



LEB Conference 2018 PROGRAM

Saturday, 24 March – optional pre-conference activities

Time	Event	Location
2.15 – 5.30pm	<p>Suggested morning activities: Salamanca Market</p> <p>A ferry ride to MONA (Museum of Old and New Art) and tour of the museum Don't miss your chance to visit Hobart's premium cultural attraction. Enjoy drinks and canapes on the MONA Roma catamaran on the way to, and back from, the museum.</p>	Mona Brooke Ferry Terminal, Franklin Wharf
6.00 – 7.30pm	<p>Drinks at Fullers Bookshop Come and enjoy a drink or two at the iconic Hobart bookstore. Featuring guest author presentation: Angelica Banks, aka Heather Rose and Danielle Wood</p>	161 Collins Street

Sunday, 25 March – Conference Day 1

Time	Event	Location
10.00am –	<p>Registrations and morning tea Conference satchels provided by Penguin Random House</p>	Mezzanine Lobby
11.00 – 11.10am	<p>Welcome and opening Galina Marinov, LEB National Group Manager</p>	Grand Ballroom 2&3 Mezzanine Level
11.10 – 11.30am	<p>Guest author presentation: Christian White, The Nowhere Child, Affirm Press (July) The 2017 Victorian Premier's Literary Awards winner for an unpublished manuscript delivers the conference opening address.</p>	Grand Ballroom 2&3 Mezzanine Level
11.30 – 12.30pm	<p>Member forum: Review of LEB member services, marketing activities and system upgrades</p> <ul style="list-style-type: none"> • 2017 group and market overview • Update on LEB services and initiatives • Open forum 	Grand Ballroom 2&3 Mezzanine Level Members Only Closed session
12.30 – 12.50pm	<p>Guest author presentation: Gillian Triggs, Speaking Up, MUP (October) Former President of the Australian Human Rights Commission, Gillian Triggs, speaks of the choices she made and the principles she champions from her recent trailblazing tenure.</p>	Grand Ballroom 2&3 Mezzanine Level
12.50 – 1.30pm	Buffet lunch	Mezzanine Lobby
1.30 – 2.30pm	<p>Keynote: How to Fix the Future - The future of Books and Bookselling Andrew Keen, Internet critic, entrepreneur and author of How to Fix the Future: Staying Human in the Digital Age, A&U (April) shares his hopes and recommendations for fixing the future of books, and the role booksellers play in preserving human values in an increasingly digital world.</p>	Grand Ballroom 2&3 Mezzanine Level
2.30 – 3.00pm	<p>Nielsen Book: Review of 2017 and Future Trends Presented by Julie Winters, Associate Director, Nielsen Book A snapshot of Australian publishing and independent bookselling in the past 12 months and emerging trends and opportunities.</p>	Grand Ballroom 2&3 Mezzanine Level

3.00 – 3.45pm	Marketing session: Social Selling - Converting Social Media Into Sales Presented by Kate Levy, Marketing Director, Leading Edge Group Using social media to drive traffic to your store and website.	Grand Ballroom 2&3 Mezzanine Level
3.45 – 4.00pm	Afternoon Tea Sponsored by Melbourne Books	Mezzanine Lobby
4.00 – 4.30pm	Supplier session: Text Publishing – A Gruen-style Pitch Challenge: Robbie Arnott, <i>Flames</i> (May) and Katherine Collette, <i>The Helpline</i> (September) Robbie Arnott, a copywriter, and ex-bookseller, by day, and Katherine Collette, a (sewage) engineer ‘pitch’ their novels in an entertaining 30-minute session catered to Leading Edge booksellers. Chaired by Chris Gordon (Readings) and judged by a panel of LEB booksellers.	Grand Ballroom 2&3 Mezzanine Level
4.30 – 5.10pm	Supplier Session: HarperCollins 2018 – A Novel Year: HarperCollins celebrates 130 years of local publishing Introducing Harper House of Fiction authors: Trent Dalton, <i>Boy Swallows Universe</i> , (July), Felicity McLean, <i>Van Apfel Girls are Gone</i> (Sept) and John Purcell, <i>Girl on the Page</i> (Oct), Moderated by Catherine Milne.	Grand Ballroom 2&3 Mezzanine Level Closed session
5.10 – 5.40pm	Open a Child’s World - Booksellers share their passion, tips and techniques to successfully selling children’s books. Topics to include: store design & merchandising; using book lists and other resources, POS and marketing, product selection and diversity; working with schools. Panel include: <ul style="list-style-type: none"> • Scott Whitmont, Lindfield Bookshop NSW • Jaye Chin-Dusting, Mary Martin Bookshop VIC • Tracy Challis, Ulysses Bookshop VIC Chaired by Ruth Hipwell, Leading Edge Books	Grand Ballroom 2&3 Mezzanine Level
6.00 – 7.30pm	Penguin Random House Welcome Drinks with special guest Tim Winton Sponsored by Penguin Random House A special event with the four times Miles Franklin Award winner and the winner of the inaugural 2008 Indie Book of the Year Award, and author of <i>The Shepherd’s Hut</i> (PRH, March). To be introduced by Ben Ball, Publishing Director, PRH Literary Adult Publishing.	Harbour View One Mezzanine Level
7.30pm –	Free evening	

