



The Knight Agency

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JANUARY 2009 EDITION - *A Clean Slate*

Come rain or come shine, Times Square is always packed with a euphoric crowd, optimistic that the moment the clock changes from 11:59pm to 12:00am, the slate will be wiped clean. Three weeks later, we're well into the New Year and inevitably some of those hopeful resolutions fervently whispered as the ball dropped have fallen to the wayside. Perhaps, the better solution would be to realize that everyday is a sort of New Year's Day; meaning affirming our intentions to do better have to become daily mantras rather than one-time proclamations. In this issue, *New York Times* bestselling author Tommy Newberry sheds some light on how to get past the one-time proclamations and take yourself to the next level in 2009 and beyond. Also, our president and founder, Deidre Knight weighs in on her thoughts about the current state of the publishing industry and how TKA plans to move forward in the coming year.



With two books recently hitting the NYT bestsellers list, Gena Showalter's re-released HEART OF THE DRAGON and Rachel Caine's LORDS OF MISRULE, our agency is already off to a bang-up start. We're excited about what's possible for our talented authors in 2009 and look forward to approaching our business goals in more unique ways that continue to bring our clients great success.

IN THIS ISSUE: Interview with Deidre Knight - New Year's Message from Tommy Newberry - Chat It Up with Tommy Newberry - You Ought To Know by Lucienne Diver Agency News - Agents of the Roundtable - January Releases

THE KNIGHT POST - INTERVIEW WITH DEIDRE KNIGHT



Deidre Knight, the president and heartbeat of The Knight Agency, took a moment to reflect on the expansive growth the company experienced last year and shares her expert opinion on what business avenues will prove profitable in 2009.

TKA: What do you feel were some of the agency's top accomplishments last year?

KNIGHT: Honestly, it's almost hard to answer this question because 2008 was the biggest year that TKA has ever experienced, and on so many levels. First, I'd have to mention that our sales far exceeded any previous year's total. Our invoiced sales figure increased by more than 60% over the previous year—and this in a very tough publishing and economic climate. Also, superstar agent Lucienne Diver coming on board after fifteen years with Spectrum Literary Agency in NYC, and then Melissa Jeglinski joining our team after seventeen years at Harlequin were huge moments. Not to

mention adding the very talented Jia Gayles to oversee publicity, which was another wonderful coup. In general, I would describe 2008 as having been about perfecting our team, and that makes 2009 all the more invigorating because I know we're starting the year with the perfect TKA crew in place.

TKA: What goals does the agency look forward to accomplishing in the New Year?

KNIGHT: Setting a new benchmark in terms of overall sales and finding new talent. Not only that, but we're all very excited about finding new ways to capitalize on emerging technologies and digital rights.

TKA: What is your reaction to the recent industry shake-ups?

KNIGHT: I'm grateful for a background in sales prior to becoming an agent because it taught me long ago that there will always be opportunity, no matter how bad things seem. As publishing shakeups continue to shock and discourage those in the industry, I believe that there will be new ways to reach consumers. That although print publishing is struggling, digital media is the next wave—after all, if consumers aren't going out, then they're staying in. And if they are, then that means they'll be on their computers, and much more likely to download books. They'll also need an inexpensive night's entertainment as an alternative to the fifty dollar family outing to the local movie theater. How incredible that we're agents representing books that offer an inexpensive night—or several nights' worth—of uplifting entertainment. We represent a range of books in the areas of romance, fantasy, science fiction, suspense, women's fiction, and other fiction genres. We also represent many inspirational titles. All of these genres are needed by consumers, now more than ever.

Show Me Your Plan!

How many people do you know that make New Year's Resolutions? What about you? How's your track record been with this type of soft commitment? Statistics reveal that virtually all resolutions fall apart before Valentine's Day. After working with thousands of clients in The 1% Club's performance lab since 1991, I know this is true. New Year's resolutions do not work, but real goals do!



Think of goal setting as mental fitness. Like physical exercise, the more you push yourself with demanding goals, the stronger and more self-assured you become. You develop the mental toughness possessed by high achievers in all fields. With clear goals, you pull the future into the present and alert your mind to detect the people and the methods to bring them into reality. And the more irresistible your goals, the more quickly this happens. Little goals and little visions attract little people and little resources. Huge goals and huge visions attract huge people and huge resources.

Activating your full potential requires this type of HUGE THINKING. As a Huge Thinker, your approach to goal setting is a bit unconventional in that you deliberately establish goals that you do not yet know how to achieve. Not only does this feel awkward and defy common sense, it also sets you up for possible failure and even embarrassment. But you do it anyway because you know that the very act of writing down and setting passion-filled goals unlocks your creative powers. You know that there are no uncreative people, only people with small, dull goals.

