Meeting: Saturday, January 29, 2022
Time: 10:30 a.m. to 12:00 Noon
Location: Webinar—Zoom (watch for details)
Topic: “Just Do It! Get Your Book Out of Your Head Now!”

Speaker: Shellee Howard

Please watch for the link in the meeting notices sent to your email inbox twice during the next few days before this FREE online meeting.

For the new year, author and college consultant Shellee Howard will be sharing the challenges to and the importance of just getting started on your book. She will outline the steps she took to get her book started and completed. She’ll explain why marketing from the beginning is the critical piece most authors miss.

Attendees will learn:

- How to get started and how to stay motivated
- How writing her book changed Shellee’s life, and her clients’ lives as well
- The benefits of being a “Best Selling” Author, and how to be one
- Other marketing tips and suggestions

About the Speaker: Shellee Howard is the owner and president of College Ready and the author of How to Send Your Student to College without Losing Your Mind or Your Money. She is both a college graduate and a Certified Educational Planner. Better yet, Shellee’s son graduated from Harvard debt-free! Shellee has traveled around the world helping students plan for their “perfect match” college.
Happy New Year everyone! I hope everyone had a fun, restful and healthy holiday. I know I did.

However, I sure wish the COVID news was better and that we would be gathering in person soon. As it is, I think we will continue to be remote for a few more months, until this latest wave passes us by. I’ll keep you posted as plans develop. Right now, I’m hoping we can eventually meet in person every other month, with alternate months on Zoom.

I’m happy to announce that our IBPA Publishing University Scholarship winner is Lavonne Misner. Congratulations, Lavonne!

Publishing University this year is double the fun and accessible to attendees near and far. That’s because we are doing a two-part conference—virtual education April 20–21 and in person in Orlando, Florida, April 29–30. Early bird discount ended January 15, but you can still register for the event at PublishingUniversity.org.

I’m happy to invite Shellee Howard to launch our programming for this year. Shellee will share her book journey, as well as her best marketing ideas and tips she learned when she published her book. This meeting with be on Zoom, so watch for the Zoom link the week before.

A couple of notes about meeting etiquette. Please be sure you are muted while our speaker is presenting, as background noise is distracting for all other participants. If you have a question during the presentation, please put it in the chat, and the host (me!) will monitor the questions. Please save general questions for the Q&A at the end of the presentation. The host will call on you and ask you to speak if your question needs clarification.

The meetings are not recorded. Instead, most speakers have been sharing their slides, so be sure to go to the blog to find presentations by many of our past speakers.
President’s Message—continued from previous page

PWSD Membership

We are happy to make these virtual meetings free to participants, and we hope you will support PWSD in the following ways:

1. **Make sure your membership is up to date.** Watch your inbox for a notice if your membership has expired. (If you wish, email Robbie@bookstudiobooks.com and he will check your membership.)

2. **If your membership is up to date, please consider paying the meeting fee.** You can do this at PublishersWriters.org and clicking on RSVP.

3. **If you are not a member, please consider joining.** Membership is only $47 per year, which helps us to get the best speakers and provide other benefits to our members. Go to PublishersWriters.org to join.

4. **Tell your publishing and author friends and colleagues about PWSD** and have them join us!

When you join PWSD, in addition to the reduced meeting fee, you get many other benefits, as listed on page 5. You can easily join by clicking on the link to PayPal on our website, or send a check, made out to PWSD, to P.O. Box 387, Ventura, CA 93002.

IBPA Membership

As you know, on July 1, 2021, I officially took over as chair of the Independent Book Publishers Association. I am so honored to lead such a terrific organization!

If you have launched on your publishing journey and you don’t know about IBPA, which can be a great support for you, I encourage you to explore the benefits of joining. This is the national association that includes such regional affiliates as PWSD. You can find information on their very robust and informative website at IBPA-online.org.

Membership is very affordable, and to make it even better, PWSD members get a $30 discount. Just enter PWSD30 in the coupon code.

