



Joint Venture Sample Proposal

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April 2, 20xx

Adam Chastain
President
InPrint Services, Inc.
9112 Newcastle St.
Buffalo, NY 14201

Dear Adam,

It was so nice to meet and brainstorm with you at the book convention in Chicago. It's amazing that we're from the same area but have never worked together.

I believe that our idea to create a new full-service company for authors who wish to self-publish is a perfect way to grow both our businesses in this confusing time for traditional publishers. My business partner Maya Lee is in total agreement.

I've included ideas for how the company would work in the following pages. Some of the ideas we worked on together at the convention, some were my own. Maya and I are willing to discuss any and all details.

Please give this matter serious consideration as soon as possible. Then, let's schedule a time to get together and hash out a formal contract and make this happen!

Sincerely,

Ella Jennings
President
SocialNet4U
555-555-5555
ella@SocialNet4U.com
www.SocialNet4U.com

SocialNet4U
592 2nd Avenue
Suite #601
Seattle, WA 98101

(PH) 555-555-5555
(FX) 555-555-5556
www.SocialNet4U.com

April 2, 20xx



Proposal

Joint Venture between InPrint Services and SocialNet4U

Prepared for: Adam Chastain
President

Prepared by: Ella Jennings
President



Description

SocialNet4U and InPrint Services have the talent, skills, and personnel to complement each other in a joint venture to form a publishing service for authors. Following are our initial ideas for how the company would work based on our previous discussions.



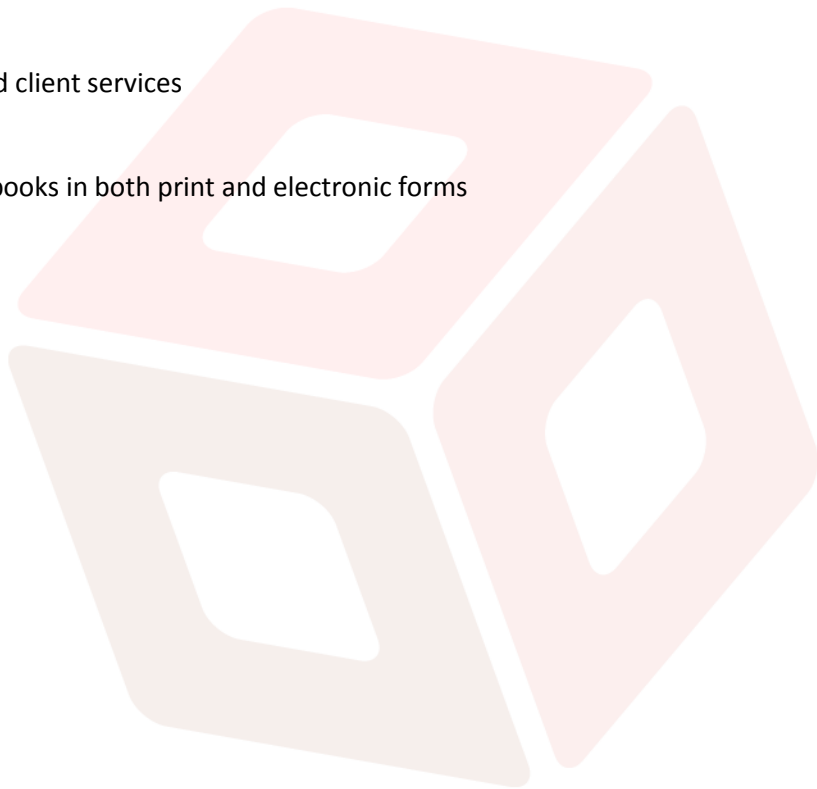
As it now stands, InPrint Services and SocialNet4U each provide approximately half the services commonly requested by authors desiring to self-publish. Both companies want to expand their customer base, and both have capacity to handle more work than each currently has scheduled.

By working together to package our services into a coherent whole that makes the process of self-publishing easy for an author, both of our organizations can profit handsomely.

We both have customer lists, proven marketing strategies, and expertise in our various niches. Now we need to sift through our separate information and strategies to focus on a new group of customers: authors.

By aligning our skills and knowledge and pooling our talents, we can form a new author service company to do the following:

- ▣ Turn word-processing files into ebooks and printed books
- ▣ Set up websites and promote social networking
- ▣ Advertise books and client services
- ▣ Sell and distribute books in both print and electronic forms





Market Demand

In recent years, with the introduction of many new electronic reading devices, the demand for electronic books has skyrocketed. Along with this, the opportunity for new authors to sell their publications as ebooks and print-on-demand (POD) books has also expanded. These authors include writers of specialized works (such as scientific studies, technical instruction manuals, and study guides for students) as well as writers of fiction and nonfiction for the general public. All predictions indicate that demand for ebooks and POD books will continue to expand exponentially for the indefinite future.

Each new electronic reader uses a slightly different format and/or offers slightly different options than other ebook readers, and each type of ebook may be sold by different internet sites. This focus on multiple electronic readers has resulted in a splintered ebook market that is bewildering to most authors. Most authors do not know how to go about preparing their writing for either ebook or print format, and they have little knowledge of where to sell ebooks to reach their intended market.

We've listed below a few of the common categories of authors our new joint venture will serve.

▣ Amateur authors writing personal journals or family histories

These authors typically want a website with communication capabilities, an ebook in multiple formats available on that website, and multiple printed copies for distribution to family and friends. They have little or no interest in selling to the general public.

▣ Subject matter experts writing scientific studies or instructional books

This category includes scientists and engineers who need to describe their research and results for funding agencies and peer review, hobbyists who want to reach a very specific group of readers (such as miniature railroad enthusiasts), and instructors at all levels who want to reach students. These authors typically want a website with communication capabilities, ebooks in multiple formats available from that website and all commercial websites, and print-on-demand capability everywhere.

▣ Corporations

Many corporations desire to take advantage of new opportunities to publicize their corporate histories or the stories of products or services they offer. For example, corporations have published biographies of their CEOs and their leading inventors. Corporations generally have an existing website, but need advice on how to promote and sell publications, as well as assistance with ebook formatting, printing, and distribution services. Corporations often want social promotion services as well.





S A M P L E

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