus across all sectors of the book business. Before that, she served two years as BISG’s associate director and two years as its marketing and communications manager. Angela holds a MS degree in Book Publishing from New York University and a BA degree in English with a minor in Gender Studies from Indiana University Bloomington. In 2018, she was awarded the Book Industry Study Group’s Community Builder Award, given to an individual in recognition of significant work done to engage a representative set of book industry stakeholders. In 2019, she was named a Publishers Weekly notable person of the year.

TERRY NATHAN
Chief Operating Officer, IBPA • terry@ibpa-online.org

Terry began in the world of book publishing and with IBPA (then PMA) at Publishing University in 1992. At the time, the association had reached a plateau with 900 members and the world of indie publishing was just beginning to explode. Terry has played an integral part in helping the association grow to more than 4,000 members. Under Terry’s leadership, IBPA continues to offer cutting edge educational programs, cost-saving benefits, and marketing programs.

ILSE ALVA
Administrative Assistant, IBPA • ilse@ibpa-online.org

Ilse holds a BA in English from the University of California Los Angeles and will be pursuing an MS in Publishing from New York University during the Fall.

ADELINE LUI
Director of Marketing and Communications, IBPA • adeline@ibpa-online.org

Adeline has 20+ years’ experience in marketing and advertising having started her career as a copywriter with ad agencies DDB Needham and Saatchi & Saatchi. Being somewhat food obsessed, she then ventured into restaurant marketing (for the free food!) working on brands such as TGI Fridays and Ruth’s Chris. Adeline has found her happy place in nonprofit/association marketing. Prior to IBPA, she was the director of marketing at the Association of Energy Services Professionals.

CHRISTOPHER LOCKE
Director of Membership & Member Services, IBPA • chris@ibpa-online.org

Christopher Locke helps guide the 4,000+ members as they travel along their publishing journeys. As one of his major projects, he oversees the IBPA NetGalley program, which generates buzz and garners reviews for indie publishers’ titles. He’s also passionate about indie publishing, because he’s an author/publisher himself, having published two novels so far in his YA trilogy, The Enlightenment Adventures.

LEE WIND
Director of Education and Programs, IBPA • lee@ibpa-online.org

Lee Wind loves empowering indie publishers to have their voices heard. As an author, Lee published YA novel Queer as a Five-Dollar Bill celebrated by Publishers Weekly as an Indie Success Story and has two books published by IBPA member indie presses, the middle grade nonfiction No Way, They Were Gay? Hidden Lives and Secret Loves (Lerner) honored as a Queer as a Five-Dollar Bill celebrated by Publishers Weekly as an Indie Success Story and has two books published by IBPA member indie presses, the middle grade nonfiction No Way, They Were Gay? Hidden Lives and Secret Loves (Lerner) honored as a Sydney Taylor Award Notable Picture Book, received five starred trade reviews, and was called “beautiful” by The New York Times.
Bajek Publisher Services offers assistance to independent authors, small press publishers, and regional magazines looking to expand their reach. We offer expertise in finding distributors, expanding to brick and mortar and online retailers, matching with the right type of printer, financial models, traditional to digital marketing and sales and more. 877-4-PubHelp Bedside Reading has been placing books by the bedsides in luxury and lifestyle hotels and in the media for 20 years. Our clients include traditional, hybrid, and indie publishers, as well as self-published authors. A unique, proven platform that promotes the author’s brand and book in both earned and paid media, social media, and through "word-of-mouth" marketing. Our partnerships with luxury hotels and destinations have elevated our author events to another level.

BCGuardian offers initiatives and consulting to address specific threats or challenges—from copyright registration, to fully managed out-of-house “IP protection departments,” to targeted and reclaim sales lost to piracy and unauthorized distribution. Our clients turn to us for a range of services that promotes the author’s brand and book in both earned and paid media, with graphic covers as well as cloth bound covers with die stamp and dust jackets, all produced in-house. We print in B&W and color, utilizing various paper stocks. HF Group has been a proud sponsor of IBPA for many years and has serviced multiple clients.

Bedside Reading has been placing books by the bedsides in luxury and lifestyle hotels and in the media for 20 years. Our clients include traditional, hybrid, and indie publishers, as well as self-published authors. A unique, proven platform that promotes the author’s brand and book in both earned and paid media, social media, and through “word-of-mouth” marketing. Our partnerships with luxury hotels and destinations have elevated our author events to another level.