IBPA has created a helpful COVID-19 Resource Center, specifically for independent publishers, and they are presenting a weekly COVID-19 Roundtable. During this online webinar, experienced publishers are discussing how they are adjusting business or finding support during this unique time, and also taking questions from the attendees. I’ve joined the last two and found them to be informative, energizing, and comforting (we are all in this boat together). It is great to understand everything publishers, distributors, bookstores and authors are doing to get through this time. For more information and to join the webinar, go to IBPA-online.org/events/EventDetails.aspx?id=1354890.
Go to www.ReadLocal.org to find out more about our author marketing coalition, Read Local. While you are there, sign up for the Read Local Directory. This is one of the best ways to gain local exposure for your books. Booksellers, librarians, producers, and event planners have all used the Read Local Directory to find authors to feature in their stores and on their programs. A Basic Listing is FREE and includes your name, the title of your book, its genre, and your location. An Enhanced Listing is only $25 and adds a thumbnail of your cover, a book description, and other information that lets people know where to get your book and if you are available for speaking, etc. Check it out; Read Local is one of the best marketing deals around!

“PWSD likes Facebook!”

Visit us on Facebook today to let us know you like us and join the conversation!
Save more and learn more: Attend PWSD meetings at reduced member rates! Yearly dues are only $47—one of the most economical memberships available. As a member, you save $10 at every PWSD meeting you attend, versus the $20 nonmember meeting fee. (Get meeting details for PWSD in each newsletter issue.) And take a look in the next section below at all the other extras you get as a member!

If you’re a new or returning member, welcome to the PWSD family! Congratulations on joining Publishers & Writers of San Diego, the only publishing group in San Diego County focused on the business of publishing and writing! You have made a wise investment, as you’ll see later on this page.

Subscribe to PWSD in order to optimize your membership: Receiving the email that accompanied this newsletter does not mean your name has been added to the regular notice distribution list. Go to PublishersWriters.org and click on the button that looks like what you see at right. This is necessary for you to receive any and all notices from PWSD.

Get found in the PWSD online member directory: Email your new or revised bio & headshot to Webmaster@publisherswriters.org as soon as you can, for valuable publicity! Our website is very highly ranked on Google, which means you will get broader exposure by being part of the member directory at PublishersWriters.org/member-directory. You must be an up-to-date member to be in the directory. Unsure when you should renew? Email Robbie@bookstudiobooks.com and he will let you know.

Get a snazzy permanent name badge to wear at on-site meetings: Your badge will be available at meetings. (Please remember to turn it in as you leave.)

Participate in occasional regional collaborative marketing efforts: If you’re subscribed (see above), you’ll be notified of these events whenever they occur.

Get a 30% discount on IBPA membership and optionally apply for a scholarship to IBPA’s annual Publishing University: If you’ve launched your publishing journey, join the Independent Book Publishers Association at IBPA-online.org/ and use PWSD as the code to get your discount.

Want to be profiled in PWSD’s newsletter? Contact Andrea Glass at andrea@writersway.com. If your membership is current, she will provide you with eight simple questions to answer. Then, along with your answers, send your full contact information, a head shot, and one or two other images, such as book covers or action shots, to her and she will publish your finished profile in Publishers & Writers Monthly.

Do you have newsletter feature articles or ideas? Send them to Managing Editor Glenna Bloemen at gab11853@aol.com. We are currently seeking feature articles for the upcoming issues of the newsletter. If you’ve read something great or have an idea or an article that you believe would be of interest to your fellow members, please submit it to Glenna. Thank you for your continued support.

Peter A. Arthur-Smith
Founding Principal, Leadership Solutions Inc.

This article originally appeared in the January/February 2021 issue of IBPA Independent, the magazine for members of the Independent Book Publishers Association. Reprinted with permission.

In the July/August 2020 issue of IBPA Independent, Maria Dismondy, founder of Cardinal Rule Press, shared the story of how she launched and distributed a new children’s book as the COVID-19 curtain came down in mid-March. Through her leadership, she put a multipronged distribution strategy into play, including virtual visits, online book tours, live book readings, and home-schooling support. She ramped up people collaboration through new partnerships, a virtual summit, and virtual readings. She also displayed leadership through an emergency vision, support for her author, courage to test new ideas, and wisdom by pursuing insightful options. Strategy, people, and leadership—these are three axiomatic, interdependent factors that orchestrate momentum in any successful growth venture.

