

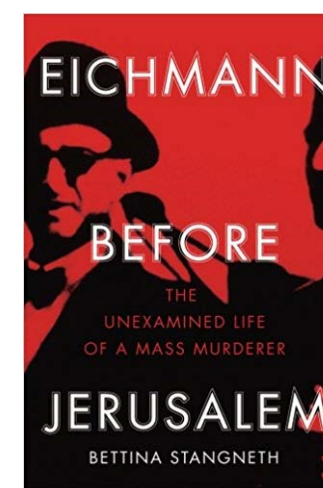
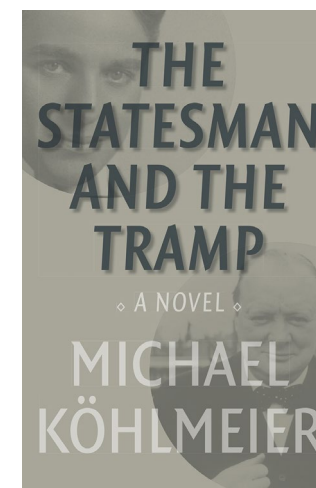
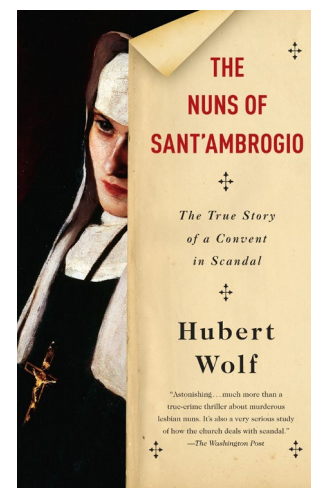
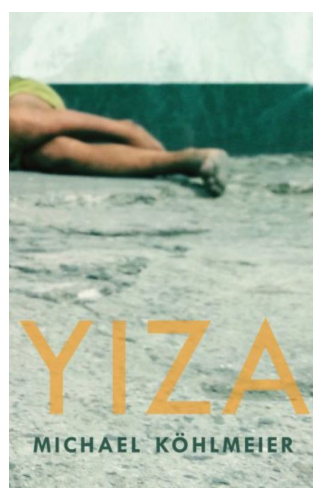
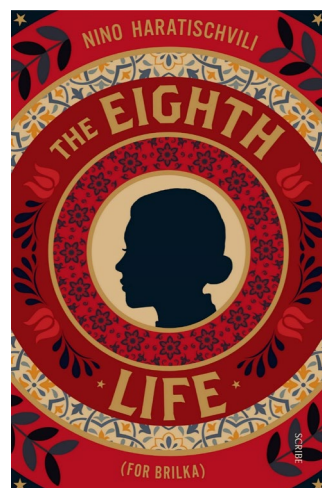
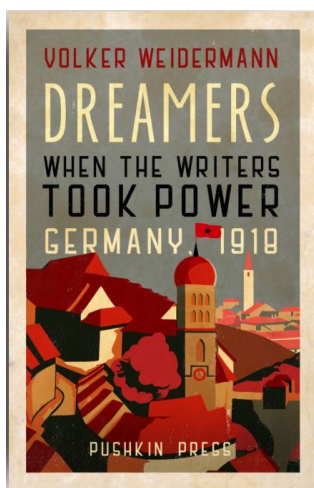
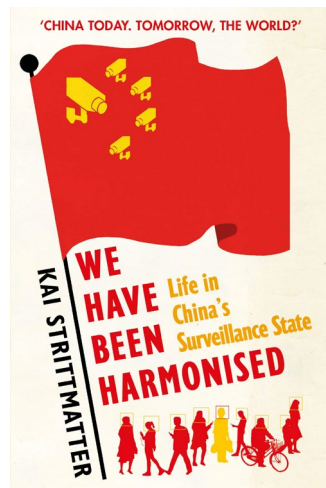
Building and maintaining a healthy professional network





Ruth Martin

Co-chair:







