

Bookse/lers^{NZ}

96th ANNUAL CONFERENCE
19 & 20 August 2017

'Building Our Future'

The Rydges
59 Federal Street
cnr Kingston Street
Central Auckland 1010

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96th ANNUAL CONFERENCE
Conference registration information

CONFERENCE REGISTRATION COSTS

These prices are GST-inclusive.

Full Member of Booksellers NZ

\$161 per ticket for first two delegates (\$140 ex. GST)

\$107 per ticket for third and additional delegates

Non-Members

\$253 per ticket for all delegates (\$220 ex. GST)

This registration fee includes: attendance at the Trade Day on Saturday 19 August; catering and attendance at all conference sessions on Sunday 20 August. (There is no change in fee if you only attend one of the days.)

Accommodation costs and Book Industry Awards tickets are not included in this fee.

BOOK INDUSTRY AWARDS

The 2017 Book Industry Awards will be held at the Hobson Room, Rydges Auckland from 6pm on Saturday 19 August. Tickets are \$95 each (\$109.25 with GST) and cover drinks and a buffet dinner.

Information on how to enter the awards will be available from mid-June.

To register for the Conference and buy tickets to the Awards, please complete this form: <https://goo.gl/forms/ItcBofuJu9Odztoy2>

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Accommodation options

RECOMMENDED HOTEL

The Rydges – conference location

59 Federal Street, cnr Kingston Street, Central Auckland 1010

Special conference rate: \$199 per night (Superior Room) – limited availability
Plus option of buffet breakfast for the special rate of \$26 per person

Book the special rate using this link:

<https://www.rydges.com/private-page/booksellers-nz-conference>

ALTERNATIVE ACCOMMODATION NEARBY

Stamford Plaza

22–26 Albert Street

Rooms from \$240 approx.

Book here: <http://www.stamford.com.au/spak>

Heritage Auckland

35 Hobson Street

Rooms from \$220 approx.

Book here: <http://www.heritagehotels.co.nz/hotels/heritage-auckland>

Best Western President Hotel

27–35 Victoria Street West

Rooms from \$192 approx.

Book here: <http://www.presidentialhotel.co.nz/>

Shakespeare Hotel

61 Albert Street

Rooms from \$135 approx.

Book here: <http://www.shakespearehotel.co.nz/>

Ibis Budget

20 Wyndham Street

Rooms from \$104 approx.

Book here: <http://www.ibis.com/gb/hotel-6487-ibis-budget-auckland-central/index.shtml>

Surf N Snow Backpackers

Corner Victoria St & Albert St

Rooms from \$65 single room or \$26 dorm

Book here: <http://www.surfandsnow.co.nz>

Saturday 19th August

- 8.00am–9.00am Registration
- 9.00am–4.00pm Business meetings
All day tea and coffee available
- 5.30pm–6.15pm Pre-function drinks
- 6.15pm–10.00pm Book Industry Awards
Buffet dinner

Sunday 20th August

- 8.00am–8.45am
Registration
Tea and coffee available
- 8.45am–5.00pm
Welcoming address
Speakers – Tony Moores & Lincoln Gould
The Chair and the CEO open the conference.
- 9.00am–9.30am
Why reading matters
Opening speaker– Peter Biggs
Peter Biggs talking about why reading matters, and the synergies between the Book Council and booksellers.
- 9.30am–10.15am
Business resilience
Keynote speaker – Jamie Ford
'Mindful Mental Toughness Coach' Jamie Ford gives a quick-fire session on how your bookshop can survive and thrive in the face of adversity.
- 10.15am–10.30am
Morning tea

10.30am–10.50am

Money, money, money

Speaker – Westpac business advisor

Find out how your bank can help your business become more resilient with better financial planning, including how to get a business loan to develop or start your own bookshop.

10.50am–11.20am

Tips & tricks on running your business

Panel

Our panel of experts answers your questions about running your business better and smarter – rent, cashflow, returns, payroll... Come armed with questions!

11.20am–11.30am

You can do it: social media in 2017

Speaker – Sarah Forster

Some practical, up-to-date advice about Facebook, Twitter, Snapchat, digital newsletters and more, presented by the Booksellers NZ Media & Communications Manager.

11.30am–11.50am

Responding to change

Panel

There's more than one way to skin a cat. Chat with booksellers who're doing things differently and get inspired to start a new shop, buy an existing shop, create a hybrid (new and used), expand, open a café ...

11.50am–12.00pm

5 x 5 with the next generation

Kobo Booksellers Scholarship recipients 2016 – Courtney Smith & Rochelle Handley

Last year's Kobo Scholars each have five minutes to tell us about the five things they learned at this January's ABA Winter Institute in Minneapolis.

12.00pm–1.00pm

Lunch

1.00pm–1.45pm

Back from the brink: a case study in survival

Keynote speaker – Leesa Lambert

Melbourne's The Little Bookroom has been a popular children's bookshop for 57 years. But last decade, it was failing fast and facing closure – then staff member Leesa Lambert bought it. She talks about what went wrong – and what she did to turn things around.

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1.45pm–2.15pm

Children's books: the way of the future

Panel

Children's books are increasingly one of the bestselling genres. But when you haven't been a kid for decades, selling kids' books can be daunting. Our panel talks about how to do it – and why it's essential.

2.15pm–2.45pm

Nielsen BookData & BookScan

Speaker – Nevena Nikolic

Find out the sales figures and patterns of books over the past year, and see how your store measures up. Always enlightening!

2.45pm–3.10pm

Afternoon tea

3.10pm–3.30pm

New member initiatives

Speakers – Lincoln Gould, Sarah Forster & Jane Arthur

2017 is a great year to be a Booksellers NZ member. Find out about recent changes and new benefits, and how to take advantage of them.

3.30pm–4.00pm

Working together: the publishers' perspective

Panel

A range of publishers give their perspectives about how booksellers and publishers can work together to improve outcomes for both – growing sales, increasing resilience and flexibility, and revitalizing the industry.

4.00pm–4.40pm

Town Hall session

Here's your chance: bring all of your questions, observations, gripes, concerns and celebrations to the Board and other members. The floor is open to all.

4.40pm–5.00pm

AGM & closing remarks

We'll fly through the AGM agenda, vote for new Board members, and then it's goodbye.

5.00pm

Conference ends