Monday, 26 March – Conference Day 2, Supplier Trade Show and Awards Night

Time	Event	Location
7.30 – 9.00am	Breakfast, featuring guest author presentations Andrew Hansen (<i>The Chaser</i>) and Jessica Roberts, <i>Bab Sharkey and the Animal Mummies</i> (Walker Books, May & November) present their new children’s series. and Sisonke Msimang, <i>Always Another Country: A Memoir of Exile and Home</i> (Text, Oct) An inspiring presentation by TED speaker and Programme Director at The Centre for Stories.	Harbour View One Mezzanine Level
9.00 – 10.00am	The Power of One Good Idea – Leading Edge Book members share their best sales and marketing ideas & practice. Best Idea Prize – sponsored by Circle Software Session includes presentations and workshops in areas of: <ul style="list-style-type: none"> • Marketing and merchandising • Book clubs, event management and community engagement • ‘Responding to challenge’, doing things differently ideas. Session featuring the announcement of Lonely Planet window/in-store display competition winner.	Grand Ballroom 2&3 Mezzanine Level Members Only Closed Session
10.00 – 10.40pm	Supplier session: Hachette – Podcasts from the Edge: A live podcast Join Joshua Pomare, host of the monthly podcast <i>On Writing</i> and author of <i>Call Me Evie</i> (Jan 2019), in a lively and entertaining discussion with Hachette writers: Stephanie Bishop, <i>Man Out of Time</i> (Sept), Kayte Nunn, <i>The Botanist’s Daughter</i> (Aug) and Joanna Nell, <i>The Single Ladies of Jacaranda Retirement Village</i> (Oct).	Grand Ballroom 2&3 Mezzanine Level Closed Session

10.40 – 11.00am	Morning tea Sponsored by Gardners	Mezzanine Lobby
11.00 – 12.00pm	Author Speed Dating: Discover New and Diverse Voices Get to know your favourite 2018 authors in an interactive hour of speed-dating style presentations. Featuring: <ul style="list-style-type: none"> • Scribe: Kate Wild, Waiting for Elijah (July) • Scribe: Jill Stark, Happy Never After: Why the happiness fairytale is driving us mad (and how I learned to flip the script) (Aug) • Ventura: Angela Meyer, A Superior Spectre (Sept) • Pantera Press: Lynette Noni, Wisper (May) and We Three Heroes: The Medoran Chronicles (Sept) • Pantera Press: Meg Gatland-Veness, I Had Such Friends (Sept) • Hardie Grant: Kate Rossmannith, Small Wrongs (June) • Hardie Grant Egmont: Jeremy Lachlan, Jane Doe and the Cradle of All Worlds (Aug) • Fremantle Press: Chris Ferreira, A Place in the Country (May) 	Grand Ballroom 2&3 Mezzanine Level
12.00 – 12.30pm	Supplier Session: Simon & Schuster presents Kristina Olsson, Shell (Oct) The first book in S&S new local Scribner list. Get behind the story of Shell with S&S Publishing Director Fiona Henderson in conversation with Kristina Olsson; be the first to see the cover design; receive a limited, signed edition and learn how to be in the running for winning a trip to Book Expo America 2018.	Grand Ballroom 2&3 Mezzanine Level Closed Session
12.40 – 1.00pm	Author Q&A: Chris Hammer, Scrublands (A&U, July) Hear from the author of ‘one of the biggest debuts of 2018’ - a brilliant mix of page-turning plot, unforgettable characters, and an evocation of the Australian landscape – in conversation with Jane Palfreyman.	Grand Ballroom 2&3 Mezzanine Level
1.00 – 5.00pm	Supplier Trade Exhibition including buffet lunch Flat pack boxes provided by UBD 3.30pm Afternoon tea 4.30pm Sparkling Happy Hour – sponsored by JLT and featuring the announcements of <ul style="list-style-type: none"> • Winner of Passport for Profit draw – sponsored by Barcode Solutions • Winner of the Best Trade Stand competition 	Federation Ballroom Mezzanine Level
6.30 – 10.30pm	LEB Conference 2018 Awards Dinner - Celebrating 10 Years of Indie Book Awards	Glen Albyn Estate, 400 Channel Hwy, Taroona TAS (20 mins drive from central Hobart) Buses leave from hotel at 6pm
6.30 – 7.15pm	Pre-dinner Drinks – sponsored by Ingram	
7.15 – 8.30pm	Indie Book Awards 2018 Ceremony featuring guest authors - Category and Book of the Year winners Book of the Year – sponsored by Affirm Press Fiction Award – sponsored by Pan Macmillan Non-Fiction Award – sponsored by Allen & Unwin Debut Fiction Award – sponsored by Hachette Children’s Award - sponsored by Bloomsbury Australia Young Adult Award – sponsored by Text Publishing Illustrated Non-Fiction – sponsored by Thames & Hudson	
9.10 – 9.30pm	Guest author presentation: Kon Karapanagiotidis, The Power of Hope, (HarperCollins, July)	
9.30 – 10.30pm	Conference Annual Awards <ul style="list-style-type: none"> • 1st Time Delegate draw – sponsored by Hachette • Winner of Best Business Idea – sponsored by Circle Software • Winner of free 2018 Conference registration • Publisher of the Year and Small Publisher of the Year • Bookstore of the Year – Metro - sponsored by Nielsen • Bookstore of the Year – Regional - sponsored by Nielsen 	
10.30	Dinner Close	Buses leave from venue at 10.30pm