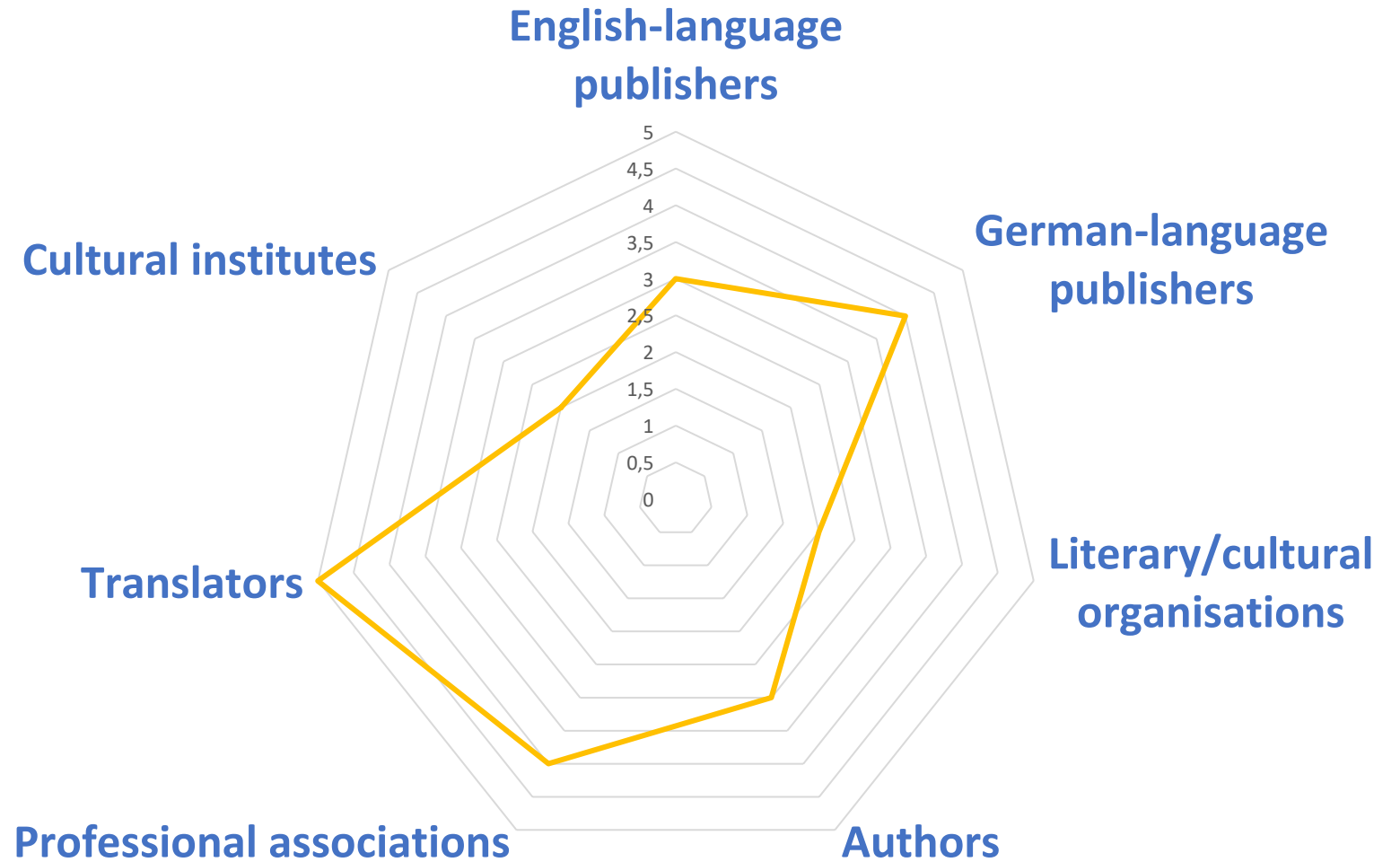
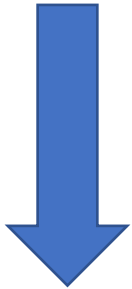
Not a network

