Diversify!

Photo by Sara Harder. Used with Permission.
In this issue...

Editorial................................................................................................................3
Word from the Administrator..............................................................................4
(Translation) Notes from the Homeland............................................................6
GLD Conference Primer......................................................................................8
David Coats Tribute............................................................................................11
GLD Digital Events:
Your Platform for Connecting, Learning, and Growing..............................12
Feature:
Branching Out Into Monolingual Copywriting..............................................16
Editing and Proofreading: A Natural Fit and
Sound Practice for Language Professionals.....................................................18
My (Not So) Accidental Diversification Strategy.............................................20
Helping Tech-Challenged Colleagues and Clients........................................22
Translator in Profile: Rainer Klett.....................................................................24
Book Review:
Auch kleine Flöhe schreibt man groß!...............................................................26
Calendar of Events 2023–2024......................................................................29
Dear Readers,

Don’t put all your eggs in one basket. If there’s a golden rule of freelancing, this may be it.

We’ve always heard not to rely on a single client as our main source of income. But in light of the current economic downturn and the rising power of AI, this rule has taken on a new meaning.

For many translators, making a living off of their language skills alone is no longer feasible. To counteract dwindling assignments, dropping rates, and increased competition, some of us are adding new services to our portfolio.

In this issue, you’ll hear from several GLD colleagues who have diversified their service offerings to supplement their translation or interpreting income.

Roland Grefer is Helping Tech-Challenged Colleagues and Clients with various computer-related tasks. Erin Riddle is offering Editing and Proofreading services for academic writers. Matt Griffin is Branching Out Into Monolingual Copywriting. And Carola Berger found her (Not So) Accidental Diversification Strategy in offering website design services for wordsmiths.

In addition to these features, we also have our usual content, including Karen Leube’s Word from the Administrator, Ellen Yutzy Glebe’s (Translation) Notes from the Homeland, and a recap of our most recent GLD Digital Events by Erin Riddle and Katrin Rippel Galati. And with the ATA 64th Annual Conference only weeks away, we’ve of course included our usual Conference Primer highlighting German-related sessions.

Unfortunately, we had to say goodbye to another GLD member earlier this year. Special thanks to Karen Leube, who wrote a beautiful Tribute to Our Colleague David Coats.

You may have noticed that our GLD List has a new admin. You can learn more about the new Listmaster Rainer Klett in this issue’s Translator in Profile.

Finally, our book review coordinator Rosalie Henke has provided a recap of the book Auch kleine Flöhe schreibt man groß! by Christian Stang. And as usual, Stella Waltemade has put together a comprehensive Calendar of Events with upcoming conferences, workshops, etc.

We hope you enjoy this issue!

Mit sonnigen Grüßen aus San Diego

Marion Rhodes
Editor-in-Chief
It’s early August as I write this piece, and while we are still in the (in Germany rainy) “Sommerloch,” the ATA Annual Conference will be just weeks away by the time you read this. I am eager to meet up with our members in person and connect with the other division administrators face to face and in one place. And of course I can’t wait for this year’s German track sessions held by Michael Schubert, Jacqueline Jugenheimer, and one co-presented by Jill R. Sommer and yours truly. I am particularly excited about our first Professional Forum, an event targeting German Language Division members. We will be taking a hard look at the German-English/English-German T&I market and brainstorm ways to keep our business viable. To guide our discussion, Assistant Administrator Robin Limmeroth and I will be using the results of a short business survey we conducted in September. We plan to report the discussion outcome to the ATA Board and Headquarters and seek their support for our division members.

Of course, the conference will also offer us the opportunity to network and just plain “chill” in Miami. In addition to welcoming our division members at the “Division & Special Interest Groups Mix and Mingle” on Wednesday evening, we have planned a sit-down dinner on Thursday evening of the conference for our members to eat, drink, and connect. The social is always one of the highlights of the conference for us, and we hope you will all join us at “Crazy About You,” which is a 15-minute walk from the conference hotel.

By the time you read this column, we will have already had our German Language Division Annual Meeting of All Members in September on Zoom, where I will have reported on our activities since November 2022. Since you read my column in the March issue of interaktiv, we have seen a few changes in our Leadership Council. Randal Ger naat has taken over the position of Web Manager from Robin, so that she can dedicate her energy to her administrative duties. In addition, Noah Alter has assumed the position of Social Media Coordinator, taking over the role from Ilona Friedman, who managed our Facebook page for the previous three years. With Randal and Noah on board, we now have a regular plan for posting blog content on the website and posting the links on LinkedIn (over 1,150 followers as of early August!), Facebook, and “X.” Annoyingly, all division websites have
suffered from technical snafus that have yet to be ironed out. Whenever possible Randal publishes new blog content on Thursday evenings, US East Coast time. We are grateful for a number of GLD members outside the Leadership Council who have published blog content, such as Katharina Jones, who wrote about what inspired her to become passionate about the English language. We would love to feature more of you as GLD blog authors in the future. Please let us know if you have anything to share (in English or German), especially if you have never done so before!

And this brings me to “first-timers.” While I am tickled pink that we will have sessions held by seasoned presenters in the German track at the 2023 ATA Annual Conference, I would be thrilled to receive session proposals for next year’s conference from members who have never presented before. We offer ways for you to float ideas and even practice your public speaking, whether at the annual GLD Members in Europe workshop tentatively scheduled for February 2024 or virtually, as part of the GLD Digital Events series. In fact, GLD Digital Events Coordinators Erin Riddle and Katrin Rippel Galati held a web event with public speaking tips in May and would be happy to work with you on a potential presentation.

In addition, in 2024 it will be “our turn” to invite a GLD Distinguished Speaker for the ATA Annual Conference, and I will need to reach out to a potential speaker by late January 2024. Please contact me with any tips or requests for topics and/or speakers you would like to hear from a presenter who would not normally attend the ATA Conference (cannot be an ATA member).

As always, “nach der Konferenz ist vor der Konferenz.”

In diesem Sinne,
Karen Leube
Administrator, German Language Division

---

**Become a GLD Contributor!**

Do you write or blog about the translation industry—or would you like to start and need a platform? We want you! Please contact Marion Rhodes about how you can become a GLD contributor! E-mail: marion@imctranslations.com.