Let’s take each in turn and examine what they mean for the independent publishing industry.

1. **Strategy**—what is our best distribution option in light of dramatic marketplace changes?
2. **People**—are our talented people equipped to meet these significant market changes?
3. **Leadership**—do we continue with conventional management or take a more enlightened leadership approach to address these challenging industry developments?

**Strategy**

What is our best distribution option in light of dramatic marketplace changes? Our pandemic world has injected fresh thinking into virtually every marketplace. It has inspired renewed options for independent publishers, too, as they think beyond survival. Such circumstances are ripe for a new leadership approach, different than traditional problem solving, so let’s introduce option solving (OS). OS is a much more innovative and positive technique in giving us strategic direction. It draws upon our immense intuitive and creative capabilities, as well as our rational analytical talents.

Take a look at the example [on page 7]. Each independent publisher can introduce their own appropriate rational question. Left blank are their considerations, because every venture’s situation is likely to be different. These could be: 1) We are a relatively new startup; 2) We have limited funds and resources; 3) We have to build our brand; and 4) We see great potential in our niche market. Depending upon the size, longevity, resource base, etc., of your firm, these items could be quite different from the example. These considerations need clear thought to help challenge your thinking at the right moment. They are designed to test your intuitive mind, along with the suggested options A–F, when it comes to decision
time. In fact, it works best when you involve a key team or diverse group—ideally six or seven, including yourself. Greater numbers than that and you will be well advised to utilize a professional facilitator.

This team or group should have a thorough discussion of their four proposed considerations as well as the six options (A–F) shown. If you envisage other options within this range, feel free to change the ones given. You will also note two bookends; these are designed to provide boundaries for your highly fertile and random, intuitive minds. Again, you can change these if you wish, although any replacements should be yin and yang least likely options.

At this point, your team or group should take a solid break. This allows every participant’s subconscious mind to mull over what they’ve seen. When they return, they can quickly review the OS picture and then note their A–F choice on a scrap of paper—to be given anonymously to the meeting leader/facilitator and recorded so participants can see the vote tally.

They will now have the benefit of “wisdom of the team/group,” as well as gain its buy-in. Whatever option transpires should be immediately converted—while it’s still fresh in people’s minds—into an action strategy, encompassing an itemized what, how, who, when, and where (to consult allies). (Note: the “who” usually involves participants working in pairs to explore the “how” issues.) That choice now becomes your venture’s primary focus, since the combined intuitive vote is most likely your optimum solution—no second guessing, as that will nullify the power of the judgment call. This doesn’t obviate taking up any of the other options once your primary choice is fully up and running.

All of this can be accomplished over two to three hours either though a physically distanced, in-person session or via a Zoom meeting—anonymous balloting can be done by text/private chat messages with the latter. It’s a powerful way to discern what’s best for your firm during the foreseeable future.
People

Are our talented people equipped to meet these significant market changes? Typically, we would turn to our conventional management playbook to drive through any changes. Three out of six of the most common drivers include: make it a horserace with your competitors, offer incentives to mobilize your staff, and provide lofty goals for your people to chase. These are external pressure forces that can too easily build resistance versus encouragement over time. The ante has to keep being raised to hold people’s attention.

Alternatively, you can pursue an enlightened leadership mode to orchestrate the desired personal growth and team changes. They will embrace at least three of the top six innate motivators, such as a compelling purpose, an engaging team camaraderie, and pursuit of mastery with new desired competencies. These provide a magnetic force that builds a thirst for “want to” rather than “have to.”

You will also find your people more productive working in compatible pairs rather than lone operators wherever possible. Compatible means being complementary rather than too much like each other. When people are too much alike, it generally reduces creativity and may eventually induce boredom. By asking appropriate pairs to take on your change initiatives, it will encourage collaboration—plus, two heads are so often better than one. They can combine their workloads and will likely enhance overall output due to the intrinsic forces that are often released when people work together.

