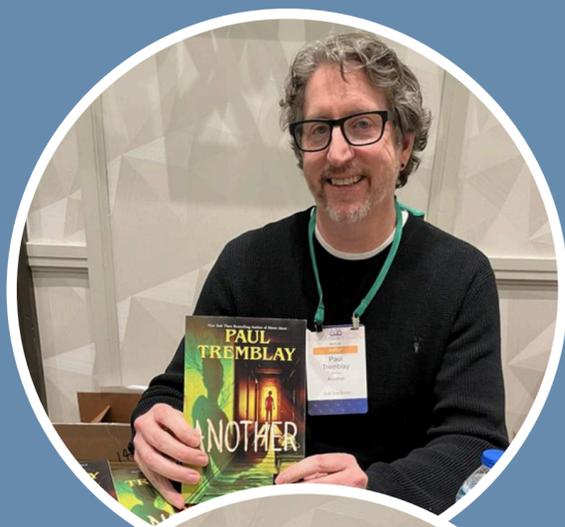


BOOKSELLER PROGRAMS

Independent bookstores are the heart of the reading community and valued HarperCollins partners – our programs are designed to support your bottom line!



INDEPENDENT BOOKSTORE SUPPORT

- Dedicated Sales Force
- New Bookstore Program
- Backlist Program
- Monthly & Seasonal Promotions
- Earned Coop or HCPF Coop & Marketing Fund*
- Commission from HC.com sales
- Robust Author Event Programming
- Author Event & Newsletter Coop
- Support and Participation in Regional and ABA Institute Programming

*HarperCollins Promotion Fund partnership for eligible accounts receive automatic quarterly coop and marketing fund payments, to find out more email harperindieteam@harpercollins.com.

CONTACT US FOR MORE INFORMATION

-  Kathleen Faber, VP Independent Sales, Children's
-  Wendy Ceballos, Sr. Director, Retail Marketing and Field Sales, Adult
-  harperindieteam@harpercollins.com

EVENTS

-  Kristen Milford, Senior Manager, Adult National Account & Retail Marketing
-  kristen.milford@harpercollins.com

Detailed Program Benefits

HCPF Coop Fund

- Yearly % of NET sales earned.
- No-claims-needed.
- Earn 20% commission on HarperCollins.com sales.
- Extended dating on all orders.
- Lower minimum order requirement.



Backlist Program

- Extra discount on all HarperCollins titles year round.
- Access curated Edelweiss catalogs



New Bookstore Program

- Receive Market Development Funds in the first 12 months of business.
- Enjoy 120-day dating during your first 3 months.
- Lower free freight minimum.

