

**Folio Literary Management, LLC**, is a full-service literary management company in New York City. Folio opened its doors February 2006, and in our first two years, we have already become home to **10 *New York Times* Bestsellers** and a **Starbucks Pick**, as well as multiple award nominees and winners. We have sold more than 250 books and have regularly negotiated six- and seven-figure deals for our debut and established clients.

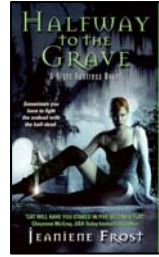
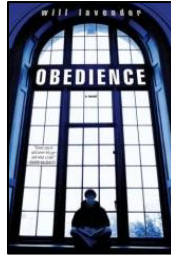
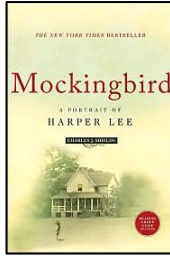
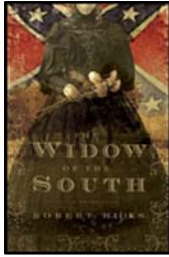
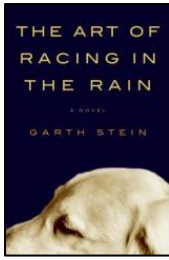


Like other literary agencies, we are focused on selling the domestic and subsidiary rights to our clients' books. We work with the best editors and publishers, negotiate some of the highest advances in the industry, and cultivate successful careers for debut and seasoned authors alike.

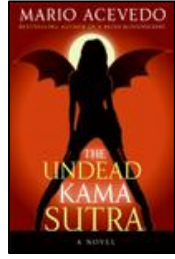
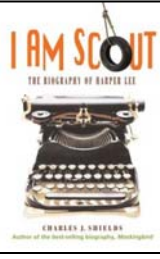
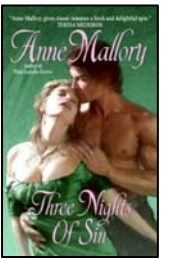
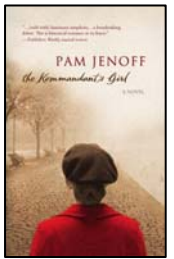
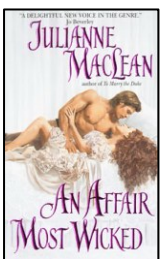
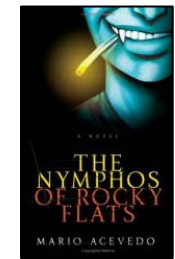
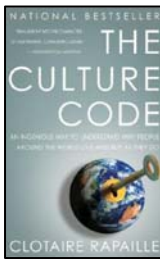
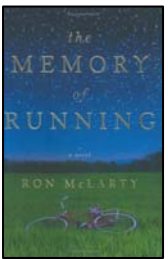
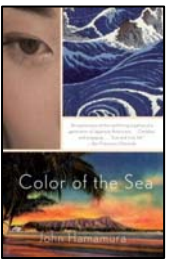
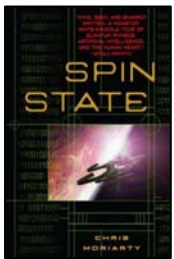
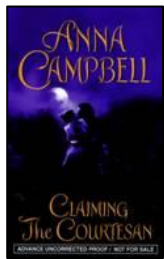
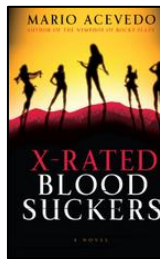
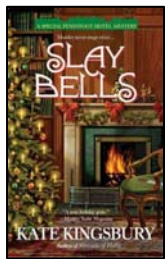
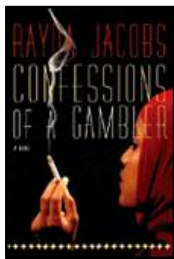
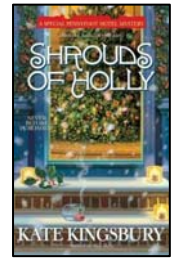
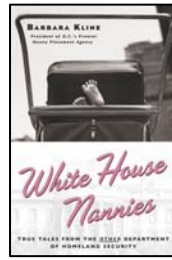
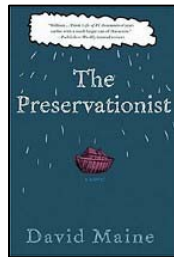
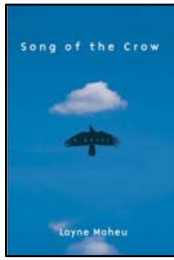
Unlike most other agencies, our full-service resources also include: an in-house Marketing Director; a Director of Speaker Services; and partnerships with Licensing Agencies. At Folio, we work closely with all of our clients to develop their platforms, brands, writing, and credentials, and to assist them in extracting the most value possible from their intellectual property.