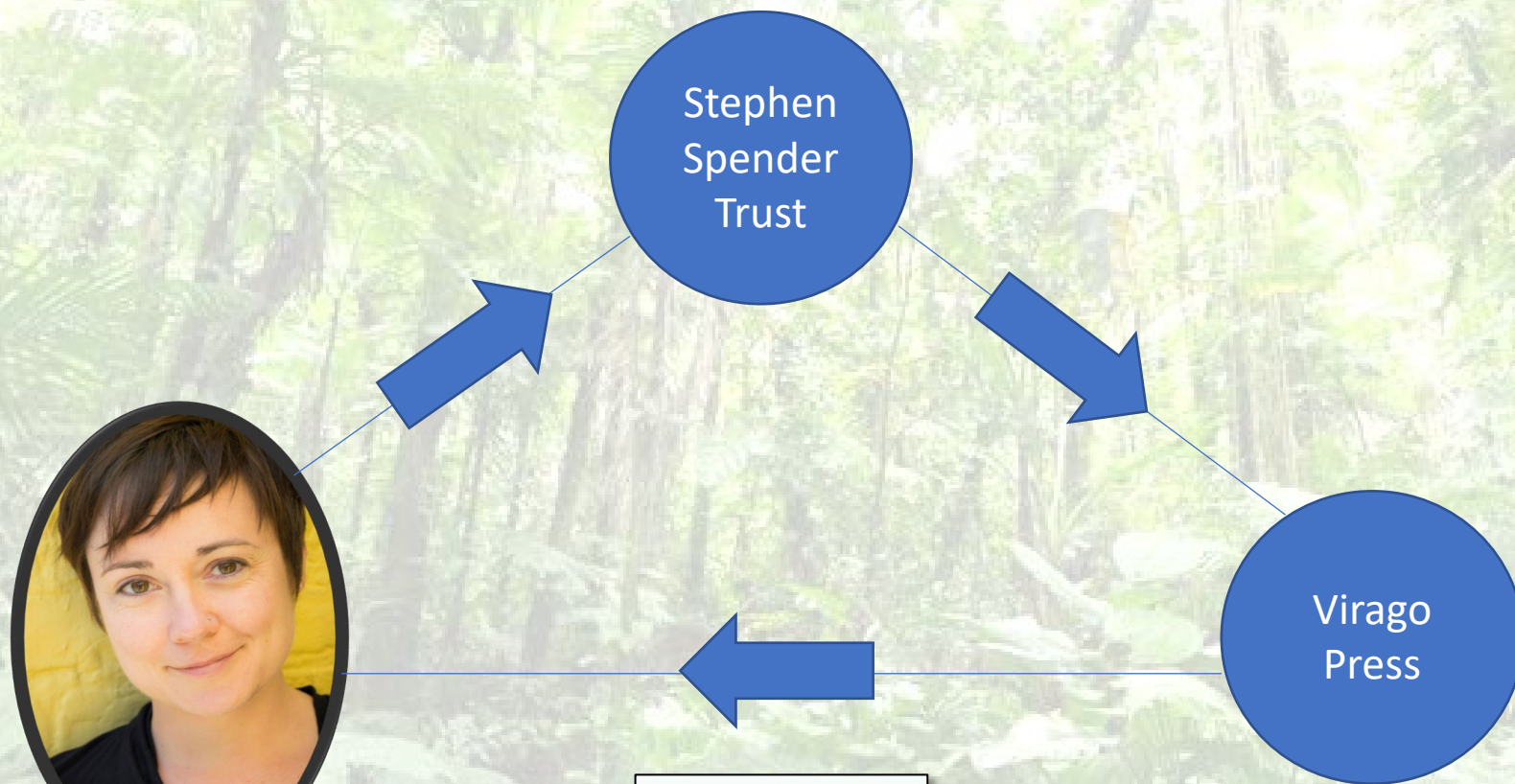




How healthy is your network?

0
1
2
3
4
5









Translators!



Publishers need

YOU

Source

Sample
translations

Market knowledge

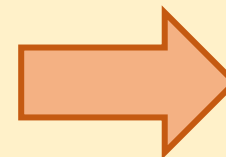
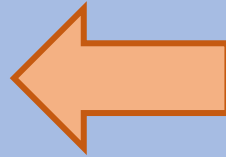
Catalogue
translations

Target

Advance
information

Book
translations

Reader's
reports





www.acfdc.org



<https://www.buchmesse.de/en/international-business/international-offices/new-york>



<http://www.new-books-in-german.com/node/16>



<https://www.goethe.de/ins/us/en/index.html>



<https://prohelvetia.ch/en/>



The Freedom
to Write

<https://pen.org/>

Should I join a professional association?



Should I join a professional association?



Authors

- **Direct commissions**
- **Partnerships, repeat business**
- **Recommendations**

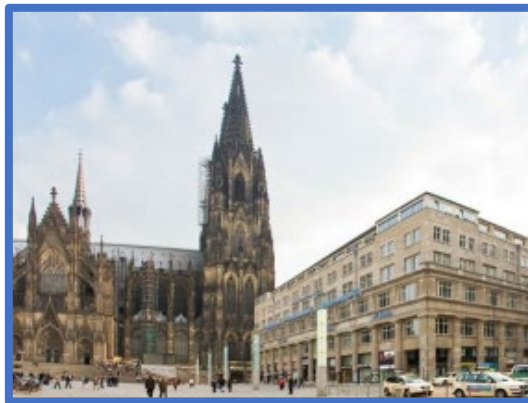


How do you build your network?