---

“At the German Language Division, we are working hard to provide our members with the networking and educational opportunities they need to navigate the uncharted waters ahead.”
Notes from the Homeland

By Ellen Yutzy Glebe

It’s always hard to predict what will be foremost on our minds by the time this column appears in print. Many of the stories that dominated the news cycle this week—Sinéad O’Connor’s untimely death, a freighter with over 3,000 cars aboard that is burning in the Wadden Sea off the coast of The Netherlands, the Women’s World Cup—will have been forgotten, usurped, or rendered obsolete amidst the next wave of news, good or bad, that flooded the airwaves.

Some of the recent stories, however, are bound to have longer term repercussions—wildfires have ravaged large swathes of southern Europe, fed by drought and record high temperatures; July will likely be declared the hottest month on record; ocean temperatures off the Florida coast have basically turned the Atlantic into one big hot tub, threatening a massive die-off of the coral reefs and local marine ecosystems; and a recent study suggests that vital ocean currents could shut down within the next decade.

Here in Kassel, we’ve been spared the worst of the heat, but we’ve had our own recent run-in with global warming and its effects. On July 22 a storm cell passed right over the city, pelting us with hailstones as big as golf balls, which broke windows and dented vehicles. The hail and the debris stopped up drains, and the rain—which came down at nearly unprecedented rates well over the threshold for a “storm of the century”—backed up into streets and basements and stores and the city library. As dramatic as it was, it was a fairly short-lived episode and, aside from the dimpled cars parked in the streets, little evidence remains of its effects in most neighborhoods.

What, you might ask, does any of this have to do with translation? Well, at face value, not a great deal, perhaps. But as the translation landscape changes, and we decide how to respond and adapt to those changes, we might do well to remind ourselves that we are in the unique position of being able to understand the human condition in 2023, and these things are all relevant to that. ChatGPT can probably generate a text about Sinéad O’Connor and tell us when she was born and give us an outline of her career, but it can hardly understand what it was about her that led to the outpouring of personal accounts and reflections after her death this week. DeepL might be able to translate a text about the cargo ship—the Freemantle Highway? Who names these things?—and the automobiles aboard, but DeepL hardly understands the emotional toll on residents and tourists alike who fear the vessel could devastate the unique landscape of the North Sea where they’ve lived and vacationed for generations. You can ask Siri who won the last soccer game, but “she” will have a harder time explaining the tears and the stunned facial expressions after the German women’s team failed to advance past the group phase.

The translation world remains atwitter at recent technological advances, and often these concerns get expressed in a “professional translator” versus the machine dichotomy. But that juxtaposition is misleading: the technologies are here and are not going away—and are professionals not the ones who have mastered...
their machines? Yes, there are carpenters who eschew power tools, but are they the best fit for most jobs? If your doctor has access to a new treatment that will require half as many visits to her office, do you expect her to prescribe it or to keep doing things as taught in medical school a decade ago? On the other hand, you probably also don’t aspire to be the guinea pig that gets a quacksalver cure that is little more than snake oil.

I’ve attended a few online presentations about some of these supposedly revolutionary translation technologies in the past few months, where the presenters seemed to be in awe of the machine: at one, on Proz.com, the presenter literally asked ChatGPT to translate a text into German and then exclaimed with glee at how fast it spit out the translation, only to tack on, like an afterthought, that he didn’t speak German! He was seemingly untroubled by the fact that he couldn’t possibly assess the quality of the text. In another case, he asked the tool to edit a text to make it more interesting and was delighted with the result, even though the program’s changes granted agency to a crashing airplane. Another significantly better presentation, suggested that the tool being presented was like having a “flaky assistant” whose work you always needed to check carefully.

The carpenter has learned to turn ideas and drawings into 3D objects made of wood, with or without power tools. The doctor has spent hours learning about the function of the human body in order to understand malfunctions and process, evaluate new information about medical breakthroughs, and prescribe treatments. What sets professional translators apart? Could it be at least in part a sensitivity to the nuances of language and the human condition? Sometimes our task is simply to take idea X (a generic X, not the platform formerly known as Twitter) and shift it from language A to language B. But often our task is to explain to the customer that idea X hasn’t been executed quite clearly enough in A and might be mistaken for K. Or that something about X, when expressed literally in B, doesn’t quite work for the audience the way the client hopes, but that we’ve spent some time brainstorming and Y or Z might work.

On the other hand, part of being a professional translator is mastery of our machines, and as you consider the topic of diversification in this issue of interaktiv, you might consider the new skills that will be involved in the technologies of the future. At our European workshop in Mainz in March, we considered some of the ways translators who develop skills in programming and data management can flourish in the future, even as others, content to continue doing things the way they have always done them, will likely find themselves competing with the machines and needing to lean into the fact that they are humans with eyes and ears and empathy.
GLD Conference Primer

The **ATA 64th Annual Conference** in Miami will feature several sessions of interest to GLD members. Below is a list of presentations in the German track to help you map out your virtual conference schedule. Full descriptions as well as a list of other conference sessions are available [here](https://www.atanet.org/conference).

**Conference Sessions**

ATA64 provides a comprehensive selection of educational opportunities for professional development specific to your needs. You’ll find sessions that focus on practical skills and theory, across all levels of experience. You’ll be inspired and challenged to consider new ideas.

**ATA-certified translators** may earn 1 CEP for each hour attended, up to a maximum of 10 CEPs. **Certified interpreters** may earn continuing education credit. [Learn more](https://www.atanet.org/conference).

---

**Do you still need to Register?**

Sign up now. The earlier the better!