Learn more about **Folio**, our agents and our vision at [www.foliolit.com](http://www.foliolit.com).

## Folio New York Times Bestsellers



## Other Folio Bestsellers & Award Winners



## The Folio Advantage

Publishers can be great at selling books – at Folio we concentrate on what it takes to sell *your* book. We partner with publishers and other top-notch professionals to enhance your visibility and sales.

We're also excited about shaping the *future* of publishing. As the internet, technology, and culture change, publishing is rapidly evolving – and we're committed to staying on top of the curve.

### Forward-Thinking Promotion & Support

At Folio we have a full time *Marketing Director* on staff to help our authors and their publishers promote their books to as wide an audience as possible. Typically our marketing efforts begin by developing a "wish list" with the publisher to inform likely readers, reviewers, and/or special groups (including book clubs) about an author's work. For example, we launched a blitz targeting Civil War enthusiasts (contacting more than two-thousand Civil War bookstores, museums, round-tables, and re-enactors across the U.S) for the *New York Times* bestseller WIDOW OF THE SOUTH by Robert Hicks.

We have, on-staff, a *Director of Speaker Services*, who arranges speaking and reading engagements for our authors.

We also have associations with *Licensing Agencies* to make the most of authors' brands and talents and to sell subsidiary products and explore spokesperson deals.

We also have the capacity to create our own databases to reach specific target audiences. To promote our authors with works of biblical-themed fiction, for instance, we targeted mailings to the Jewish community through more than 100 newspapers, 850 synagogues, 250 community centers, and Jewish Book Festivals across the US.

We actively use new media to reach a broader readership - Internet chat, social networking, multimedia book promotion, and interview sites are just some of the avenues we explore. Our relationship with top videographers enables us to provide cutting-edge author media material at a discounted rate.

At Folio, we often have one-on-one brainstorming sessions with authors to uncover and exploit promotion opportunities – locally, nationally, and globally – working long past the date of publication to continue to publicize our authors' work.

## Folio Agents

### Scott Hoffman

Scott Hoffman is a founding partner. Before entering the world of publishing, he was one of the founding partners of Janus-Merritt Strategies, a Washington, DC strategic consulting firm. He holds an MBA from NYU's Stern School of Business, and a BA from William and Mary.

### Jeff Kleinman

Jeff Kleinman is a founding partner. He's a graduate of Case Western Reserve University (J.D.), the University of Chicago (M.A., Italian), and the University of Virginia (B.A. with High Distinction in English). Before starting Folio, Jeff was an agent at Graybill & English Literary Agency. His *New York Times* bestselling titles include WIDOW OF THE SOUTH and MOCKINGBIRD. His main focuses are big commercial fiction and nonfiction.

### Paige Wheeler

Paige Wheeler is a founding partner. Previously, Paige founded Creative Media Agency (CMA) in 1997. Paige began her career as an agent with Artists Agency, Inc. where she worked as a literary and talent agent servicing authors, script writers, television producers, and on-camera personalities. Previously, she was an editor for Harlequin/Silhouette in NY and Euromoney Publications in London.

