



Introduction for Dan Poynter

What are the advantages and disadvantages of being a **smaller** publisher? Dan Poynter has the answers.

Since 1969, Dan Poynter has written more than 100 books including *Is There A Book Inside You?*, *The Self-Publishing Manual*, *The Skydiver's Handbook* and *The Expert Witness Handbook*.

Dan has experienced every phase of the book publishing process.

He has **sold** his manuscripts to other publishers, he has published **other** authors, he has published his **own** books and his books have been **translated** and published in six other countries.

Dan has been an author, a publisher and a self-publisher.

Dan does not just **work** in the book publishing business; he **studies** the book publishing business.

He doesn't just **talk** about book promotion; he **teaches** book promotion.

Now, you are about to hear some reasons why we are lucky to be small publishers.

It gives me great pleasure to introduce
"Mr. Publishing," **Dan Poynter**.