Virtual & In-Person

THIS PROGRAM IS NOT FINAL AND IS SUBJECT TO CHANGE

SPONSORS

VAUGHAN CONFERENCES — Password: PubU2022  |  Twitter: #PubU2022

VIRTUAL & IN-PERSON

THIS PROGRAM IS NOT FINAL AND IS SUBJECT TO CHANGE
IN-PERSON

Hi, we’re Lulu—a self-publishing and print-on-demand platform that provides the tools you need to sell directly to your audience. Plug into Lulu’s global print and fulfillment network and automate order fulfillment through your website, all while maintaining 100% of the revenue per sale and collecting transactional data to help you market smarter.

**Lulu**

Lulu.com

---

**FRIESENS CORPORATION**

Friesens is North America’s premier book manufacturer, providing traditional publishers and self-publishers, institutions and businesses with quality, all-in-house book services at our 250,000 sq. ft. state-of-the-art and eco-friendly book production facilities. Whatever your book publishing needs, every employee-owner at Friesens is committed to ensuring your book production experience is as satisfying as the products we produce.

**Friesens Corporation**

friesens.com

---

**GLASS ONION PUBLISHING**

Glass Onion Publishing has developed a powerhouse marketing platform that puts indie authors on the shelves beside the best sellers in their genre. We double down on making indie books stand out through the power of SEO, helping them climb in the searches online, in-store, and boosting their Amazon sales and rankings! Plus these book’s authors have the opportunity to do all of this while increasing their profits through higher royalties on Bibliogarden.com. We even have review incentive programs to help skyrocket their sale conversions.

**BiblioGarden.com**

---

**INGRAM CONTENT GROUP**

Ingram Content Group Inc. is the world’s largest and most trusted distributor of physical and digital content. Thousands of publishers, retailers, and libraries worldwide use our best-of-class digital, audio, print, print-on-demand, inventory management, wholesale, and full-service distribution programs to realize the full business potential of books. Ask about the Ingram IBPA member benefit!

**Ingram Content Group**

ingramcontent.com | IBPA Member Benefit Provider!

---

**JOSTENS**

Over the last century, Jostens has continued innovating to provide unique, lasting experiences for everyone that comes to Jostens. With every customer, Jostens creates a lasting impression of customer service and a quality product. From the initial quote to the finished product, Jostens is passionate about what they do. Jostens printing facility is equipped with state-of-the-art equipment. Jostens is the best choice for your business’ commercial printing needs.

**Jostens**

jostens.com

---

**KLOPOTEK**

Klopotek provides standardized software to the publishing industry. We offer publishing solutions for Title Management, Editorial, and Production, as well as Contracts, Rights and Royalties, O2C, and CRM with our cloud-based STREAM web apps. We contribute to the success of more than 400 publishers with more than 3,000 imprints, with over 24,000 users, in 140+ locations. Focused on supporting business processes in a smart and simple way, STREAM provides an excellent user experience. Klopotek supports the entire value chain for print and digital publishing and is suitable for small, mid-sized, and large publishing groups. A special edition of our software is available to IBPA members.

**Klopotek**

klopotek.com

---

**Lippmann**

Centrally located in St. Louis, we are a four-color digital & black-and-white printing facility. Since 1998, we have manufactured a large range of printed products, with our primary niches being short run perfect bound, saddle-stitch, plastic coil & double o wire books. We also produce a wide range of four-color digital products. What makes Lippmann Printing Your Go to Print Shop: 100% wholesale to the trade. 82% of the USA is within two-day shipping. Friendly, knowledgeable courteous support team, competitive pricing, complete in-house bindery operations, quick turnaround times, professional packaging, low minimum quantity orders.

**Lippmann**

lippmannprinting.com

---

**METACOMET**

MetaComet Systems is a best-in-class provider of royalty management solutions for publishers worldwide. It works with more than 130 publishers of all sizes to provide publishing-specific tools that make every stage of the royalty accounting process more efficient, helping to reduce workload, eliminate errors and improve author relationships. Beyond its market-leading cloud-based software, MetaComet provides a suite of customer support resources.