### Laney Katz Becker

Laney is an agent with a love for book-club type fiction, thrillers, narrative non-fiction and memoir. She is also an award-winning published author of both fiction and nonfiction. With more than two decades of experience in the fields of advertising, marketing and PR, Laney has also worked for some of New York's most respected advertising agencies, including J. Walter Thompson. Her clients include NYT bestselling thriller author Will Lavender and actor Jim Beaver (*Deadwood*, *Supernatural*).

### Erin Cartwright

Erin Cartwright Niumata has been in publishing for over sixteen years. She has worked as an editor at Simon and Schuster at Touchstone/Fireside, Cliff Street Books and Harper Collins. She was also Editorial Director at Avalon. Erin has edited many authors including Leon Uris, Stuart Woods, Phyllis Richman, Dean Ornish, Michael Lee West, Debbie Fields, Erica Jong, Brenda Maddox, Holly Jacobs, Carolyn Brown, Lawrence Otis Graham, and Joan Rivers.

### Celeste Fine

Before joining Folio, Celeste worked at Trident and Vigliano Associates. She has worked with a range of celebrity and expert clients, from Justin Timberlake to David Copperfield, and is heavily involved in managing her clients' careers beyond the page. Celeste also manages the foreign rights for all Folio clients and regularly attends international book fairs. Celeste graduated *magna cum laude* in Government from Harvard University.

### Rachel Vater

Rachel represents hip nonfiction and fiction especially for children, teens and 20- or 30-something readers. Her clients include NYT bestselling authors Melissa Marr, Jeaniene Frost and Ilona Andrews. She was an editor at Writer's Digest Books before working at Donald Maass Literary Agency and Lowenstein-Yost Associates.

## Folio Personnel

### **Ami Greko**

Ami heads up Folio's marketing and publicity department. Before joining Folio, she worked as a publicist for Viking Penguin and Farrar, Straus and Giroux. At Folio, she works with authors and publishing houses to create comprehensive publicity campaigns that utilize internet, regional, and grassroots marketing, in addition to traditional publicity methods.

### **Patty Marriott**

Patty is Folio's Director of Speaker Services. She spent more than a decade as a corporate meeting planner with a division of Pepsi-Co developing and delivering successful theme driven events and corporate meetings. Most recently, working for a speakers bureau, she came to recognize the lack of an advocate for the successful writer in the public speaking arena and is passionate about creating a demand for the author beyond the page.

### **Ellen Carnes**

A recent graduate of New York University, Ellen joined Folio as the office manager in early 2008. She has worked as an assistant for The Creative Culture, Inc., and an intern for Frances Goldin Literary Agency.

## Folio Authors

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- Andrews, Iiona, MAGIC BURNS, Ace, 2008.
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- Barletta, Marti, MARKETING TO WOMEN, (Dearborn, 2002, 2005;) & PRIMETIME WOMEN (Kaplan, 2007).
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- Bartlett, Beverly, PRINCESS IZZY AND THE E-STREET SHUFFLE, Warner 5-Spot, 2006 & THE CONFESSIONS OF ADDISON McGHEE (Warner 5-Spot, 2006).
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- Eve Brown-Waite, FIRST COMES LOVE, THEN COMES MALARIA, Broadway Books, Spring 2009.
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- Chance, Jackie, DEATH ON THE FLOP (Berkley, 2006); CASHED IN (Berkley, 2007); HOLD 'EM HOSTAGE (Berkley, 2008).
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- Colesberry, Adrian, HOW TO MAKE LOVE TO ADRIAN COLESBERRY, Gotham, 2008.
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- Farrell, Dr. Patricia, HOW TO BE YOUR OWN THERAPIST, McGraw-Hill, 2002.
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Saar, Erik, and Viveca Novak: **INSIDE THE WIRE**, Penguin Press, 2005.

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Schumacher, Barret, **FEAR ITSELF, TOR/Forge**, 2003.

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