Your approach to setting goals gives you a distinct advantage. When you write down huge goals for your life, you draw to yourself, like a strong magnet, the talent, creativity, discipline, skills, innovation, and other resources necessary to accomplish your huge goal. Whatever you need to make the goal a reality flows into your life, and often in the most unexpected ways. The catalyst for this dynamic attraction is the simple act of writing and committing to the Huge Goal. This singular act kicks off a chain reaction of serendipitous experiences that never would have occurred in the presence of a weak, impotent New Year's resolution. Let's get started!

Imagine it is December 31, 2009....While you can't preview the next twelve months in reality, you can visit the future mentally. Come with me.

Stand on the mountain top of 2009 and look down at where you've been over the last year. Envision yourself having already accomplished your most important goals. What were they? Would you like to strengthen your relationship to God? What does this look like? Show me your plan! Would you like to get published? Who would be the best house for you? Show me your plan! Would you like to secure bigger and more lucrative clients? How much bigger? Show me your plan! Would you like to hit the bestseller list? Which list and which spot? It will not happen by accident. Show me your plan! Would you like to get leaner and healthier? Show me your plan! Would you like to connect at a much deeper level with your spouse? How so exactly? Show me your plan! Would you like to eliminate clutter and complexity in your life? Show me your plan! Would you like to work less and still earn more? How much more? Show me your plan!

So, how does it feel to have already achieved them? What obstacles did you overcome in the process? Who helped you cross the finish line?

The presence of a thoughtful, written plan for each of your goals is the clearest evidence that you are a serious participant in your own life. Now more than ever, with a carefully crafted strategic plan you distinguish yourself from the masses who hope and wish and even pray for more joy, passion and success, but seldom do anything substantive to help create it. I dabbled around for a while and finally got serious about my writing in 2005. I wrote down a goal to finish my proposal for **THE 4:8 PRINCIPLE** before Thanksgiving and get a contract by Spring. And with the help of TKA, I did. I then set a goal to finish my manuscript by November of 2006 and I did. And then I set a goal to hit *The New York Times* bestseller list before Christmas of 2007 and on September 30th, I did.

The combination of goal setting and planning is powerful, indeed. And, planning is just the deliberate act of pulling the future into the present, so you can do something about the future right now. If you want your future to be different, you must make the present different. What do you want to happen, more than anything else in your life, over the coming year? Are you serious? Are you committed? Is this your year?

Show me your plan!

CHAT IT UP - TALK TO TOMMY NEWBERRY!



New York Times bestselling author Tommy Newberry is chatting with TKA on Wednesday, January 28th at 9:00pm ET! Tommy's books, **THE 4:8 PRINCIPLE** and **SUCCESS IS NOT AN ACCIDENT** have inspired thousands to take charge of their destinies. This dynamic non-fiction author will be talking about his writing projects, as well as how to set and meet your goals for the New Year. This is a very special chat that you don't want to miss!

WHEN: Wednesday, January 28th @ 9:00pm ET

WHERE: [Click Here to Enter the TKA Chat Room](#) *Your computer must be Java enabled to chat.

YOU OUGHT TO KNOW: FROM THE DESK OF LUCIENNE DIVER



The sky is not falling. I repeat: The sky is not falling. It's easy to think that way when you hear of all the gloom and doom posted about the industry, particularly the lay-offs from stalwart publishers like Random House and Houghton Mifflin. They're scary, because they came all at once, and sad, because of the personal cost and the timing, but not really new. Publishers have been tightening their belts for some time—some letting personnel go here and there, others dictating what restaurants their editors can expense and how often.

The downturn in the economy is not a sudden and surprising thing, which means that publishers have been looking for and finding ways to cope for years now. Some have tried trimming print advertising (and brought most of it back when that didn't prove the most effective strategy). Others have cut costs with fewer ARCs or cover flats only on the larger formats or bigger books. They've kept the plans that have worked, discarded those that haven't and come up with innovative ways, particularly interactive and web-based, to keep books competitive with other media.

Plus, books have traditionally weathered recessions and depressions better than other fields. It's inexpensive entertainment, particularly in mass market, which seems to be holding its own. Books are still being bought. December certainly didn't slow down for any of us here! In fact, we sold thirty-two new books domestically and translation rights to seven more in December alone. Bestsellers are still hitting the lists. Books are being optioned for film and television development.

If we're going to hell in a handbasket, it's been one long crazy trip with no end in sight.

