Lawrence J. Fennelly, CPOI, CSSM, past Chairman of the Board of Director, IFPO Marianna A. Perry, M.S., CPP, CPOI, past secretary and Treasurer, IFPO

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- 18. Things you need to know about getting published
 - 1. Publishing a book begins with and idea that will be unique to the reader.
 - 2. Its based on your expertise because you will need to write about 20 chapters or 550 pages.
 - 3. If you teach a class, write the book for your class could be more profitable.
 - 4. Your not going to be rich from publishing a security book.
 - 5. Go to a bookstore and write down the names of publishers that match your field of expertise assuming its different from security.
 - 6. Publishers have a proposal form they will want you to fill out, give them long in depth answers for your great idea for a book or book series.
 - 7. If you have published anything send that along also with your updated resume.
 - 8. If you haven't published before the proposal submit chapter one of your proposed book. Why? Because they want to see a sample of your writing style.
 - 9. Table of content should be broad and in-depth.
 - 10.Read the contract very close before you sign it its flexible and you can add or subtract from it.

- 11.Security Publisher to contact: k.birtcher@elsevier.com, they may only offer you 8% CRC Press mark.listewnik@taylorandfrancis.com, will offer you 16% as will ASIS contact person is unknown to us. But they off 16% also.
- 12. Your contract states how many book you will receive Elsevier will offer you 5% CRC & ASIS will offer you 10%.
- 13. Now this is important, should you decide to footnote **anything** you will be required to get written permission from the original author and he or she will have to sign a form. So a covering letter, copy of what you intent to use, and the publishers form will have to be mailed to the original author.
- 14. Totally understand # 13 or you will be sorry if it's not done right.
- 15. Publisher will do very little to promote your book. They wouldn't even call you after its published to say "nice job great book".
- 16.Don't write the book before you get a publisher because if you didn't get a publisher you have waste a lot of time.
- 17. Yes you are also signing over your rights to what you have written.
- 18. There is also Amazon that publishes Book but we have no information on them.

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