



National Book Network Marianne Bohr

If you are responsible for finding speakers for your publishing association meeting, you should know that **Marianne Bohr** is available to be your next speaker.

Marianne is a seasoned book industry insider with over 25 years in the publishing business and is currently an NBN Senior Vice President, in charge of NBN's Marketing Programs as well as heading up NBN's New Business Development activities. She's organized, prepared, informed and gets across new and important information clearly, so that the audience can grasp it, remember it, and use it.

Her presentation is entitled: Book Distribution Secrets Revealed: How does it all work?

She discusses:

What is a distributor?

Aren't distributors and wholesalers the same thing?

Why does the industry have distributors?

Services covered by a distribution contract — what is a distributor's role?

Distribution Trends and How They Are Changing

Advantages and Disadvantages of working with a Distributor

How to get the Attention of a Distributor — How to Rise from the Slush Pile

How to work with a Distributor once you've signed

Catalog copy/Tip sheets/Sales Materials

Is Distribution Right for You?

If you'd like to invite Marianne to speak at your next function, please contact Ginger Miller at gmliller@nbnbooks.com or call her at (301) 459-3366 Ext. 5510.

(There is no fee or travel expense reimbursement required.)