From where I'm sitting, the bright spot on the horizon isn't a fiery pit, but the light and hope of a new year. Happy 2009!

WHAT'S GOING ON? - AGENCY NEWS

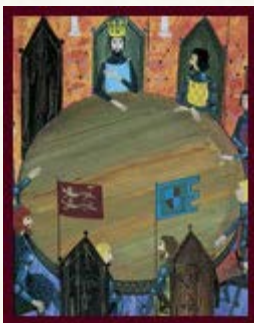
90 MINUTES IN HEAVEN, by Don Piper and Cecil Murphey, capped off another year with a swarm of accolades. The inspirational book was declared one of the top religious titles of 2008 by *Publisher's Weekly* and nabbed the #32 spot on *USA Today's* bestselling books of the year. Nielsen Bookscan placed the book at #44 on its 2008 bestseller's list, with sales of 418,000 copies. Considering Bookscan only reports sales from a select list of retail outlets, it's certain that the numbers were far greater. The book also recently entered its 115th week on *The New York Times* bestseller list.

LORD OF MISRULE, the fifth book in Rachel Caine's addictive **MORGANVILLE VAMPIRES** series premiered at #7 on The New York Times YA series list and reached the #2 spot on Barnes & Noble's young adult mass market bestseller list!

Congrats Rachel!!

Gena Showalter's re-released novel, HEART OF THE DRAGON, entered *The New York Times* bestseller list at #31 and the USA Today list at #94. Her revived ATLANTIS series will re-release its second title, JEWEL OF ATLANTIS in February. WTG Gena!

AGENTS OF THE ROUNDTABLE



QUESTION: What is your publishing resolution for the New Year?

PAMELA HARTY: My publishing resolution for 2009 is to read at least one thing by every TKA author that I don't represent. I know that Elaine, Nephele, Deidre, Melissa and Lucienne all represent some fabulous talent, and I am going to make sure I read them all!

LUCIENNE DIVER: Every year my goal is to sell more books with each deal garnering more money than the year before.

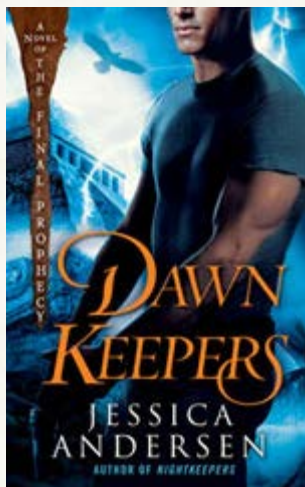
NEPHELE TEMPEST: This year my publishing resolution is to find some new writers that really

excite me and to sign them on. It's been a while since I found a new client, and I'm itching to discover fresh, strong voices.

ELAINE SPENCER: My publishing resolution is to find some great new talent to add to my client list. There is nothing like a first sale (who am I kidding, there is nothing like "a sale" period!). I already have a handful of projects that I'm very excited about finding a home for this year, and I can't wait to see what else comes my way in the upcoming months!

MELISSA JEGLINSKI: I resolve to read outside my comfort zone and get started reading books that others have been suggesting for a while.

JANUARY RELEASES



DAWNKEEPERS: A NOVEL OF THE FINAL PROPHECY

by Jessica Andersen | NAL

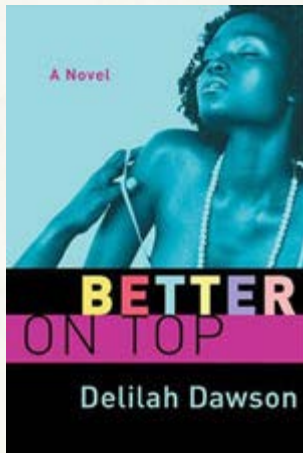
The countdown to the end of days has begun—and Only the Nightkeepers can stop the annihilation of all mankind... Though a Nightkeeper, Nate Blackhawk refuses to allow others to control his fate. The gods have even tried to influence his love life, sending him visions of Alexis Gray, a sleek blonde who is everything he's ever wanted in a woman. The two warriors can't deny their attraction. But a frightening vision leads Nate to distance himself in spite of the intense passion he feels. Thrown together once more, they must reassemble seven Mayan artifacts that hold the key to preventing the end of the world...



LORDS OF MISRULE (THE MORGANVILLE VAMPIRES, BOOK 5)

by Rachel Caine | Penguin

The last battle looms... In the college town of Morganville, vampires and humans coexist in (relatively) bloodless harmony. Then comes Bishop, the master vampire who threatens to abolish all order, revive the forces of the evil dead, and let chaos rule. But Bishop isn't the only threat. Violent black cyclone clouds hover, promising a storm of devastating proportions as student Claire Danvers and her friends prepare to defend Morganville against elements both natural and unnatural.