---

**Share this button!**

Copy and paste the source code below into your web page. If a different size is needed, the width can be edited up to 400px.

```html
<a href='https://www.atanet.org/conference'><img src='https://www.atanet.org/ata-conference-button/' width='200px' border='0'/></a>
```
### Thursday, October 26

**042) German to English Medical Translation**  
**Presenter:** Karen Leube  
**Prepared by:** Jill R. Sommer  
**3:30 p.m. – 4:30 p.m. EDT**  
Medical translation covers a wide range of fields, from patient records (discharge summaries, surgical reports, lab reports, etc.), health care marketing, press releases, and informational leaflets and brochures for patients to clinical trial documentation and back translations. The target audiences vary and can include physicians and other medical professionals, insurance companies, lawyers and judges, as well as the patients themselves. Knowing your target audience also determines the linguistic register you need to use. There are numerous phrases that are common, so you cannot just translate German records literally. The speaker will help walk you through the minefields.  
Hashtag(s): #ATA64, #ATASkills, #ATAcpd

**While not officially in the German track, the following session could also be of interest to GLD members:**

**030) Chemical Names, Chemical Structures: What’s a Translator to Do?**  
**Presenter:** Matthew Schlecht  
**1:45 p.m. – 2:45 p.m. EDT**  
Translators and interpreters encounter chemical names in many subject matter areas, including medicines, cosmetics, and food additives. They can appear in news items, school assignments, and everyday conversations. There are proper, official names for all of them, but these are honored mainly in the breach. Finding the right chemical name to fit the register of a document is a challenge, but sometimes even getting the correct spelling is daunting. This session will cover the translation of chemical names from German, French, Japanese, and Spanish into English, describe strategies and approaches, and show how to capture/generate chemical structures for inclusion.  
Hashtag(s): #ATA64, #ATASkills, #ATAcpd

### Friday, October 27

**075) Tech Talk: Translating for the Tech Industry**  
**Presenter:** Michael Schubert, CT  
**2:00 p.m. – 3:00 p.m. EDT**  
The speaker will share his insights gained from living in the San Francisco Bay Area and translating for the tech industry for over 20 years. Topics will include the unique attributes of tech lingo in English and the terminological, structural, and register differences that need to be accounted for when translating from German. Examples will come from software user interfaces, documentation, marketing copy, and more. The speaker will also discuss reliable sources of terminology and tricky false cognates.  
Topics: German, Science and Technology T&I, T&I for the Business Sector  
Hashtag(s): #ATA64, #ATASkills, #ATAcpd
Saturday, October 28

(169) Translating Business Organizational Forms Accurately When There Are No Equivalents: GmbHs Are from Mars, LLCs Are from Venus
Presenter: Jacqueline Jugenheimer, CT
2:30 p.m. – 3:30 p.m. EDT
Translating terminology about business organizational forms correctly is both essential and challenging. Most types of business organization in Germany and the U.S. have no direct equivalent in the other country, yet how a company is organized is essential for assessing appropriate treatment of issues concerning ownership, liability, taxation, and other legal treatments. What’s a translator to do when these terms come up? This session will present the primary business organizational forms available in Germany and the U.S. and provide tips for how to translate each one in legal translations.

NEW THIS YEAR: Professional Forum
(139) Keeping Up with the Evolving German to/from English T&I Market
Presenter: Karen Leube
Moderator: Robin Limmeroth
10:15 a.m. – 11:45 a.m. EDT
Machine translation, AI bots, and an increasing number of higher education institutions offering degree programs in English are all impacting the way traditional translation and interpreting (T&I) consumers in the DACH region (Germany, Austria, and Switzerland) and abroad are using T&I services. This session will offer attendees the opportunity to share their experiences, strategies, and insights on navigating the changing German to/from English T&I landscape. The session will start with a report on the findings of a member survey of ATA’s German Language Division conducted in 2023. This will be followed by breakout sessions.

Displaying the ATA logo is a benefit that some members overlook
If you don’t, you’re missing out on an important way ATA can work for you. All ATA members may access and use the ATA logo. Learn more here: atanet.org/membership/ata_logo_guidelines.php
David Coats Tribute

By Karen Leube

April 21, 2023 was a sad day on the German Language Division listserv, for on this day GLD member Robin Bonthrone passed on the news that long-standing GLD member David Coats had died in a tragic accident. The news evoked numerous posts from the GLD community, all of them expressing the poster’s sorrow, but also the feeling that David and his wife Sigrid had “always been there,” had been incredibly giving and helpful, especially through their participation in the GLD listserv, and that David had been a stellar colleague. Through other channels, we learned that translation had been David’s second career, after retiring from work as a psychotherapist, and that David and Sigrid had met in 1966, when David was doing his alternative service (instead of military service) as a conscientious objector with the American Friends Service Committee in Frankfurt, Germany.

With Sigrid and David’s specialization in medical translation, our paths crossed a number of times, since that is also my specialization. But it was in the run-up to the 2021 ATA Annual Conference in Minneapolis that David and I had more frequent exchanges as we (or rather, as David) prepared for the GLD social. David had eagerly anticipated ATA finally coming to his neck of the woods for its annual conference, and had had great plans for the GLD to get to know his home territory through a bus trip to a German restaurant on the outskirts of the city. But with COVID numbers persistent and unpredictable and conference attendance numbers at a record low, these plans were scrapped, and we settled for an intimate meet-up at an Indian restaurant near the conference hotel. I admired David’s optimistic outlook and unflappable nature. Surely he must have been bitterly disappointed at the failure of the much-anticipated hosting of “his” division in Minneapolis, but he took it in stride, and as the treasurer of UMTIA, he had the tools to make sign-up quick and easy—a luxury for division administrators preparing an event in a location new to them.

David, you will be sorely missed.

Sigrid, wir wünschen dir und euch alles Gute und werden Davids Beiträge zur German Language Division in guter Erinnerung behalten.
Please allow us to introduce ourselves: My name is Katrin Rippel Galati and my fellow GLD member is Erin Riddle. We are the new GLD Digital Events Coordinators. Erin works from German to English, and my working language pair is English to German. We both live on the East Coast of the United States.

Erin and I met up via Zoom soon after we accepted this role. At our first meeting, we brought all of our ideas related to GLD digital events to the table. We brainstormed a process for structuring events and for managing the files and templates we would create to coordinate the events and communicate with the membership.

We also tapped into the results of the extensive GLD member survey conducted in summer 2022, which offered valuable input from all of you. Within the first six months, we received support from ATA (including a meeting platform and a broadcast platform to communicate with members) and the GLD Leadership Council—thank you!

Below is a summary of the events we organized so far, the ideas behind them, and what’s next.

