



The Written Word

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www.uppaa.org



“

It's a funny thing about life: If you refuse to accept anything but the best, you very often get it.

”

W. Somerset Maugham

Calling All UPPAA Members to Submit to The U.P. Reader

Information about this upcoming anthology with short works by UPPAA members went out over the list-serv earlier, but this is a reminder to submit your work of fiction or nonfiction (memoirs, history, essays, feature articles, interviews, opinions, and poetry.) Photos or artwork may be included, but the author must show permission for use if these are by someone else.

The U.P. Reader schedule for production is as follows:

- Nov. 1, 2016Submission deadline
- Nov-Dec.Jury/Peer Review process
- Jan. 15, 2017Announcement of selected submissions
- Jan./ Feb.....Typesetting and cover design
- Spring Conference 2017: Launch Party, location and date TBA

Submission Guidelines:

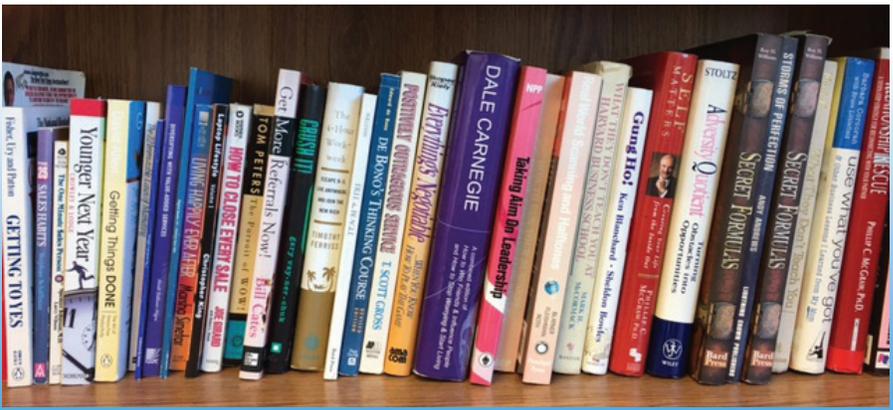
Must be a UPPAA member; length—up to 2500 words; must be original with NO prior appearance in print or on the web. First Time rights in print and digital. After one year, ALL rights will return to the author. UPPAA retains the right to use it in perpetuity.

Send submissions to:

mikel_classen@yahoo.com
or dfrontiera@wildblue.net
Be sure to put “U.P. Reader Submission” in the subject line.

IN THIS ISSUE:

- UP Reader Submissions... 1
- Visual Aids Top 10 2
- Reduce Nervousness 2
- Parade of Nations
Panel Discussion 3
- Member News 4
- Successful Co-Authoring .. 4



Too bad all the people who know how to run the country are busy driving taxis and cutting hair.
GEORGE BURNS

Top 10 Examples of Visual Aids for Sales Presentations

1. *Charts and graphs*
2. *Flip chart*
3. *Your book*
4. *Props*
5. *Handouts*
6. *Black/whiteboards*
7. *Websites*
8. *Music*
9. *People as props*
10. *PowerPoint slides*

Top 10 Ways to Reduce Nervousness During Sales Presentations

1. *Practice before each presentation*
2. *Arrive early*
3. *Memorize your opening and closing, but not your entire presentation*
4. *Use note cards to keep you on track*
5. *Prepare more material than you think you can use*
6. *Know that your listeners want you to do well*
7. *Believe you know more than the audience does on your topic*
8. *Do not tell jokes or try to be funny*
9. *Get to know some members of the audience before you speak*
10. *Have a handkerchief ready if you perspire*

UPPAA Members Participate in Panel Discussion for Parade of Nations

On Monday, September 12, three UPPAA members, Larry Buege, Deborah K. Frontiera, and Cyndi Perkins, participated in a panel discussion about how they became interested in, researched, and wrote about various ethnic groups in the U.P. Larry talked about his novels on Ojibwa people B.C. (Before Columbus) and how Native Americans have so many different cultures, languages, etc. Cyndi spoke in general on covering different U.P. ethnic groups when she wrote for, and later was an editor for, the *Daily Mining Gazette*. Deborah talked about her work learning Finnish culture for *Living on Sisu* and some of her experiences being a “foreigner” in Houston, TX. All of them mentioned their own ethnic heritages and interests.