BETTER ON TOP (BOOK 2, THE ORCHID SOUL TRILOGY)

by Delilah Dawson | St. Martins

Toni Lyons has her hands full raising her autistic five year old daughter, Twyla, by herself. When the opportunity comes along to make some extra money by being a tester for her friend Eileen's new erotic matchmaking website, Orchid Soul, Toni is not prepared for how her life will change.

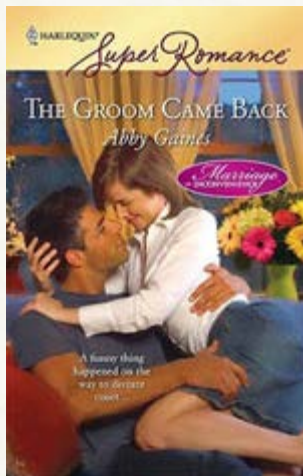
Nick Benson moved back into his old home after returning from the war, which has been converted into a duplex – the same one which Toni lives in. No longer the player he used to be, Nick instead fills his days renovating the old home, while grieving for his fiancé that was killed in the war. Being a former computer programmer, Eileen also involves Nick into the Orchid Soultesting. Due to a glitch in the programming, When the wall separating their apartments comes tumbling down, a hot night of sexual reprieve becomes the start of something so much more.



AFTER DARK

by Wendy Etherington | Harlequin

Aidan Kendrick may be rich, mysterious and hot as anything, but he's also surly, brooding and deeply troubled. Not the kind of guy Sloan Caldwell can really afford to get mixed up with. She's head of the historical society, so her sole interest in the enigmatic newcomer, she keeps reminding herself, is the heritage home he's renovating on Palmer's Island. Right. He's tall, dark and gorgeous spelled with a capital "G." Soon Sloan's attention is focused only on the bedroom as she and Aidan give in to a lust that's as intense as it is immediate, and pleasure is the only object...until tragedy interrupts, and they have to catch a killer!



THE GROOM CAME BACK

by Abby Gaines | Harlequin

Typical. It takes Dr. Jack Mitchell eight years to pull himself away from his terribly important career abroad and come home for a divorce. And then he doesn't even know who she is! Sure, Callie Summers--excuse me, Mitchell--was a gawky schoolgirl when Jack rescued her from a nasty family situation. But that's no excuse for the man not to recognize his own wife.

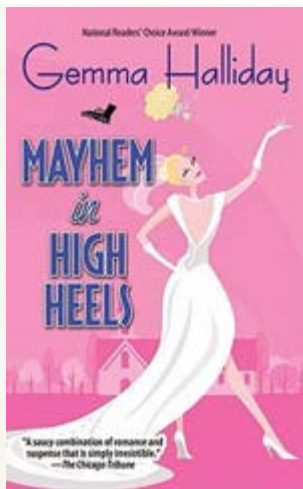
And now the gorgeous neurosurgeon thinks he's going to hightail it out of Tennessee with his final decree in hand. Uh-uh. Callie isn't letting him off quite so easily. Not when she, to her utter dismay, is finding him so irresistible.

Irresistible enough to get him to tie the knot again?

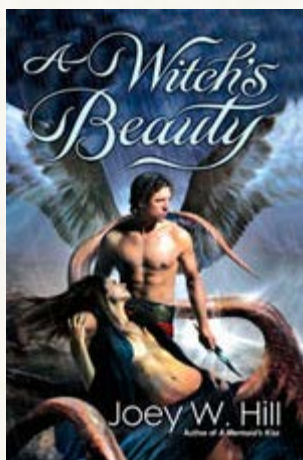
MAYHEM IN HIGH HEELS (HIGH HEELS MYSTERY #5)

by Gemma Halliday | Dorchester

Maddie Springer is finally walking down the aisle with the man of her dreams. And she's got the perfect wedding planner to pull it all off in style. Well, perfect, that is, until the woman winds up dead—murdered in buttercream icing. Suddenly Maddie's hope of a dream wedding melts faster than an ice sculpture at an outdoor buffet. And when her groom-to-be is assigned the detective in charge of the case, there goes any chance of a honeymoon. Unless, of course, Maddie can find the murderer before her big day. With the help of her



fellow fashionista friends, Maddie vows to unveil the cold-blooded killer. Is it the powerful ex-husband, the hot young boy toy, a secret lover from the past, or a billionaire bridezilla on the warpath? As the wedding day grows closer, Maddie's race to the altar turns into a race against time.