Social and Educational Events

The digital events fall into two basic categories: social events and educational events. Here are the initial criteria we found important to follow:

- Social events are theme-based and have a basic structure: a mini presentation starts the event to foster social interaction and keep the event dynamic, with breakout rooms for smaller groups and greater interaction.
- An easy-to-use sign-up page created with an email marketing software (we chose Mailerlite) helped to create page and mail templates, support the membership verification process, and automate email outreach.
- A survey after the event allowed us to understand what attendees liked/disliked in order to optimize future events.
- The digital meeting space is a platform for all GLD members and for those who want the opportunity. It also offers a chance to prepare for educational presentations and practice your speaking/teaching/presentation skills.

Events so far:

January 23, 2023 Social Event (in English)
Theme: “Learn About Your GLD Member Benefits & the Many Ways to Use Them.”

This event was an opportunity for GLD members to get to know the new GLD administrators, learn about the many benefits of being a member of the GLD, and ways to use them for your business.

February 20, 2023 Educational Event (in English)
Theme: “Learn About the ATA Certification Exam and How to Prepare for It.”

GLD member and certification exam grader Geoff Koby provided a brief introduction to the ATA certification
program, the types of texts, and the expectations of the program, along with information about how texts are graded and what graders look for.

April 1, 2023 Educational/Social Event (in English)
Theme: “Why not You!? – Tips for Presenting at the ATA conference or other public speaking events.”
Each of us has something unique to bring to our profession and our clients—why not share it with our colleagues?! We talked about ATA Conference proposals and presentations, some tips for effective public speaking, and ways to overcome the fear of presenting in front of an audience. Then participants went to breakout rooms, where they explored ideas and experiences while networking and socializing with colleagues.

May 30, 2023 Co-Working Event (in German)
This was the first of what will be a monthly event. Here is the idea behind it and its structure (in German):


Wir wissen schon, dass wenn wir Bereichen unseres Geschäft mehr Zeit widmen würden – öffentliche Profile aktualisieren, die Website auffrischen, eine Testimonialstrategie entwickeln oder Social-Media-Posts wertvoller umsetzen – dass wir den Geschäftsaufbau smarter gestalten könnten.

Deswegen laden wir euch diesen Monat zu einer Co-Working-Stunde im GLD-Zoom-Raum ein, in der ihr an eurem Business arbeiten könnt, anstatt immer nur im Business beschäftigt zu sein.

Wie funktioniert’s?
2. Eine reichliche Stunde arbeitet jeder still für sich.
3. Danach besprechen wir ca. 10 Minuten unsere Resultate oder Erfahrungen.

What is planned in the coming months?
We continue with quarterly Social events, monthly Co-Working events, and in November, we will be offering our first GLD webinar.

Events are announced via email broadcast by ATA, on our GLD listserv, on the GLD website, and on all our social media channels (LinkedIn, Facebook, X). Staying connected via the GLD listserv and social media is the best way to get updates and notices about GLD events and activities.
In addition, we want to hear from you! Please consider sharing your expertise about our profession. Please note that we are not provided with funds to pay speakers for internal GLD events. We rely on GLD volunteers to share their thoughts and experiences to support each other. You don’t have to go it alone: if you’d like to brainstorm your ideas, are not sure about a topic, or would like feedback, we will be more than happy to support you with that.

We invite you all to use our digital event set-up to connect, learn, and grow with the GLD.

Please take a few minutes to fill out this form if you have an idea for an educational presentation in the near future; you can suggest a topic you’d like to present on, or one you’d like to learn more about.

Finally, during the digital event on preparing for the ATA certification exam, members noted that they had formed an English-to-German study group. Our DEC Erin is currently forming a study group for the German-to-English ATA certification exam. If you would like to know more about how it will be structured, read this article on the ATA website. If you are interested in joining, contact Erin at erin@erinriddle.com.

We look forward to hearing from you!

Check out when the next Co-Working is planned: subscribepage.io/GLD-Coworking
Join us for the GLD Networking Dinner.

Crazy About You is located on the waterfront, just a 15-minute walk from the hotel. Don’t miss the opportunity to be part of this exciting evening networking with your GLD colleagues in Miami!

WHERE: Crazy About You
1155 Brickell Bay Dr #101, Miami, FL, 33131

WHEN: Thursday, October 26, 2023 from 7:30 p.m. to 10:00 p.m.

Cost
$76* per person, includes soft drinks, a welcome glass of house wine.

The number of vegetarians must be provided in advance, so if you wish to have the vegetarian meal, please email Robin at me@robin-limmeroth.com by October 10, 2023 at the latest.

Registration & Payment
Tickets are at this electronic link: GLD Networking Event Tickets.

All ticket sales end September 30, 2023 or when tickets are sold out.

We will be dining in a semi-private area that seats 40 people, so registration is limited to 40. Tickets are non-refundable.

*We are using Ticket Tailor to manage registration. An additional $3.75 will be charged at checkout to cover expenses for using the platform and for payment processing.
It’s an exciting time to be in translation. There is a huge opportunity to do more writing and creative work—and leverage the expertise and skills we have as translators. For example, I recently helped a new customer pitch—and win—a large copywriting project for IT blogs. In fact, I’ve received several copywriting-related requests from agencies over the past few months. Customers are desperate for information, any alternative (please!) to the AI juggernaut! So, here’s my quick recipe for pitching copywriting services.

What is Copywriting?
Copywriting is a creative service, which can involve creating copy from scratch, rewriting source texts provided by the client, or adding marketing polish to translations. I’ve provided marketing translations for more than 20 years and have a good feel for marketing English. Of course, being a good, creative translator is only the start. “Creative copywriting,” as expert Nina Sattler-Hovdar writes, “requires special skills and talent that have been refined through training and experience” (ATA Chronicle 02/2007). Initially, I took an online course and read classic writing advice from authors such as Zinsser, Strunk and White, and Orwell. Fellow ATA member and copywriter Marion Rhodes recommends Neville Medhora’s Copywriting Course. You can also learn about Search engine optimization (SEO), for example, with a free online course from Hubspot.

Essentially, copywriting aims to help customers grow their sales and revenue or, in other words, sell like hell. Keep in mind that your writing should appeal to the reader’s emotions and typically persuade them to do something specific, often by including a call to action (or CTA). “Copywriting,” writes Danny Verbov, “has been pithily defined as ‘salesmanship in print.’ It usually expresses a marketing or advertising message aimed at producing a certain result (e.g., increased sales and requests for more information)” (ATA Chronicle 06/2007). A strong localization practice that includes copywriting can help your clients serve every market as effectively as their home market and will make their products or services resonate better with their end customers.