Leadership

Conventional managers are inclined to fixate on systems and processes to keep today’s business functioning, whereas leaders focus on people and progress to meet tomorrow’s market demands. We obviously need a combination of the two, with a particular emphasis on leadership, if we’re going to meet our post–COVID-19 challenges. If we’re too management oriented, it biases us toward the status quo.

By taking an enlightened leadership stance—that includes the intent to envision, position, engage, collaborate, and orchestrate—we are more likely to inspire and integrate our venture into a vastly more desirable future. Conventional management is more preoccupied with the need to project, plan, organize, direct, and control. While we require both sets to facilitate our venture’s forward momentum, the more we can tilt toward leadership, the greater progress we will experience. We can use management activities as an offset to sustain a reasonable level of stability.

Your enlightened leadership will also draw others to collaborate in every way possible to help your organization succeed. Ultimately, you will become greater orchestrators rather than drivers of your independent publishing firm’s ongoing success. That, in turn, minimizes anxiety and stress within your team or company so your people feel free to make their greatest contribution.

As independent publishers, you face a challenging and exciting future as part of the pandemic revolution. Take this opportunity to re-envision tomorrow in terms of your strategy, people, and leadership for brighter days ahead. Given the right lead, your people will step up to your venture’s new situation through the torchlight that you will offer as a leader in illuminating the way forward.

Peter A. Arthur-Smith is the founding principal with Leadership Solutions Inc., based out of New York, and is also the author of Smart Decisions: Goodbye Problems, Hello Options. He has drafted a potential new publication, Incisive Leadership Breakthrough: Embrace the Five Phases of Enlightened Leadership, which offers a slew of fresh leadership ideas that will be made available to a publisher within the not-too-distant future. Feel free to share your views at Peter@ILeadershipSolutions.com. © 2020 Leadership Solutions Inc. –MALRC. All rights reserved.
PWM: What aspect of writing or publishing are you involved in?
Laura: I’m a writer of fiction and a blog.

PWM: What first attracted you to writing or publishing?
Laura: As an only child, I spent a lot of time reading and writing stories. I’ve always loved creating stories and using my imagination.

PWM: How long have you been writing or publishing?
Laura: When I was eight, I published a neighborhood newspaper handwritten on notebook paper.

PWM: As a writer, what kind of books do you write? Any published?

PWM: What was your most recent project?
Laura: My first book in the Davia Glenn series, Dior or Die, follows a highly trained female operative who inherits a fortune, but assassins pursue her in her new life.

PWM: What are you working on next?
Laura: I’m finishing the second book in the Davia Glenn series, Killing with Kindness. I also hope to release a fantasy story on Kindle Vella, The Law of Rule, following the story of an intergalactic prosecutor.
**PWM:** How long have you been a member of PWSD?

**Laura:** Over five years.

**PWM:** What benefits have you gained as a member?

**Laura:** I’ve enjoyed learning about the many aspects of publishing and marketing, plus meeting the other members.

**PWM:** What would you tell prospective members about the organization?

**Laura:** PWSD is an invaluable organization if you want to connect with other writers, learn about publishing, and take advantage of a discounted membership to IBPA, Independent Book Publishers Association.

**PWM:** What’s something unique or special about you, that you’d like others to know?

**Laura:** I’m a former prosecutor and a Distinguished Toastmaster. I give workshops and private coaching on confidence, likability, and public speaking. I like photography, Korean dramas, and cats.

**PWM:** What request might you have of other members? (joint venture promotions, launch team, referrals, reviews, advance readers…)

**Laura:** If any member feels there’s a cross-promotion opportunity between us, please reach out. I love getting reviews and people interested in joining an advance-reader team.
The International Publisher Association’s International Sustainable Publishing and Industry Resilience (InSPIRe) Plan Initiative

*Note: PWSD is a member organization of the Independent Book Publishers Association, which is, itself, a member of the International Publisher Association.*

IPA is leading a wide-ranging consultation to develop consensus on the global pandemic’s impact on global publishing and what’s next. The consultation, which will culminate in an industry-wide analysis on the state of global publishing and advance recommendations to enhance resilience and sustainability, is being overseen by a multi-stakeholder taskforce called the InSPIRe Plan Taskforce. The taskforce is composed of 11 members of the IPA Executive Committee.