A WITCH'S BEAUTY

by Joey Hill | Berkley

The follow-up to *A Mermaid's Kiss*—from a national bestselling author who “stands out in a genre known for its out-of-the-ordinary love play.” (The Romance Studio) Mina is the daughter of an unholy union—a mermaid taken by one of the malevolent Dark Ones. While helping to rescue Prime Legion Commander Jonah, she exposed herself as a potentially dangerous weapon, susceptible to the darkness in her own blood. Now, for the general good, Jonah has angels watching over her... Though Mina is resistant to being protected, her attitude begins to change when David, the human-born angel, is awarded the duty. Looking into his eyes, she can sense that he too knows what it means to fight the darkness within. But—as their passion threatens to take over—will it lead them to Heaven or Hell?



WILD THING

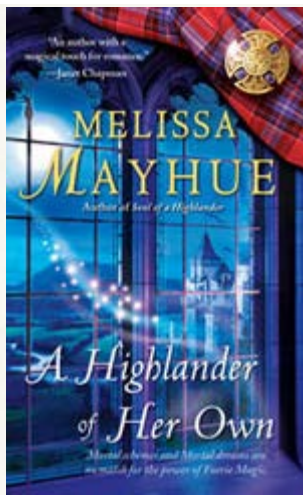
by Marjorie Liu | Berkley

Atlantis, demon hordes, guardian angels, and an animal whisperer. *Wild Thing* has this and more. About the Authors: New York Times bestselling author Maggie Shayne lives in Plymouth, New York. Her website is maggieshayne.com. Marjorie Liu is a New York Times bestselling author. She lives in Indiana. Alyssa Day is the pseudonym of author Alesia Holliday. She lives in Florida. Meljean Brook lives in Oregon with her family. --This text refers to the Paperback edition.

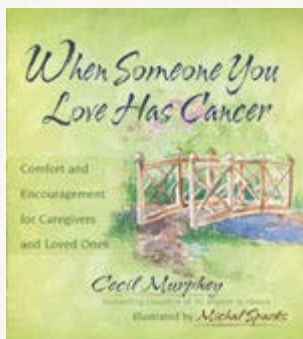
A HIGHLANDER OF HER OWN

by Melissa Mayhue | Pocket Books

TEXAS, PRESENT DAY. Ellie Denton's world has spiraled out of control. A strange new birthmark, animals talking to her, and her mother's ex-husband laying claim to the family ranch have her thinking life can't get more complicated. But Ellie doesn't know the birthmark's connection to her Faerie ancestors. Complicatedtakes on a whole new meaning with her innocent wish to find her true love. SCOTLAND, 1304.Caden MacAlister has more trouble than he can handle. With his brother held for ransom and the laird missing, the last thing he needs is another problem. But the Fae have other plans. A mysterious woman



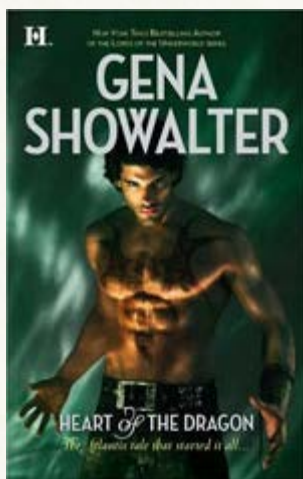
shows up in his stables, sent by Faerie Magic to find her true love. Fighting his attraction, Caden insists she's meant for one of his brothers. With his history, he has no desire for a woman in his life -- especially a woman sent by the Fae. Only the magic of the Fae can determine whether Ellie will find a Highlander of her own...



WHEN SOMEONE YOU LOVE HAS CANCER

by Cecil Murphey | Harvest House

When you're caring for someone with cancer, it's difficult to know how to truly be there and how best to respond to the unexpected twists and turns that accompany a devastating diagnosis. This comforting book inspires caregivers to seek peace and understanding in their loved one's situation, learn the importance of active listening, and explore their own feelings of confusion and unrest. Beloved watercolor artist Michal Sparks' soothing paintings combine with practical helps and honest "I've been there" admissions from bestselling author and longtime pastor Cecil Murphey.



HEART OF THE DRAGON

by Gena Showalter | Harlequin

In the jungle on the trail of her missing brother, Grace Carlyle never expects to find a world of mythological creatures, guarded by a sword-wielding Atlantean sworn kill anyone who strays into the lost city's boundaries. Now, he finds himself tempted to betray his centuries-old vow. Reissue.

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