Quoting Copywriting Services
When I prepare a quote for copywriting, I take several things into consideration. As part of the service, I include 2–3 SEO keywords per article and work these keywords into the body text to improve search engine results. I also create a style sheet so that customers can understand

What’s all the “ataTalk” about?
“ataTalk” is a forum for discussing ATA policy, activities, and governance. It’s a place where members can voice opinions and be heard by the association at large. Join in and find out what all the talk is about! (Please note that questions and problems that need to be addressed right away should continue to be directed to president@atanet.org.)
the guidelines I use to prepare their articles. This is a good way to ensure your work matches the customer’s style (if they have any guidelines). Lastly, be sure to charge the customer for any tests or samples you provide as part of a pitch.

For pricing, it’s important to get away from charging per word. Instead, I use an hourly rate to calculate my fee. If you have a standard hourly rate for services such as proofreading, I suggest you double that rate for agencies. For direct customers, triple it. At any rate, use this number as a starting point for negotiations. I personally think it’s a good idea to avoid giving an hourly rate. Instead, quote a lump sum or a price per article. I typically budget eight to ten hours for a 1,000-word article. This could be more if you research and write a 1,000-word article from scratch. I also budget for one round of customer review. Additionally, I remind customers that copywriting is not proofreading for grammar and spelling; it’s also not editing or revision based on a source text. Those steps—and any verification of terms—should be handled during the translation phase.

As translators, our cultural expertise and writing skills make us uniquely qualified to help companies engage effectively with customers worldwide, and I believe clients will increasingly come to us for culturally accurate, well-written content. Earlier this year, I updated the tagline in my email signature to “Meet writers, translators, and localization experts: www.atanet.org.” This reflects my efforts to expand my translation practice to include writing and localization services—and it expresses the hope that others here will do the same.

Die Liste wo einiges los ist!

The G-L-D List is one of our member benefits—an opportunity to collaborate with and learn from each other. Subscribers pose questions, assist others by responding to queries, or simply follow the conversation.

As our former Listmaster Gerhard Preisser puts it: „Wer helfen kann, hilft; wer eine Antwort weiß, hält damit nicht hintern Berg. Kollegialität und Kooperation werden großgeschrieben. Die auf unserer Liste vertretenen Übersetzer und Dolmetscher konkurrieren nicht miteinander – sie inspirieren einander, und ich hatte das außerordentliche Vergnügen, diesen regen, auf höchster Kompetenz und viel gutem Willen beruhenden Austausch moderieren zu dürfen.“

Subscribing is as easy as 1, 2, 3:

Send an email to:
ATA-German-Language-Division+subscribe@groups.io
1. In the subject line, enter: subscribe gldlist
2. In the body of your email, write your:
   - email address
   - full name
   - ATA membership number
Feature:
Editing and Proofreading: A Natural Fit and Sound Practice for Language Professionals

By Erin Riddle

An important factor for overall success in life is diversification, especially in your social network, investment portfolio, and business practices. In terms of sound business practices, diversification can help to manage risk whenever a market might be negatively affected by external forces that are beyond the business owner’s or manager’s control. For translators, having a broad view as a language professional may prevent a downturn in the market from affecting your financials, while also helping you respond to long-term changes in customer needs or industry practices.

One way that I have diversified my services as a language professional is to offer not only translation from German and Spanish into English, but also editing and proofreading services. Success in this area can be aided by a specialization, much like translators and interpreters can benefit from identifying a specialization. The decision in which area to specialize depends on your background, training, experience, and personal interests. In my case, I have an academic background, earning an MA in comparative literature and a PhD in translation studies. I also taught college-level composition and academic writing for nearly 20 years, through which I have learned many of the weaknesses and pitfalls academic writers face. I also have experience teaching MLA, APA, and Chicago style formats, which has been a tremendous asset in marketing to academics writing for publication. Many academic writers find the process of checking the format of the text (especially the in-text citations and footnotes or endnotes) very tedious. I don’t mind at all this aspect of preparing an article, book chapter, or manuscript for submission or publication. I am very familiar with all three formatting styles, which makes it much easier to check the citations or references, and I also enjoy the detailed, methodical process of checking the format—a process most writers abhor.

Identifying a specialization not only helps to focus your work, but also aids in determining your clientele and where to focus your marketing strategies. In my case, I market myself specifically to academic writers of English, notably those for whom writing in English is especially challenging. This might include, for example, people who write in English even though it isn’t their native language. Other examples of specializations include editing technical writing (with an even greater focus on a specific industry), editing fiction (a natural fit for literary translators or fiction writers), or developmental editing (working with a writer from the first draft through final submission/publication and providing feedback throughout the process as the text develops).

A specialization that has more recently emerged is post-translation editing (a term many ATA members may be familiar with: editing a text produced through machine or automated translation.) However, this is an area in which
translators should tread cautiously, as the quality of machine or automated translations can vary, and at times these texts are very difficult to understand, which can make them nearly impossible to edit. If you decide to accept these kinds of assignments, you may want to ask the client to view the text before committing to a project. You can also ask the client to send the source text to better understand the translation—that is, as long as you can understand the source language. A word of caution, however: machine or auto-translated texts can take a significant amount of time to edit and may at times be uneditable. If you decide to take on such projects, make sure to set your rate accordingly and communicate clearly to the client what the cost will be before starting any work. Many low-budget translation agencies or other companies use machine or automated translation to cut costs, and you want to ensure they understand what your fees for the project will be.

Currently, about half of the work that comes into my business is devoted to editing, mostly to academic editing. There is also an ebb and flow throughout the year, as many academics take time to write during the summer months when they are not teaching. In terms of rates, the Editorial Freelancers Association (EFA) provides a list of media rates based on a survey of their members. The EFA is also a wonderful organization for professional development, networking, and finding editing jobs.

As a translator, you are likely very proficient in effective written communication, which is a skill set many people find challenging. Familiarity with English grammar, strategies for clear and concise writing, and a specialization put you in a unique position to assist writers in communicating their ideas. In addition, editing may be a natural supplement to your translation work, especially if your editing work is in the same specialization as your translation work.

“Identifying a specialization not only helps to focus your work, but also aids in determining your clientele and where to focus your marketing strategies.”

