

### THE INDIE PRESS NETWORK MARKETING DAY

The Indie Press Network is delighted to be delivering an Arts Council England-funded day for small presses focusing on marketing and publicity.

Held at the iconic Conway Hall, we are thrilled to be curating a series of talks, panels and sessions focusing on knowledge-sharing and breaking down obstacles in one of the most difficult areas for small businesses.

# SCHEDULE AND OVERVIEW

# 9.00 Arrival – networking over tea and coffee

#### 9.45 Welcome

Our host, Ann Morgan, welcomes us and kicks off the day. An author, speaker and editor best known for her 2012 project that saw her read a book from every country in the world, and her work producing the RLF's Collected podcast, Ann is a passionate advocate for small presses and the literature we bring into the world. We also hear from Peter Howarth, who will be taking a baseline reading via a marketing health-check questionnaire.

#### 10.00 Bookseller Panel

We kick off with a bookshops panel, who help publishers understand how best to work with them. In conversation with Zool Verjee of Blackwell's and Foyles, Cat of Burley Fisher, Aimee Gilbert of INK@84 and David Coates of Serenity Books.

#### 11.00 Social Media

We are joined by award-winning marketing consultant Rachel Quin, who looks at one of the biggest areas of change publishers are facing – focusing on understanding trends of the market; how to build audiences and engagement.

# 12.00 Publicity for Small Presses

In conversation with Becke Parker of the PR Collective. A session that seeks to arm presses with knowledge on how best to build a publicity plan, looking at common pitfalls and misconceptions.

# 1.00 Break for lunch – provided

#### 2.00 Publisher Success Stories

We are joined by Joel Burton of Fitzcarraldo Editions, Neil Griffiths of Weatherglass Books and the Queen Mary Small Press Fiction Prize (formerly the Republic of Consciousness Prize), Harriet Hirshman of Dead Ink and Jimena Gorráez of Daunt Books Publishing, along with TikTok sensation Thomas R. Weaver, to hear the behind-the-scenes of publishing success, and what can be learnt from high-flying campaigns.

# 3.00 Marketing Basics

We are joined by Farhana Shaikh (Publisher at Dahlia Books and Lecturer in Marketing with a specialism in small presses at De Montfort University). Small Press Marketing 101 with breakout rooms to explore in more detail.

# 4.00 What Next? Thinking Big

Thinking bigger, we go out on a high talking about support, resources and food for thought. Katherine Brown from ACE's Digital Culture Network talk about the support they have on offer for independent publishers; Emma Lowe, director of the London Book Fair talks about top tips for indies getting into and preparing for LBF; Inpress talk about what they offer indies, and their Festival of Publishing; Magdalene Abraha of Jacaranda Books talks about how thinking outside of the box has shaped Jacaranda's growth.

## LATER ON...

Please join us for further networking at The Queen's Head 64 Theobalds Rd, London WC1X 8SF

# RESOURCES AND BEYOND

Part of the funding from the Arts Council is going towards empowering indie publishing by turning today's sessions into free and accessible digital resources, hosted by the Indie Press Network and the Arts Marketing Association. For more information please stay in touch!

# INDIE PRESS NETWORK

# A NETWORK OF 86 INDEPENDENT PRESSES BASED IN THE UK & IRELAND

3 Times Rebel Press Afsana Press Arachne Press Asteria Press Aurora Metro Books Bitter Lemon Press Black Cat Poetry Press Bluemoose Books **BOTH Press** Broken Sleep **Buan Press Bullaun Press** Cahill Davis Publishing Claret Press Corylus Books Dahlia Books Dead Ink **Deixis Press** Dialect Press Diamond Books Ltd **Dinosaur Books** Eglantyne Books Elephant Press Elsewhen Press Époque Press Fly on the Wall Galley Beggar

Goat Star Books Itd **Guppy Books** Haunt Publishing Hayloft Publishing Héloïse Press Hobeck Books Ltd Ignite Books Indie Novella Inspired Quill Istros Books lantar Publishing Knight Errant Press Leamington Books Lemon Jelly Press Linden Editions London Poetry Books Lurid Editions Major Books Manderley Press Mercier Press Moth Books MTO Press Northodox Press Norvik Press Ortac Press **P&H** Books **Palavro** Pamenar Press Papillote Press

Peakrill press Postcard Press Prototype Renard Press Sans. PRESS Sagi Books Saraband Scorpius Books Scratch Books sincere corkscrew Sinoist Bokos Skein Press SmashBear Publishing SPAM Press Spiracle Audiobooks SRL Publishing Strange Region t'ART Press Taproot Press Tapsalteerie The Emma Press The New Menard Press the87press Thousand Horsemen Press Tippermuir Books UpLit Press Weatherglass Books Wild Hunt Books

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