**MetaComet**

metacomet.com

---

**NETGALLEY**

NetGalley is a digital marketing service working with publishers to promote and market new books to readers of influence. Reviewers, librarians, booksellers, media and educators use NetGalley at no cost to discover new books to recommend to their audiences. With tools and programs to boost your digital marketing and publicity, and in-depth data for results-driven strategy, this industry-standard service is used by hundreds of publishers around the world. Ask about the NetGalley IBPA member benefit!

**NetGalley**

netgalley.com | IBPA Member Benefit Provider!

---

**VIRTUAL & IN-PERSON**

Save time + Reduce costs + Minimize risk + Enhance relationships

**NetGalley**

netgalley.com

---

**SPONSORS**

**Lulu**

Lulu.com

---

**Lulu**

Lulu.com

---

**NetGalley**

netgalley.com | IBPA Member Benefit Provider!
VIRTUAL & IN-PERSON

THIS PROGRAM IS NOT FINAL AND IS SUBJECT TO CHANGE

SPONSORS

VIRTUAL & IN-PERSON

PUBLISHERS STORAGE AND SHIPPING

ppsc.com

Publishers Storage and Shipping is a service business specializing in book storage and order fulfillment for publishers. Offering end-to-end service solutions for all your inventory management needs. For over 40 years, PSSC has offered fulfillment and logistics expertise in both domestic and worldwide supply chains. Our state-of-the-art facilities and premiere customer call center provide the highest standard of service to you — our partner.

TECHNICA EDITORIAL

technicaeditorial.com

With nearly three decades of practical publishing and editorial experience, Technica Editorial is passionate about creating a positive and professional author experience. We offer a full range of editorial publishing services—from copyediting to developmental editing, template creation and page layout and design, formatting, proofreading, through to print and ePub deliverables. If you need help preparing your manuscript for submission to a publisher, or are publishing independently, consider partnering with Technica Editorial.

PUB SITE

pub-site.com

Pub Site is a website platform that allows every author, regardless of budget, to have a great looking, professional website. Created by the book industry veterans at FSB Associates, Pub Site is the new easy-to-use DIY website builder developed specifically for books and authors. Whether you're an author of one book or fifty, Pub Site allows you to build, design, and update your website pain-free. Build your website with a 14-day free trial, then pay just $19.99/month which includes hosting, or we offer packages starting at $499 to set up the website for you. Imagine using the same website platform used by authors like Tom Clancy, Robin Cook, Janet Dailey, and hundreds more.

TALKBOX PRODUCTIONS

taviagilbert.com/nonfiction-productions

Talkbox grew out of award-winning founder Tavia Gilbert’s nearly twenty-year expertise as a narrator, director, writer, and producer. Uniquely bridging the audiobook, podcast, and publishing industries, we offer creative leadership and gold standard production to foundations, individual rights holders, and SME’s, shepherding projects from rough concept to consumer-ready polished audio.

TLC BOOK DESIGN

tlcbookdesign.com

“TLC Book Design brought to fruition my goal of publishing a book that looked like it was by one of the major houses. I’m impressed with their professionalism, experience, and guidance. They hit every deadline and helped get the most out of my budget.” —Chris Sandahl, Babies Can Smell Fear.

Design, editorial, printing, coaching: 25+ years / 200+ awards

TOTAL PRINTING SYSTEMS

tps1.com | IBPA Member Benefit Provider!

Total Printing Systems is a digital book manufacturer offering single to full color on covers and interiors in all bind styles. Our niche is short-run book printing using the latest digital technology with high-speed inkjet web and toner presses. All binding is done in-house and we specialize in short-run case binding. Print-On-Demand, Ship-On-Demand fulfillment, inventory management, and warehousing services are also available. Visit www.tps1.com to experience our Instant Quote pricing tool. Ask about the Total Printing Systems IBPA member benefit!

Innovating book distribution to inspire the publishers of tomorrow

www.ipgbook.com
EXPERIENCE. BOOKS.

EST. 1907

FRieseNS
IDEAS CRAFTED IN PRINT

COMPLETE BOOK MANUFACTURING

FRieseNS.COM
1.866.324.6401
The World is Reading
Stay Connected

Ingram offers book publishers of all sizes added freedom and control over your business through a comprehensive suite of inventory-free, on-demand, global print and distribution solutions.

As part of our full-services, we provide unrestricted access to the most comprehensive bookselling channels in the industry. So whether you need one copy or 10,000, you get the books you need, when and where you need them.

Visit ingramcontent.com/publishers to discover your pathway to markets worldwide.