Handwriting and Sworn Translators Lists!

Nathan Wiegand has recompiled and manages a list of GLD members who specialize in old German script/handwriting. If that is your specialty and you are not yet on the list, please contact Nathan at nlwcdw@gmail.com.

Beate Maier manages a list of sworn translators, i.e., Europe-based translators who can certify translations in line with local regulations. You can reach Beate at maier_services@hotmail.com if you would like to be added to the list.

Both lists are stored in the “Files” section of the GLD groups.io group.
It started in January of this year. After the usual slow-down over the Christmas holidays, when all of Germany, Austria, and Switzerland seems to go skiing at once, I was expecting business to pick back up. However, my inbox remained empty. I wasn’t too worried just yet and completed some continuing education courses. February rolled in, and still—my inbox resembled a black hole. I began to wonder whether this was it, the end of patent translation as we know it, due to the imminent start of the European Unitary Patent, which went into effect in June 2023. This new patent law has the goal of eliminating most, if not all, translations of patents in the participating European countries.

In March, my business inbox was still empty, and I was in full panic mode. For ten years, most of my income had come from patent translation. I had sufficiently diversified in terms of direct clients and agencies, and I had clients all over the US, Canada, and Europe. I am also ATA-certified in both language directions, with a PhD in physics and a master’s degree in engineering physics. She specializes in the translation of patents and technical texts in the fields of robotics, artificial intelligence, electronics, energy, cryptocurrencies, and other innovative technical topics. In addition, Carola serves as webmaster of ATA’s Science & Technology Division and of the Northern California Translators Association. She now offers website design services for wordsmiths at Websites for Words. She can be reached at CFBtranslations.com or websitesforwords.com.

What was I going to do?

I did have a bit of an emergency fund, sufficient to keep the roof over my head for a couple more months, but what then? A new specialization isn’t acquired overnight, nor are new clients in that new specialization. I needed something where I could hit the ground running, or I would need to start perusing the employment ads. Then one day, while browsing social media and coming across a discussion about website design and how expensive a full-blown design was, inspiration struck: I could offer website design services of some sort. I’ve been the webmaster of the Northern California Translators Association since 2018, and in that role, I learned more about WordPress, CSS, PHP, SQL, and related issues than any sane translator should know. I’m also the webmaster of ATA’s Science & Technology Division.

So I quickly whipped up a website for my new offering, Websites for Words. I offer website design services for wordsmiths, with a twist. Usually, full-blown website design services are not inexpensive, and rightly so, because they involve not only the design, but also developing/expand- ing the branding as well as writing and localization. What I offer is a bit different and thus somewhat more cost-effective. I specifically target writers, translators, interpreters, and other word lovers. My clients are responsible for the website content, that is, the clients deliver the words, and I do the rest. You can find the complete details of my offering and a few samples on my new website. At this
point, I have completed a few designs for happy clients.

However, as soon as I had completed my new website with my new service, a veritable deluge of patent and scientific translation requests landed in my inbox. I have been working overtime on German-English patent translations for the past several months, despite the Unitary Patent having gone into effect. Ironically, my translation website has gotten quite cluttered and desperately needs an overhaul, but I haven’t had time due to all the translation work. Therefore, I haven’t really advertised my new service other than in my email signature. But that was enough for a few folks to find and hire me. I am thoroughly enjoying these website projects. Even if the current patent deluge continues, I will definitely keep offering the service in the future, because it’s a nice change of pace, and it challenges my creativity in ways different from a particularly gnarly linguistic puzzle.
When I attended my first ATA conference in Phoenix, Arizona, in 2003, I noticed a significant lack of protective measures in place on my fellow translators’ computers, and also a lack of computer support familiar with the tools of our trade as well as the underlying operating systems and related tools.

Therefore, I teamed up with Jill R. Sommer to develop and present “Internet Privacy for the Small Office and Home Office Environment” at the ATA Conference in Toronto, Canada, in 2004. This helped to address issues such as translators who were, for example, translating annual reports without having protective measures like a firewall in place, thereby risking access to this sensitive information by prying eyes before it was published, with great potential for stock market manipulation.

Around the same time, I began offering such services to select clients, initially only in the United States, but eventually abroad as well, and I have been doing so ever since. However, with the exception of adding a few highlights about these services to my signature about three years ago, I have not advertised them, but rather have been relying on word of mouth.

Given the “drought” that seems to have struck the translation sector (or at least my languages and agencies) to varying degrees since COVID-19, it definitely helped to have diversified early on and not be dependent on just one type of work.

These days, if someone is hit by malware that has managed to bypass the protections they hopefully already had in place and contacts me for help, I walk them through the steps necessary to access their computer remotely and then help clean up whatever is ailing it.

After that, I put several layers of protection in place to minimize the likelihood of a recurrence. These are set up like the layers of an onion, which intruders or malware applications would have to peel back one by one to do their malicious deeds.

Most of the people and small businesses I have helped deal with such situations subsequently choose to have me include them in my monthly “rounds” for maintenance and updates. This way, both the operating system and all installed applications, including shareware and freeware products as well as drivers, are kept up to date, which goes a long way toward reducing the number of vulnerabilities the computer would otherwise be exposed to. I also check the system log files for any indication of unusual activity, including early signs of...
impending hardware failure, as part of the process.

With the looming end of support for Windows 10 Home and Pro (October 14, 2025) and the more stringent hardware requirements for Windows 11 (e.g., a relatively recent CPU), I also expect that some of my fellow translators will have to replace their computers in order to stay on an operating system that is still supported by Microsoft.

Assuming that most translators would prefer not having to reinstall everything from scratch, transferring all the data and software from the old computer to the new one can either be done by the place where the new computer is purchased, or I can take care of it remotely. Also, for those who prefer to have a Start menu similar to that of Windows 7, I can install that as well, given that the Start menu in Windows 11 is quite different and takes some getting used to.
Wo lebst du, und wie hat es dich dort hin verschlagen?


Wie kam es, dass du als Übersetzer arbeitest?


Was sind deine Arbeitssprachen und deine Fachgebiete?