1: face to face



Book Fairs



Visits/meetings



Translation events



Book launches

Networking

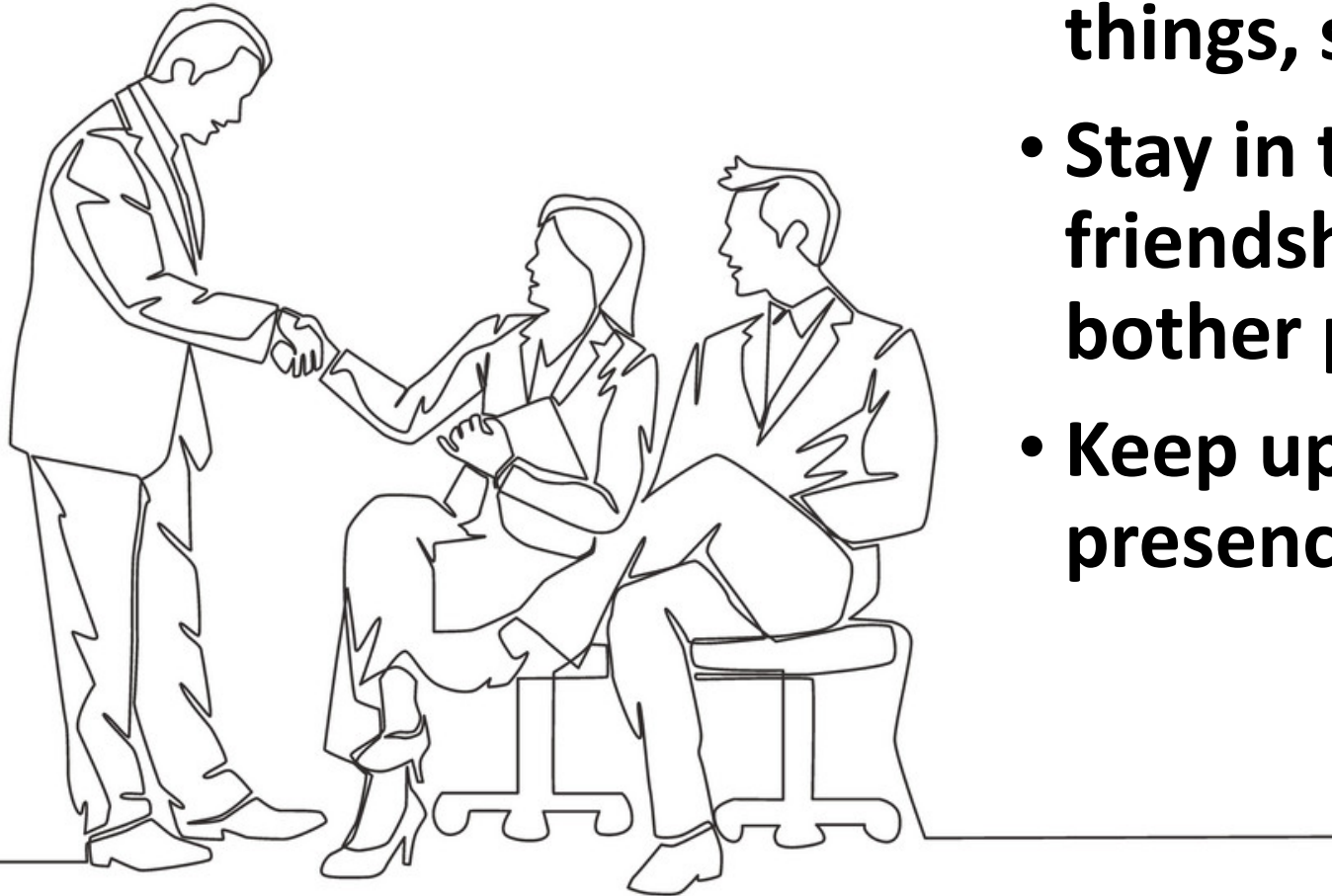
- **Do your homework**
- **Get someone to introduce you**
- **Ask open questions**
- **No hard sell**
- **Be memorable**
- **Follow up**

How do you build your network?

2: online

- **Professional associations' forums**
- **Online networks**
- **Social media: Twitter; Facebook groups**
- **Approach German publishers about samples and catalogues**

How do you maintain your network?



- **Give back (volunteer for things, support publishers)**
- **Stay in touch (build friendships, but don't bother people)**
- **Keep up your online presence**



What can translators do for each other?

Form collectives:

Smoking Tigers



Çedilla & Co.



THE
STARLING
BUREAU



What can translators do for each other?

Recommend your colleagues



What can translators do for each other?

Informal CPD



What can translators do for each other?

Co-working and support groups



Add me to your network!



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