In May 2021, the InSPIRe Plan Taskforce developed the InSPIRe Charter to be endorsed by publishing stakeholders as a symbolic commitment to continuing the high level of industry-wide cooperation that emerged in response to the global pandemic. The InSPIRe Plan consultation has been designed to reinforce this cooperation by including the entire publishing ecosystem to develop a systemic, collaborative approach to building industry sustainability and resilience.

The ten commitments are:

1. Asserting the value of publishing to policymakers as an essential industry;
2. Advocating for publishing-specific government stimulus programs to build a more sustainable and resilient global publishing industry that continuously adapts to changing consumer and competitive dynamics;
3. Fostering dialogue between publishing ecosystem stakeholders to build resilience, expand partnerships, mitigate risks from global supply chain disruptions, and minimize the environmental impacts of the publishing supply chain;
4. Demonstrating the damaging effects of piracy, and advocating for the development, protection, and enforcement of fit-for-purpose copyright frameworks that guarantee fair competition and protect the rights of publishers and content creators;
5. Identifying common ground between publishing stakeholders, rights organizations, and governments to fight censorship and promote freedom to publish;
6. Closing emerging workforce skills gaps through capacity building, mentorship, and partnerships;
7. Exploring partnerships and programs that emphasize the role of publishing in promoting access to knowledge, continuity of education and lifelong learning for all children and young people, with equal opportunities for girls and boys;
8. Empowering underrepresented voices to ensure diversity and inclusion in the publishing ecosystem;

9. Supporting indigenous language publishing through targeted initiatives and partnerships;

10. Highlighting the role of small and medium-sized independent publishers and booksellers, which make up the vast majority of the publishing industry globally, in ensuring bibliodiversity and supporting measures needed to future proof their businesses.

About the International Publishers Association (IPA). The International Publishers Association (IPA) is the world’s largest federation of national, regional and specialist publishers’ associations. Its membership comprises 86 organizations from 71 countries in Africa, Asia, Australasia, Europe and the Americas. Through its members, IPA represents thousands of individual publishers around the world who service markets containing more than 5.6 billion people. The IPA’s mission is to promote and protect publishing and to raise awareness of publishing as a force for economic, cultural, and social development.

About the Independent Book Publishers Association (IBPA). Founded in 1983 to support independent publishers nationwide, the Independent Book Publishers Association (IBPA) leads and serves the independent publishing community through advocacy, education, and tools for success. With over 3,700 members, IBPA is the largest publishing association in the U.S. Its vision is a world where every independent publisher has the access, knowledge, and tools needed to professionally engage in all aspects of an inclusive publishing industry. For more information, visit IBPA-online.org.

“PWSD likes Facebook!”

Visit us on Facebook today to let us know you like us and join the conversation!
Announcements by and about Members

Send your announcements for this column to Glenna Bloemen at gab11853@aol.com before the first of the month for the next month’s issue.

Calendar of Events

Due to COVID-19, conferences and workshops may be subject to cancellation or go online. Watch the newsletter for updates as the times get closer. BE SAFE.

Southern California Writers Conferences
Feb 18–20, 2022, in San Diego, CA

Southern California Writers Conference is specifically tailored to empower writers of every level with the vital tools, networking, and industry prowess needed to sell their work. Plenty of other opportunities await those attending to sidle up next to editors, agents, executives, and others joining us to discuss things more intimately. Limited to 175 conferees. For more details go to: WritersConference.com/la/.