Ich arbeite fast ausschließlich vom Englischen ins Deutsche, und neben

Was gefällt dir am wenigsten?
Die berufliche und finanzielle Unsicherheit. Auch wenn man sich als „alter Hase“ in einem Fachgebiet keine allzu großen Sorgen machen müsste, haben die technischen Umwälzungen der letzten Jahre und die Veränderung unseres Berufsfeldes dazu geführt, dass ich den beruflichen Erfolg inzwischen nicht mehr als selbstverständlich betrachte. Deshalb achte ich darauf, mich ständig fortzubilden und durch Marketing und Networking „am Ball zu bleiben“.

Welche Ziele hast du für die unmittelbare Zukunft?
Ich würde gern meine Preise erhöhen. Wegen des Konkurrenzdrucks durch Berufsanfänger*innen mit teilweise unverschämten niedrigen Tarifen, die immer mehr zur „going rate“ werden, und Kunden, die Erfahrung und Qualität nicht wertschätzen, ist das nicht einfach.

Was sind deine Hobbys und andere Interessen?
Ich liebe meine Arbeit und habe Spaß daran, mit Wörtern zu jonglieren undidiomatisch korrekte Sätze zu formulieren, die unseren Kunden helfen, angemessen über Ländergrenzen hinweg zu kommunizieren. Tag für Tag am Schreibtisch zu sitzen ist jedoch eine Belastung für Körper und Geist. Deshalb verbringe ich meine Freizeit so viel wie möglich im Freien mit Wandern, Radfahren, Naturfotografie und Gartenarbeit.

DE-EN Translator Collaboration Pool

| What | A group of colleagues among whom you can find a proofreader or translator to work with on your English <> German translation project. |
| Who | Any member of the GLD, UNIVERSITAS or GerNet |
| How to join | Go to linkedin.com/groups/9121064 and request to join. |
| How it works | When you need a partner for your translation project, either for proofreading or for translation, you can a) submit a post to the group with the details of your project, or b) contact individual members who best meet your requirements. |

If you have any questions, concerns or comments about the German–English Translator Collaboration Pool, please contact its coordinator, Heike Holthaus, at HolthausLanguageSolutions@protonmail.com.

Book Review:
*Auch kleine Flöhe schreibt man groß!*

By Rosalie Henke

Der Langenscheidt-Verlag: Bekannt für seine Publikationen zum Erlernen und Vertiefen von Sprachkenntnissen, nicht nur in regulärer Buchform, sondern auch als Spiele, Fächer und natürlich durch die hilfreichen kleinen Lilliputs, die Platz in jedem Reisegepäck finden.

Da der Linguist in mir auch in der Urlaubszeit nicht komplett abschalten kann, ich aber auf etwas leichtere Lektüre umsatteln wollte, nahm ich mir dieses humorvolle Taschenbuch mit auf die Fahrt und wurde nicht enttäuscht: Sehr lebensnah, unterhaltsam und lehrreich – und wie alle Bücher des Langenscheidt-Verlags gut strukturiert, damit man dann auch am Schreibtisch nochmal schnell nachschlagen kann, um das Gelesene direkt wiederzufinden.

*Der gefangene Floh*


Das Buch ist so aufgebaut, dass sich jedes Kapitel einem bestimmten Thema widmet und mit den wichtigsten Regeln auf einen Blick beginnt. Die Themenbereiche umfassen:

- Groß- und Kleinschreibung
- Getrennt- und Zusammenschreibung
- Schreibung mit Bindestrich
- Laut-Buchstaben-Zuordnung
- Kommasetzung
- Worttrennung am Zeilenende
- Die wichtigsten Änderungen 2017

Nach zwei kurzen Seiten, die die Regeln des jeweiligen Schwerpunktthemas klar auf den Punkt bringen und mit Beispielen aus dem Alltag erklären, folgt ein Quiz. Hier wendet man das soeben Gelernte direkt an. Selbstverständlich gibt es im Anschluss dazu die Lösung mit Begründung, damit auch die letzten Zweifel und Unsicherheiten ausgeräumt werden.

Rosalie Henke is an English to German freelance translator located in sunny San Diego in Southern California. With nearly two decades of experience in technical translations and the gaming industry, she is always looking for new, interesting challenges to continue learning. She regularly visits her hometown in beautiful Schwabenland in Germany to stay in touch with her native language.

**Titel:** Auch kleine Flöhe schreibt man groß!

**Verfasser:** Christian Stang

**Herausgeber:** Langenscheidt bei PONS

Langenscheidt (2. August 2017)

**Sprache:** Deutsch

**Taschenbuch:** 80 Seiten

**ISBN-10:** 3125630851

**ISBN-13:** 978-3125630857

**Der „Klassiker“:**

☑️ E-Mail
☒ eMail, E-mail, Email

Um auf unterhaltsame Weise das Gelesene zu festigen, sind auch die Fragen direkt nach dem Regelwerk mit einem Augenzwinkern formuliert:

**Quiz:**

Die Frage ist denkbar einfach, aber die Antwort hat es in sich: Schreibt man knien oder knieen?

a) man schreibt knien.  
b) man schreibt knieen.

**Lösung:**

(...)

Beispiel aus Kapitel 4: Die Laut-Buchstaben-Zuordnung

**Die wichtigsten Regeln auf einen Blick**
Hier geben Sie das lange i als i, ie, ih und ieh wieder:

- **Einheimische Wörter**
  - ie (in vielen Fällen):
    - Bier, Fliege, Papier, Sieger, Ziel, tief, zufrieden
  - ih (in wenigen Fällen):
    - ihm, ihn, ihnen, ihr
  - ieh (in wenigen Fällen):
    - Vieh, fliehen, wiehern, ziehen

- **Fremdwörter**
  - i (in vielen Fällen):
    - Krise, Reptil, Souvenir, Tiger, Ventil, skurril, naïv
  - i in -ine:
    - Maschine, Praline, Rosine, Vitrine, Violine
  - ie in -ie, -ier und -ieren:
    - Drogerie, Scharnier, interessieren, studieren
Um die Spannung einen kurzen Moment länger zu halten, gibt es die Lösung hier erst ein paar Zeilen weiter unten, aber im Buch findet man sie nach dem Umblättern direkt auf der nächsten Seite. Hier wurde das Layout sehr angenehm gewählt, sodass man nicht versehentlich sofort die richtige Antwort vor Augen hat.