About 30 people attended the panel discussion, which was part of MTU and Finlandia’s “Parade of Nations.” This event (which has been going on for something like 27 years) celebrates foreign students at the two universities and the diversity of the Copper Country area. Some of the audience shared their stories as well. Director of the event, Bob Wenc, was pleased with how it all went.



Larry Buege describes his novels about Ojibway people.



Cyndi Perkins, Deborah K. Frontiera and Larry Buege at the Parade of Nations panel discussion.

Member News

Jan Stafford Kellis's latest book, *The Sunshine Room*, was released in May 2016. It's available on Amazon in both print and Kindle versions. *The Sunshine Room* takes place in Chicago and the Western UP, and explores family relationships from the point of view of Ellen: estranged and abandoned daughter, single mother, loyal sister; and Althea: Ellen's fatherless daughter. We all make irrevocable choices, then wonder what would have happened if we'd chosen differently. Ellen Marchand is living with the rash decisions she made when she was fifteen years old, and she's finally about to learn whether or not her regrets are real or unfounded.

Jim Jackson has a new book out: *Doubtful Relations* (Available 8/23/16) Website: <http://jamesmjackson.com/Signup>

Financial crimes investigator Seamus McCree has wife problems, and Lizzie's not even his wife anymore. Her current husband disappeared on a business trip to Savannah. Was he kidnapped? Dispatched by his hedge fund partners? Or did he run off with another woman? Police assume he's AWOL, and Lizzie turns to Seamus for help.

Seamus has no desire to be sucked into Lizzie's drama again, but her angst is also affecting their son, Paddy. Seamus agrees to help discover the truth, a quest that soon involves the entire extended family. Long buried secrets surface and each member must confront the question: How far can you trust your family?

Equal parts road trip, who done what, and domestic thriller, book four in the Seamus McCree series takes psychological suspense to a new level. Seamus McCree fans and newcomers alike will delight in this fast-paced novel that leaves no one in the family unchanged and keeps you guessing until the very end.

His other books in the series are: *Ant Farm*, *Cabin Fever* and *Is Your Curiosity Worth Dying For?*

Successful Co-Authoring

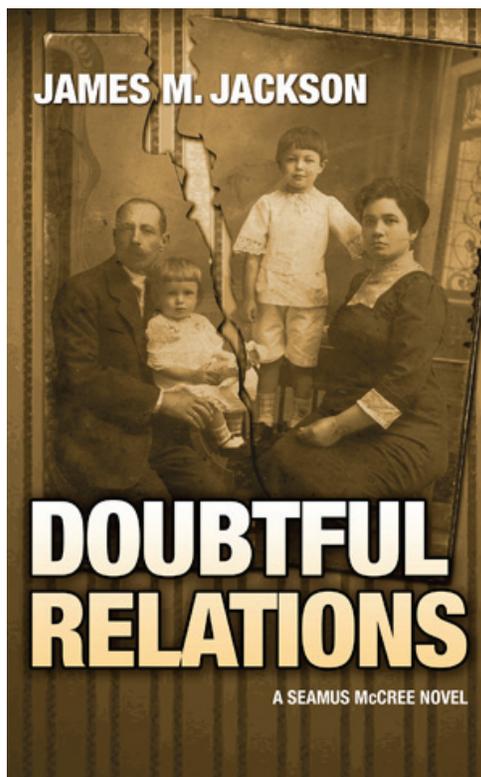
Comments and Suggestions by Deborah K. Frontiera

If you are considering co-authoring a book or forming any type of partnership with another author, there are a lot of things to consider. The metaphor of a good marriage is one to keep in mind. Two partners must be friends first, be able to trust each other, and be able to work out any possible differences of opinion with compassion and compromise.

I've known authors who have done this successfully and others who ended up "divorced." In light of that, when Mary Wright and I decided to proceed with publication of a co-written "beginning chapter book," *Simon and Company Flea Market Mice*, I decided a "prenuptial agreement" would be in order.