Association of Writers and Writing Programs
2022 Conference & Bookfair Registration
March 23–26, 2022 in Philadelphia, at the Pennsylvania Convention Center

The AWP Conference & Bookfair is the annual destination for writers, teachers, students, editors, and publishers of contemporary creative writing. It includes thousands of attendees, hundreds of events and bookfair exhibitors, and four days of essential literary conversation and celebration. The AWP Conference & Bookfair has always been a place of connection, reunion, and joy, and AWP is excited to see the writing community come together again in Philadelphia, Pennsylvania in 2022.

IN PERSON: An in-person registration to #AWP22 includes admission to all events, readings, panel discussions, meetings, the bookfair, and public receptions. Note: In-person registration has been momentarily paused while the AWP conference team evaluates possible changes to the #AWP22 conference. Visit AWPwriter.org/awp_conference/overview for updates.

VIRTUAL: In light of the tremendous success of the virtual 2021 AWP Conference & Bookfair, AWP will incorporate a virtual component to #AWP22. In addition to offering an in-person event schedule in Philadelphia from March 23-26, 2022, AWP will live-stream several in-person events and offer a selection of prerecorded virtual events. A virtual-only registration will be available for #AWP22 at a reduced registration rate and will include the prerecorded virtual events and live-streamed events. The in-person registration will include all in-person and virtual programming. AWP can be reached at AWP@awpwriter.org or 240-696-7700.
**Learning Solutions Conference & Expo**  
**April 20–22, 2022, Rosen Center Hotel, Orlando, FL**

Learning Solutions Conference & Expo is where learning professionals from around the globe have gathered year after year to share and explore what works in learning and development (L&D). The event consists of the full Conference and the free-to-attend Expo. The Conference houses 120+ practical sessions, invigorating keynotes, many opportunities for attendees to connect, and much more. The sessions are categorized under key L&D tracks, including: Instructional Design, Management & Strategy, Emerging Tech, Tools, Learning Platforms, and more. These tracks serve as a session guide for every member of a team, from instructional designers to high-level executives. The free-to-attend Expo consists of 60+ leading industry suppliers that showcase their latest tools, technologies, products, and services. For more details go to [LearningSolutionsCon.com/about/](http://LearningSolutionsCon.com/about/).

**IBPA University**  
**April 20–21, 2022, Virtual Conference**  
**April 29–30, 2022, in Person, Boardwalk Sports Bar at Renaissance Orlando**

IBPA Publishing University 2022 is a unique two-part event. Attendees can register for **two days of virtual programming April 20–21** on the [Attendify event platform](https://Attendify.com) and **two days of in-person events April 29–30** at the [Renaissance Orlando](http://RenaissanceOrlando.com) on Sea Harbor Drive in Orlando, Florida. To round out the experience, plan to attend a **full day of Orlando, Florida–based field trips May 1**. Go **ALL ACCESS with confidence**. IBPA is committed to providing a safe and healthy environment for everyone who opts to participate in IBPA Publishing University 2022 in person. ALL ACCESS ticket holders can register with confidence, knowing their registration can be modified to VIRTUAL ONLY at any time and the difference in registration fees will be returned without penalty. For more details go to [PublishingUniversity.org](http://PublishingUniversity.org).

**La Jolla Writer’s Conference**  
**Nov 4–6, 2022, San Diego, CA**

Save the date! Go to [LaJollaWritersConference.com](http://LaJollaWritersConference.com) to get the details as they develop.
Have more resources to share? Please email them to Newsletter Editor Glenna Bloemen at gab11853@aol.com, and we will be happy to include them in this list.

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California Resources for Writers .......................................................................................... WriteByNight.net/California
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San Diego Writer Resources ................................................................................................. SanDiegoBookAwards.org/resources
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SDSU 2021 Writers Conference .......................................................................................... EventsInAmerica.com/events/2021-sdsu-writers-conference/business/marketing-publishing/3tirzndsyybggli0t
Sixty Writers Conferences for Authors, Bloggers, and Freelancers ........................................ TheWriteLife.com/writers-conferences/
The Top Online Writers’ Conferences .................................................................................. SoYouWantToWrite.org/blogs/syww/Top-25-online-writers-conferences-in-2021
University of San Diego—Creative Writing ........................................................................ SanDiego.edu/cas/creative-writing/
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