**Antwort a) ist korrekt.**

**Begründung:**

Wenn in einem Wort auf -ie ein -en folgt, wird ein e gestrichen:

knie- + -en > knien, geschrie- + -en > geschrien, Fantasie + -en > Fantasien – und natürlich Orthografie + -en > Orthografien

Das gilt übrigens auch die Wörter auf -ee:

See + -en > Seen, Fee + -en > Feen, Idee + -en > Ideen

Ganz zum Schluss gibt es nochmal die häufigsten Beispiele des jeweiligen Themas, die einem öfter im Alltag begegnen, alle auf einer Seite im Überblick. Besonders das ist nochmal eine gute Visualisierung der Regel, die nicht nur optisch ansprechend, sondern auch gut zusammengefasst zum späteren Nachlesen nützlich ist.

**So schreiben Sie es richtig:**

<table>
<thead>
<tr>
<th>Interesse</th>
<th>Verlies</th>
</tr>
</thead>
<tbody>
<tr>
<td>galoppieren</td>
<td>nigelnagelneu</td>
</tr>
<tr>
<td>Kommilitone</td>
<td>Ingenieur</td>
</tr>
<tr>
<td>brillant</td>
<td></td>
</tr>
</tbody>
</table>

# Calendar of Events 2023–2024

The GLD calendar is available on the GLD website, where you can also add it to your Google Calendar, Outlook, iCalendar, and other calendar apps. Go to: ata-divisions.org/GLD/gld-calendar

<table>
<thead>
<tr>
<th>Date</th>
<th>Location</th>
<th>Organization/Event</th>
<th>More Information</th>
</tr>
</thead>
<tbody>
<tr>
<td>Oct 04</td>
<td>Vienna, Austria / online</td>
<td>Sustainability 101 and Reporting</td>
<td>camels.at/seminare</td>
</tr>
<tr>
<td>Oct 11 – 13</td>
<td>Treviso, Italy</td>
<td>Rewind and Fast Forward Past, present and future scenarios in audiovisual translation</td>
<td>unive.it/pag/48354</td>
</tr>
<tr>
<td>Oct 25 – 28</td>
<td>Miami, FL</td>
<td>ATA64</td>
<td>atanet.org/ata64</td>
</tr>
<tr>
<td>Nov 08 – 10</td>
<td>Brussels and online</td>
<td>Translating Europe Forum 2023</td>
<td>commission.europa.eu/translation-europe/translation-europe-forum-2023-2023-11-08_en</td>
</tr>
<tr>
<td>Nov 08 – 11</td>
<td>Tucson, AZ</td>
<td>ALTA46 THE AMERICAN LITERARY TRANSLATORS ASSOCIATION</td>
<td>literarytranslators.org/conference</td>
</tr>
<tr>
<td>Nov 14 – 16</td>
<td>Stuttgart, Germany</td>
<td>Tekom Jahrestagung 2023</td>
<td>jahrestagung.tekom.de</td>
</tr>
</tbody>
</table>

Looking for even more professional development opportunities? Check out our upcoming ATA webinars and workshops on the [ATA website](http://ata-divisions.org)!
<table>
<thead>
<tr>
<th>Date</th>
<th>Location</th>
<th>Organization/Event</th>
<th>More Information</th>
</tr>
</thead>
<tbody>
<tr>
<td>Nov 17 – 18</td>
<td>Munich, Germany</td>
<td>Vertragsrecht Englisch-Deutsch</td>
<td>seminare.bdue.de</td>
</tr>
<tr>
<td>Nov 20 – 22</td>
<td>Luxembourg</td>
<td>The 45th Translating and the Computer Conference</td>
<td>asling.org/tc45</td>
</tr>
<tr>
<td>Nov 20 – 21</td>
<td>Vienna, Austria / online</td>
<td>Einführung in die Nachhaltigkeitsberichterstattung</td>
<td>camels.at/seminare</td>
</tr>
<tr>
<td>Dec 16 – 17</td>
<td>Dubai, UAE</td>
<td>9th International Conference on Natural Language Computing (NATL 2023)</td>
<td>csea2023.org/natl/index</td>
</tr>
<tr>
<td>Jan 19 – 20</td>
<td>Cologne, Germany</td>
<td>Auffrischungsworkshop Notizentechnik für Konferenzdolmetscher*innen</td>
<td>seminare.bdue.de</td>
</tr>
<tr>
<td>Feb 23 – 24</td>
<td>Saarbrücken, Germany</td>
<td>Aktuelle Entwicklungen im deutschen Zivil- und Strafrecht / Dialog-Seminar für Übersetzer und Dolmetscher</td>
<td>seminare.bdue.de</td>
</tr>
<tr>
<td>Feb 2 – 4</td>
<td>Leipzig, Germany</td>
<td>GLD Members in Europe workshop</td>
<td>ata-divisions.org/GLD/news-events</td>
</tr>
</tbody>
</table>
GLD Leadership Council

Administrator
Karen Leube, Aachen, Germany
mail@leubetranslation.com

Assistant Administrator
Robin Limmeroth, Mainz, Germany
robin@robin-limmeroth.com

GLD Listmaster
Rainer Klett, Seattle, WA
Rainer@rainerklett.com

Web Manager
Randal Gernaat, New York, NY
randal.gernaat@gmail.com

Digital Events Coordinator
Katrin Rippel Galati, Pilot Mountain, NC
krgalati@menuintl.com

Erin Riddle, Owego, NY
erin@erinriddle.com

Social Media Coordinator
Noah William Alter, Derry, PA
noahwilliam@linguisticpolyglot.com

European Coordinator
Ellen Yutzy Glebe, Kassel, Germany
eyg@writinghistory.de

New Member Coordinator
Kristina Cosumano, Hofstetten, Germany
kristina@licustranslation.com

Collaboration Pool Coordinator
Heike Holthaus, Mikado, MI
translator.heike@gmail.com

Newsletter Editor
Marion Rhodes, San Diego, CA
marion@imctranslations.com

Consultants
Ruth Boggs, Fairfax, VA
rutheboggs@gmail.com

Megan Falk, River Falls, WI
megan.may.dietrich@gmail.com

Andrew Belisle, Spokane, WA
info@andrewbelisle.com

Find the GLD online at
ata-divisions.org/GLD

Join the GLD listserv at
groups.io/g/ATA-German-Language-Division