

## **SELLING FOREIGN RIGHTS**

**ASJA Annual Writer's Conference Saturday May 19<sup>th</sup>, 10 a.m.**

### **PANEL DESCRIPTION:**

This unique and useful panel will help seasoned and even aspiring book authors to learn about the fascinating and potentially lucrative world of selling foreign rights. Whether you want to grow your brand internationally or make more money by reselling your book in multiple territories or languages, Selling Foreign Rights is a panel with five experts in the field of foreign rights including a foreign rights expert/published author who will also share about the experience from the book author's point of view. This panel will provide tips for authors who want to sell foreign rights on their own or who want to find out how to work more closely with their publisher or literary agent's foreign rights department.

**Moderator: Jan Yager, Ph.D.**

Jan is the Director of Foreign Rights for Hannacroix Creek Books, Inc. She began her foreign rights career as Director of Subsidiary and Foreign Rights at Grove Press, Inc. at the age of 25. Over the years, for her own books, as well as for her authors and selected additional clients, Jan has sold foreign rights into 32 languages with 2 more in preparation. For her own relationship self-help book, *When Friendship Hurts*, published by Simon & Schuster, Jan has sold 33 foreign rights including translations in 31 languages. She is the author of 45 award-winning books in a range of genres including the just-released *Foreign Rights and Wrongs*, the first step-by-step guide to selling or buying foreign rights. For more on Jan, go to her LinkedIn profile: [www.linkedin.com/in/drjanyager](http://www.linkedin.com/in/drjanyager) or contact her at 203-550-6023 (cell phone/text messages) or [jyager@aol.com](mailto:jyager@aol.com).

### **PANELISTS:**

#### **Cecilia de la Campa**

Cecilia de la Campa is the Executive Director, Global Licensing and Domestic Partnerships at Writers House, a New York City-based literary agency. She focuses on children's and young-adult books for global licensing and oversees the complete list of authors and titles for domestic rights channels including audio, theater, film & television, and educational reprinting. Cecilia regularly attends the major international book fairs and has taken part in various conferences including the Asian Festival of Children's Content (AFCC), the historic US Publishing Mission to Cuba in 2016 lead by *Publishers Weekly*, and Global Kids Connect. A graduate of Williams College in Massachusetts, Cecilia worked for several years at Simon & Schuster before joining Writers House in 2009.

#### **Hannah Babcock**

Hannah Babcock is Assistant Manager of Subsidiary Rights for New York-based Abrams publishing company. Previously she was assistant scout for Baker Literary Scouting.

#### **Dana Newman**

Dana Newman is a Los Angeles based independent literary agent (Dana Newman Literary Agency LLC) who represents authors of practical and narrative non-fiction, and a select number of literary and upmarket fiction. She's also a transactional and intellectual property attorney with Raines Feldman LLP, focusing on publishing law, contracts, copyrights, trademarks, and licensing. Dana is a member of the California State Bar and the Association of Authors' Representatives, and holds a B.A. in Comparative Literature from UC Berkeley, and a J.D. from the University of San Francisco. Information about her agency and law practice is online at <http://dananewman.com>.

#### **Beth Conway**

Beth Conway has worked in book selling and publishing for close to 20 years and is based in Brooklyn, New York. She grew up in Australia and graduated from the University of Technology, Sydney, and also attended the University of Reims Champagne-Ardenne in France. She has worked in international rights and sales for HarperCollins Australia and, in the US, at Sterling Publishing. Beth is currently Foreign and Subsidiary Rights Manager at Sounds True Inc.