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The Written Word

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• Member News •

Rick (as R. E. Kelly) and Paulette Noble were both at the RUP Author’s Day, and Paulette was also at the Tea Party in Gwinn at the Forsyth Twp. Library on Oct. 8.

Rick has released Broken Promises, a continuation of his first novel, To Save a Planet. It’s in print and eBook. This tale follows Juno and her friends as they explore the galaxy searching for a new home for a selection of their home world’s population stored in cryogenic sleep in giant “sleeper ships.”

On September 15, Paulette released A Virtual Reality, Part Four: Thwarted Intentions, the fourth part of her series. It’s available in print and eBook and follows the continuing adventures of Gillian, who broke into a high-tech VR lab for a weekend adventure. Unfortunately, it was the same weekend that a virus was released into the system. Her adventure didn’t go as planned.

*“The more you read the more things you know. The more that you learn the more places you’ll go.”
– Dr. Seuss*

One of the organizations **Richard P. Smith** belongs to besides UPPAA, is the Michigan

Outdoor Writers Association. Richard was honored to receive the Dave Richey Communicator of the Year Award from that organization. Richey was a longtime member of MOWA who passed away a number of years ago. He was a veteran writer, having written thousands of magazine articles and numerous books. Richey was the outdoor writer for the Detroit News for a number of years before he retired. What makes the award extra special for Richard is that Dave was one of his mentors. He helped Richard’s writing career and he got the chance to spend time afield hunting and fishing with him.

• IN THIS ISSUE •

- Member News..... 1
- Negotiating Large – Quantity Sales Aids Top 10 2
- Member News cont..... 3
- Selection of Short Works..... 4
- Save the Date..... 4
- Tips for Speaking on the Telephone Top 10 5

Top 10 tips for negotiating large- quantity sales

1.
Practice under different
circumstances

2.
Be prepared to
handle a variety of
objections

3.
Know the buyer's
objectives and show
how using your book
can reach them

6.
Focus on issues that
are important to your
prospects

4.
Go for a win/win
agreement

5.
Build their trust in you

7.
Talk about "what" as
much as "how"

8.
Control pace and direction
to get your prospects to
sell themselves

9.
Stimulate imagination
by asking questions
beginning with "What
if we...?"

10.
Look, speak and act
like a professional
consultant

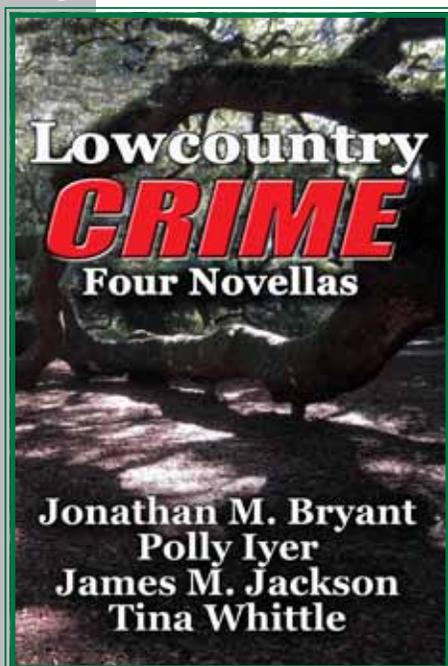
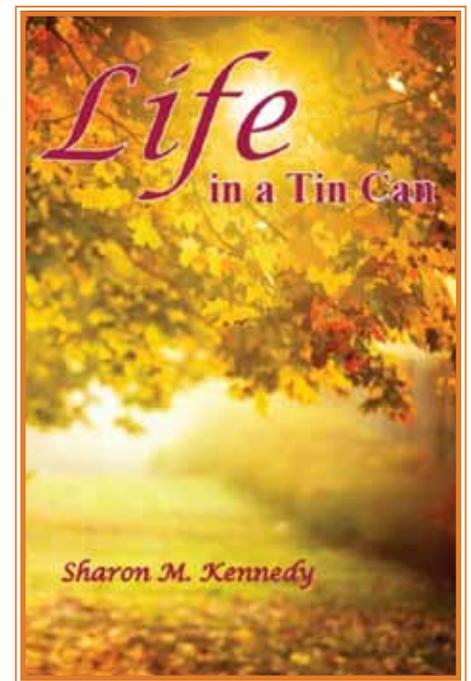
• Member News Cont. •

Sharon M. Kennedy's has released her first book. *Life in a Tin Can* is a collection of whimsical stories and observations from her newspaper column "Common Sense at 60." UPPAA wishes her much luck with it.

Kenn Grimes is pleased to announce the release of his newest novel, *Strangled in the Stacks*, published by Cozy Cat Press out of Aurora, Illinois. For those of you who enjoyed his previous book, *The Other Side of Yesterday*, be forewarned – this is nothing like that.

