


<p style="text-align: center;">Q</p> <p>Top 5 question categories during the “getting to know you” stage:</p>	<p style="text-align: center;">A</p> <p>Top 5 answers to prepare for the agent “getting to know you” stage:</p>
<p>1. Ask about the agent’s impressions of your book. Adapt to your circumstance – possible line of questioning below:</p> <ul style="list-style-type: none"> • How do feel about the book’s potential? • How ready is it? • Are you an editorial agent? • What are your thoughts in terms of revision? • What, in your opinion, are the MS’s strengths & weaknesses? • Do you see series potential? 	<p>1. No, I’m <u>not</u> batshit crazy.</p> <p>This line of questioning could come at you from any number of surprising angles. Be prepared to sound like a relatively sane human being (even though you’re feeling like a Mad Hatter doing backflips & happy dances in your mind).</p> <p>The agent is likely experienced with excited potential clients, but if you think you will come across as sounding batshit crazy, you may want to consider taking ½ a sedative - not enough to make you sound comatose though☺</p>
<p>2. Ask about the agent’s workload and passions, also past successes. Suggestions:</p> <ul style="list-style-type: none"> • How many clients do you have? How many do you aspire to have? • Do you consider client relationships to be one-offs for specific books, or to take on clients for their ongoing career? • Any recent sales? • What is your experience with this particular book genre? • Are you a member of a professional literary agents’ associations such as the Association of Authors’ Representation? <p>Note: If your agent is NOT a member, you shouldn’t consider it a deal-breaker. What’s important is that she/he is in line with the AAR’s requirements for ethics and handling clients’ funds.</p>	<p>2. I am very passionate about my book and prepared to work hard.</p> <p>Be prepared to answer questions about your manuscript and how it came about. Do let the agent know how much passion has gone into your work and how much you are willing to sacrifice to deliver the best experience to readers.</p> <p>You should also sound focused on being the best writer you can be, not on buying that chateau in France or appearing on Oprah.</p>

<p>3. Ask about agent's process/method of working:</p> <ul style="list-style-type: none"> • After I sign on, what happens next? • Do you have a submission plan? • How many editors do you plan to submit to initially? • Which houses/editors do think would be a good fit for this project? • How do you see the book being positioned within the larger market? • What if there's a possibility of selling secondary rights (film, audio, etc.)? • How are subsidiary rights set up at your agency? In-house film agents? • If outside, who do you work with? • Preferred method of communicating? • How often are you in contact with your clients? • Will you keep me updated as rejections and offers come in? • Will I see the rejection letters? • How do you feel about small presses? • Would you allow me to contact a couple of your clients? One that hasn't sold? • Who will handle my work within the agency? <p><u>Note about the last question:</u> It's important to know to whom you can go if you have any specific questions down the road. Some agents at bigger companies will assign you to an assistant or junior agent rather than rep your book personally. At boutique agencies, you'll probably be working with the agent you queried.</p>	<p>3. This _____ (fill-in-the-blank) is how much I'm willing to revise my novel.</p> <p>You may be willing to revise, but are not willing to entertain a complete overhaul. Know your limits and expectations, and be honest.</p>
<p>4. Ask the agent about contingency (what if questions):</p> <ul style="list-style-type: none"> • What happens if you leave the agency? • Would you still represent me if I wrote outside of my current genre? • What happens if either the agent or client wants to end the relationship? • If the relationship is terminated, what is 	<p>4. I've done my homework.</p> <p>Be prepared to discuss some of your ideas. Do you know your target market? Have you researched your market? Do you have contacts that can help with the book launch?</p>

<p>the policy for unsold works the agent has represented?</p>	
<p>5. Ask if you can see the contract.</p> <p>At the heart of the agent-writer relationship often is a legal literary agency contract, so you should find out what you're getting into <i>before</i> you get into it.</p> <ul style="list-style-type: none"> • What are the terms of the representation being offered? • Is there a time limit? • If so, what's the minimum time requirement on my contract? • Is it for one book, or is it open-ended? • What are your commission rates? • Are they standard 15% domestic/20% foreign? • Are there any up-front "marketing" fees or editorial fees upon contract signing? (red flag) 	<p>5. Thank you!</p> <p>Don't forget to express your gratitude. This agent has taken the time to both read and seriously consider your work and you as a client. No matter what happens, this is something to feel grateful for and you should tell her/him that.</p> 

Just in case. . .

A most important question NOT to forget:

While some agents may call you and offer representation upfront, others may hold back on making the offer until they assess the initial vibe of the first conversation. And at the end of this type of chat, it is your prerogative to come right out and ask, "So, now that we've had a chance to discuss my work, are you interested in representing me?"