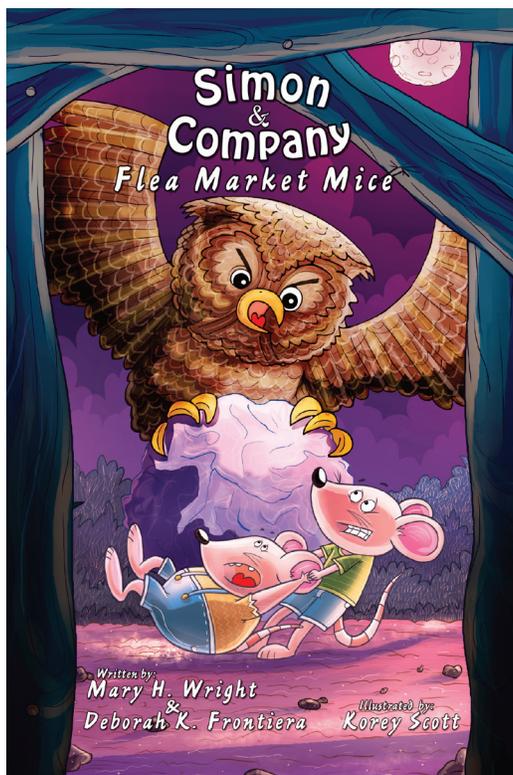
There were several reasons for this. The story had started out as Mary's with me providing critique and editorial guidance. Then I began doing more and more rewriting to the point where it was as much mine as hers. We'd been

friends for many years by this point, trusted and respected each other, and definitely cared a lot about each other. But Mary is a good deal older than I (she's in her upper 80s) and I'd noticed she'd been "slipping" a bit. Then she moved into a "senior living" complex. I knew she had two adult children, grandchildren, and great-grandchildren. The last thing I needed to have (upon her possible death or disability) was all that family saying,



in their grief, that I had “taken advantage of” her and “stolen” her work! So I wanted her family to know what we agreed to, the terms, etc. and approve of it as well.

The two of us joked easily as we worked out our contract. Here’s an example. “Mary,” I said, “I know I can be picked off by a mac truck on the freeway on my way home, but the odds are I’m going to outlive you, so we need to agree on who owns the rights in the event of the death of one of us.” Also, since I was doing most of the work coordinating the production, we agreed that she would bear a greater percentage of the costs. As we sat over several cups of coffee and some sweet rolls in her apartment, the terms came together easily. Then I typed it all up (guided by models of legal agreements I’d looked up previously and some of my own contracts with illustrators for my other books) and emailed her the file. She had her oldest daughter go over it and then we got together again and signed it in front of a notary public. Now we could have paid a lawyer to do all of this, but the notary public is just as “legal” and a whole lot less expensive.



Here are the terms we considered most important:

Description of the work; cost sharing of publication (artist for cover and illustrations, cover design, layout, printing, etc.); ownership of copyright; and fair distribution of income from sales—retail, wholesale, possible other rights, etc. It was simple and easy, but essential! The whole thing was only a page and a half typed up with lines for our signatures and space for the notary public to put the seal.

We also agreed to work with a small press, By Grace Enterprises, for the professional production of our “baby” book. The whole process has gone as smoothly as any book production can go and our “baby” will make its formal debut at the end of October, 2016.

One thing we did not discuss, and probably should have, would be how either of us might terminate our agreement if things did not go well, or one of us was unsatisfied with the result. We have been such good friends for so long, that we didn’t feel the need for this, but in the future, that is something I would discuss and put into an agreement with anyone else.

For all UPPAA members who might be in the process of collaboration, or thinking about it, I hope these tips help.



**Upper Peninsula Publishers
and Authors Association**
431 BUSINESS 141 NORTH
COLEMAN, WI 54112

www.uppaa.org

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*The Written Word is a publication of the
Upper Peninsula Publishers and Authors Association*

President: Tyler Tichelaar tyler@marquettfiction.com
Vice President: Gretchen Preston gfgoodrich@gmail.com
Membership: Jenifer Brady..... buddycheckabby@yahoo.com
Treasurer: Larry Buege LSBuege@aol.com
Recording Secretary: Brandy Thomas brandy@thomasediting.com
Webmaster: Victor Volkman webmaster@uppaa.org
Newsletter Editor: Deborah Frontiera dfrontiera@wildblue.net



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Designotype Printers. Inc.
Calumet, Michigan
www.designotype.com



Editor's Note

*Continue to send me your
announcements of new books.
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dfrontiera@wildblue.net

DEB FRONTIERA

Northern Lights at Full Moon: Photo by Henry Roeters, Designotype Printers, Inc.