A cozy mystery set in the Keweenaw Peninsula of Michigan's Upper Peninsula, the story takes place in 1919-20, when Myrtle Tully, recently returned to America from serving in Europe during World War I, moves to the small town of Booker Falls to begin her new job as assistant librarian at the local college library.

The discovery of a cache of letters sent to a young woman in 1891, shortly before she was strangled to death in the same library, a crime which was never solved, sets Myrtle off on a quest to uncover the killer's identity, an undertaking that eventually puts her own life in jeopardy.



Those interested can purchase the Kindle edition from Amazon for \$3.99 (free with Kindle Unlimited) or purchase an autographed copy directly from the author for \$20.00, (including tax & S&H.)

Contact Kenn at: kenngrimesauthor@aol.com

In February, **James M. Jackson's** novella "Low Tide at Tybee" featuring series character Seamus McCree appears as part of *Lowcountry Crimes: Four Novellas* published by Wolf's Echo Press. In March his short story written with Tina Whittle "And Wine to Make Glad the Heart," which also features Seamus McCree, will appear in the anthology *50 Shades of Cabernet* published by Koehler Books.

● Save the Date ●

The annual UPPAA Conference will be **Saturday, May 20** at Peter White Public Library in Marquette from 10 – 5.

We are currently looking for people willing to give presentations or who have ideas for presentations. Send ideas or proposals to Tyler Tichelaar no later than **February 15**.

Currently, we have seven Board members, all of whom are willing to continue on in their current positions but also willing to step down if someone else would like to do the job. Board positions are two year terms and expire at the annual conference every other year. If you are interested in being on the board for the **2017 – 2019 term**, please let Tyler Tichelaar know. Board positions are: President, Vice-President, Membership Secretary, Treasurer, Webmaster, Newsletter Editor, and Recording Secretary.

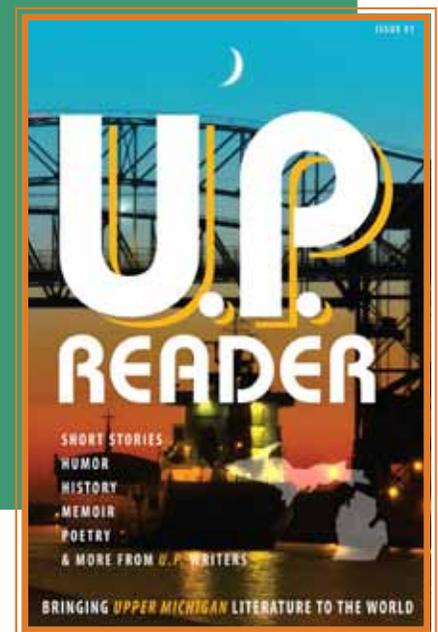
UPPAA also will be having regular monthly meetings the **first Friday of the month** at noon for conference planning and getting to know each other. These will be in Marquette at Peter White Public Library. Send any suggestions, questions etc. to Tyler at president@uppaa.org

Selection of Short Works ● for the *U.P. Reader* ● Complete

Mikel Classen and Deborah K. Frontiera received many excellent pieces of writing for the first *U.P. Reader*. It is truly amazing what talented writers are members of our group. Some decisions were tough and others easy. The organization's first anthology is on schedule for production and release at the spring conference.

We hope all members will purchase a copy and help to promote our organization. Here is a list of the selected authors and their works:

- Edzordzi Agbezo, “**Rewinding**”
- Lee Artin, “**Iced**”
- Aimee Bissonette, “**Katydid**”
- Sharon Marie Bruner, “**Active Dreams**”
- Larry Buege, “**Song of Minnehaha**”
- Ann Dallman, “**Menominee County, My Home Town Abandoned**” and “**Wolf Woman**”
- Frank Farwell, “**Source**”
- Deborah K. Frontiera, “**Fragile Blossoms**”
- Elizabeth Fust, “**An Abandoned Dream**”
- James M. Jackson, “**Winning Ticket**”
- Jan Kellis, “**UP Road Trips**”
- Sharon Kennedy, “**A Tribute to Dad**” and “**We Are the Widows**”
- Amy Klco, “**The Story Seer**”
- Sara Maurer, “**The Visitors**”
- Roslyn McGrath, “**Hoffentot Magic**”
- Becky Ross Michael, “**Lonely Road**”
- Janeen Rastall, “**Stocking Up**”
- Christine Saari, “**At Camp**” and “**Nonetheless**”
- Terry Sanders, “**Jacqui, Marilyn, and Shelly**”
- Ar Schneller, “**Night Crawlers**” and “**Her Skin**”
- Rebecca Tavernini, “**Heartwood**”
- Tyler Tichelaar, “**Marquette Medium**”



• Top 10 tips •

for speaking on the telephone





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Editor's Note

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announcements of new books.
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DEB FRONTIERA

Winter Scene: Photo by Beth Tormanen, Designotype Printers, Inc.