

## Why market your Organization's books to the world at NO cost to your Organization?

The answer is quite simple. We get “more bang for your book” and we donate a percentage of net sales to a non-profit literacy partner. We sell your books for what the books are truly worth, therefore optimizing the revenue potential for your Organization and a non-profit literacy partner. The secret is our proprietary software. We continually price the books according to the demand of the market. In fact, by the time your book is sold, its price may have changed several hundred times.

## What are the costs of the Online Book Sales Program?

Zero! We often hear that our program is “too good to be true”. There are no service agreements (unless requested), sign-up fees, monthly fees or one-time fees. Other than the time it takes to properly box the books and seal the carton, there are NO costs associated with using our hassle-free service. We provide the book cartons/boxes (17.25”x11.25”x10”), and we pay to have your books shipped to our warehouse.

## How often are payments made?

Payments are made every calendar quarter, once an account accrues a minimum of \$50 in commission payable. If the commission payable at the end of the quarter is not equal to or greater than \$50, the balance will roll over to the subsequent quarter until the account accrues at least \$50 in commission payable.

Net sales are defined as the sale price of the book minus any marketplace commissions. For example, a book sold on Amazon.com for \$100.00 would have a net sale price of \$85.00 (after Amazon.com’s 15% marketplace commission).

## Which non-profit literacy partners does Better World Books work with?

Our literacy partners are credible, well-established, non-profit organizations with proven operating backgrounds. Our four main partners are Books For Africa ([www.booksforafrica.org](http://www.booksforafrica.org)), Room To Read ([www.roomtoread.org](http://www.roomtoread.org)), the National Center for Family Literacy ([www.famllit.org](http://www.famllit.org)), and the World Education & Development Fund ([www.worldfund.org](http://www.worldfund.org)). Aside from truckloads of books, we have donated/pledged more than \$1.3 million to our non-profit literacy partners.

## What type of books/materials does Better World Books accept?

We accept books that are in merchantable condition (i.e. no water damage, mildew/mold, missing pages, spine damage, etc.).

- Hardcover Fiction/Non-Fiction
  - Textbooks (2000 or newer)
  - Trade Paperbacks
  - Travel Books (2003 or newer)
  - Dictionaries
  - Ex-Library Copies
  - Rare/Collectible books
  - Out-of-Print books
  - Unopened Software Sets
  - CDs\*
  - DVDs and VHS Cassettes\*
- \*Must be operable and include casing with artwork

## What type of books/materials does Better World Books not accept?

- Mass-market paperbacks
- Book Club Editions
- The Modern Library Books Series
- Time Life Series Books
- Desk Reference books
- Reader's Digest Condensed books
- Tax documents
- Government documents
- Periodicals
- Magazines
- Academic Journals
- Encyclopedia sets (incomplete or complete)
- LP Records
- Custom Course Packets
- Directories
- Marquis Who's Who
- Telephone books
- Damaged books/materials not suitable for sale.

 **Who determines the merchantability of the books?**

To a certain extent, you do. Anything that you would be unhappy receiving as a customer, we suggest not sending. Otherwise, we make every effort to process the books we receive.

 **Shipping. Is it really that easy?**

Yes. We take tremendous pride in our shipping and logistics options. We will help choose the best shipping method for you. For all UPS shipments, we will direct you to a customized web portal where you can log in and print off your UPS labels using standard 8 ½ x 11 paper. Then, after the UPS labels have been attached securely to the each box, you may schedule a pick-up by using our UPS web portal. It's that simple!

For our large volume customers we will use a freight company. Our freight partners request that shipments be palletized and shrink wrapped. Loading docks are preferred, but not necessary.

In either case, we have a team of shipping and logistics professionals to help you along each step of the way.

 **Assuming we send “acceptable books”, what sorting criteria are there?**

None!

 **Which online marketplaces does BWB utilize?**

We currently market books on over 14 different online markets including: Alibris.com, Amazon.com, Amazon.de (Germany), Amazon.co.uk (United Kingdom), Amazon.ca (Canada), Amazon.co.jp (Japan), Amazon.fr (France), Abebooks.com, Half.com (owned by E-Bay), Biblio.com, TextbookX.com and BetterWorldBooks.com. Our books are then cross listed on sites such as BiblioZ.com, Akaikutsu.com, Iberlibro.com, and BN.com (Barnes and Noble Bookquest, L.L.C.).

 **Are books ever thrown away?**

No. We are very conscientious about our environment and we have an active recycling program. To date, we have saved over 5 million pounds of paper from the landfill. If we determine that a book cannot be sold due to its condition, then we will recycle the book. Books that do not sell after a given period of time are collected and prepared for distribution to our non-profit literacy partners or recycled in an environmentally responsible manner.

 **Wow! How do we get started?**

Simply send an e-mail with your contact information, including phone number, to [Secondhand@betterworldbooks.com](mailto:Secondhand@betterworldbooks.com). Thank you for your interest in Better World Books!