Tuesday, 27 March – Conference, Day 3

Time	Event	Location
7.45 – 9.00am	<p>Store owners and managers working breakfast: Strategies to Improve Your Store's KPIs. A panel of Leading Edge booksellers share best practice. Topics to include: Results from group benchmarking survey; Managing your inventory to optimise stock turn; Returns management; Upselling and other strategies to improve conversion rate; Improving your gross profit margin and more. Panel include:</p> <ul style="list-style-type: none"> • Jay Lansdown, Constant Reader NSW • Anna Low, Potts Point Bookshop NSW • Ross Dillon, Dillons Norwood Bookshop SA <p style="text-align: center;">Chaired by Kevin Young, Not Just Books TAS</p>	<p>Harbour View One Mezzanine Level</p> <p>Members Only Closed Session</p>
9.00 – 9.30am	<p>Supplier Concurrent Sessions – Choose from:</p> <p>Publishing Poetry – Magabala Books presents False Claims of Colonial Thieves, Charmaine Papertalk Green and John Kinsella (via Skype) discuss the most talked about poetry book of 2018 - a rare collaboration between Indigenous and non-Indigenous poets. Moderated by Anna Moulton, CEO Magabala Books.</p> <p>OR</p> <p>Bolinda Audio Sales – The Rise and Rise of Audiobooks Immerse yourself in all things audiobooks, be reminded how amazing audiobooks are and be inspired to listen to your first ever audiobook! Presented by Rebecca Herrmann, Bolinda founder & co-CEO and FutureBook Leader of the Year 2017.</p>	<p>Grand Ballroom 2&3 Mezzanine Level</p> <p>Harbour View One Mezzanine Level</p>
9.30 – 10.30am	<p>Industry Forum: Supply Chain in Time of Amazon A Q&A-style forum addressing the most pressing for the industry distribution and supply issues in time of increased competition from online retailers. Panel of industry representatives include:</p> <ul style="list-style-type: none"> • Kaye Wright, Penguin Random House and UBD • Louise Sherwin-Stark, Hachette and ADS • Darren Kelly, HarperCollins and HEDS • Warwick Schaffer, Circle Software • Debbie Lee, Ingram Lightening Source • Bruce Powell, TitlePage/APA <p style="text-align: center;">Chaired by: Gavin Williams, Matilda Bookshop, SA</p>	Grand Ballroom 2&3 Mezzanine Level
10.30 – 10.45am	<p>Morning tea Sponsored by Brolga Publishing</p>	Mezzanine Lobby
10.45 – 11.15am	<p>Supplier session: Allen & Unwin presents - Standing Up, Speaking Out and Fighting Back Jane Palfreyman chairs an inspiring session with outspoken authors Bri Lee, Eggshell Skull (June), Gabrielle Stroud, Teacher (July), and Clementine Ford, Boys Will be Boys (October).</p>	Grand Ballroom 2&3 Mezzanine Level
11.15 – 12.10pm	<p>Closing keynote: Reinventing the Store Experience A forward looking and practical session from a specialist retail consultant on global retail trends; innovative store designs and formats; ways independent booksellers can compete with online retailers and what the 'bookstore of the future' might look like. Guest presenter: Beverley Chambers, Numensa Retail Consulting</p>	Grand Ballroom 2&3 Mezzanine Level
12.10 – 12.40pm	<p>Conference Highlight: Surprise Guest – DO NOT MISS!</p>	Grand Ballroom 2&3 Mezzanine Level
12.40 – 1.15pm	<p>Conference close and buffet lunch</p>	Mezzanine Lobby
1.15 – 1.45pm	<p>Advisory Committee meeting and election of new Chair</p>	Grand Ballroom 2&3 Mezzanine Level