

Abrams Artists Agency, London Book Fair 2020

David Doerrer, Director of Foreign Rights

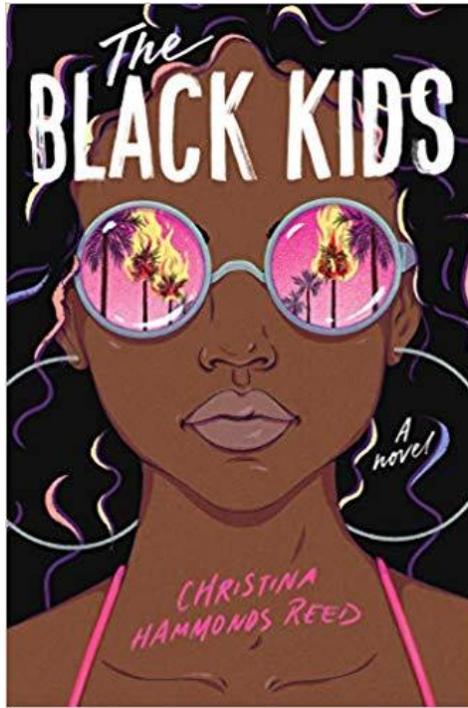
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THE BLACK KIDS by Christina Hammonds Reed

September 2020 | Manuscript Available

Rights sold: North American to S&S Books for Young Readers, in a significant preempt, UK rights to S&S UK

Perfect for fans of *The Hate U Give*, this unforgettable coming-of-age debut novel explores issues of race, class, and violence through the eyes of a wealthy black teenager whose family gets caught in the vortex of the 1992 Rodney King Riots.

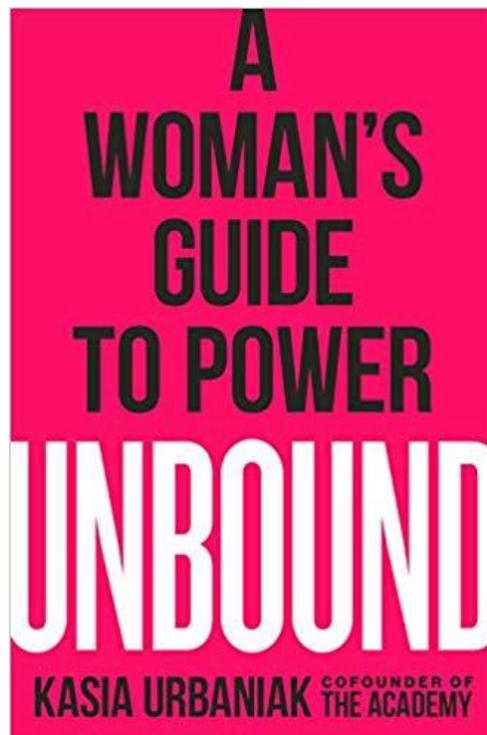
Los Angeles, 1992

Ashley Bennett and her friends are living the charmed life. It's the end of senior year and they're spending more time at the beach than in the classroom. They can already feel the sunny days and endless possibilities of summer.

Everything changes one afternoon in April, when four LAPD officers are acquitted after beating a black man named Rodney King half to death. Suddenly, Ashley's not just one of the girls. She's one of the black kids.

As violent protests engulf LA and the city burns, Ashley tries to continue on as if life were normal. Even as her self-destructive sister gets dangerously involved in the riots. Even as the model black family façade her wealthy and prominent parents have built starts to crumble. Even as her best friends help spread a rumor that could completely derail the future of her classmate and fellow black kid, LaShawn Johnson.

With her world splintering around her, Ashley, along with the rest of LA, is left to question who is the *us*? And who is the *them*?



UNBOUND: A Woman's Guide to Power by Kasia Urbaniak

August 2020 | Manuscript Available in Early March

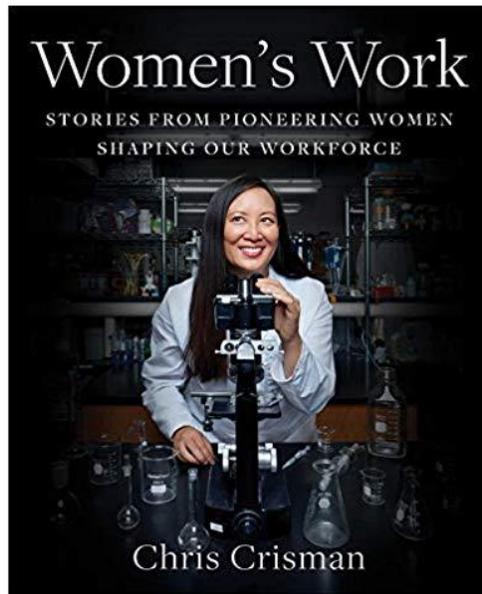
Rights Sold: North American to Tarcher Perigee, at auction, for mid-six figures, UK to Vermillion, Polish to Agora

Electrifying lessons in power, influence and persuasion to equalize women in an unequal world, from former dominatrix and nun turned sought-after coach

Kasia Urbaniak spent 17 years studying to become a Taoist nun. To foot the bill for her studies, she worked as a high-paid (and extremely successful) dominatrix in dungeons around New York City. What she learned in these two wildly different settings has turned into her life's work.

UNBOUND brings Urbaniak's unique teachings for women on speaking power, persuading others and navigating conflict to a mainstream audience for the first time. Part polemic, part practical, it opens women's eyes to why they frequently find it so difficult – personally, professionally and socially – to raise their voices, why they freeze in challenging circumstances and what they can do to change this. Too often women find themselves in the role of 'sub' when they need to be more 'dom' – in short they are paralyzed by their Good Girl Syndrome and a deep-seated need to please everyone and anyone except themselves.

UNBOUND shows women how to cut through layers of self-censoring and self-doubt to direct and command attention so they can express – and get – what they really think, feel, need and want.



Women's Work: Stories from Pioneering Women Shaping Our Workforce by Chris Crisman

March 2020 | Manuscript Available

Rights Sold: North American to S&S in a six-figure deal

“A beautiful book that provides genuine encouragement and inspiration. Vivid portrait photography and accompanying essays declare that all work is women's work.” —*Kirkus Reviews* (starred review)

In this stunning collection, award-winning photographer Chris Crisman documents the women who pioneered work in fields that have long been considered the provinces of men—with accompanying interviews on how these inspiring women have always paved their own ways.

Today, young girls are told they can do—and be—anything they want when they grow up. Yet the unique challenges that women face in the workplace, whether in the boardroom or the barnyard, have never been more publicly discussed and scrutinized. With *Women's Work*, Crisman pairs his award-winning, striking portrait photography of women on the job with poignant, powerful interviews of his subjects: women who have carved out unique places for themselves in a workforce often dominated by men, and often dominated by men who have told them *no*. Through their stories, we see not only the ins and outs of their daily work, but the emotional and physical labors of the jobs they love. *Women's Work* is a necessary snapshot of how far we've come and where we're heading next—their stories are an inspiration as well as a call to action for future generations of women at work.

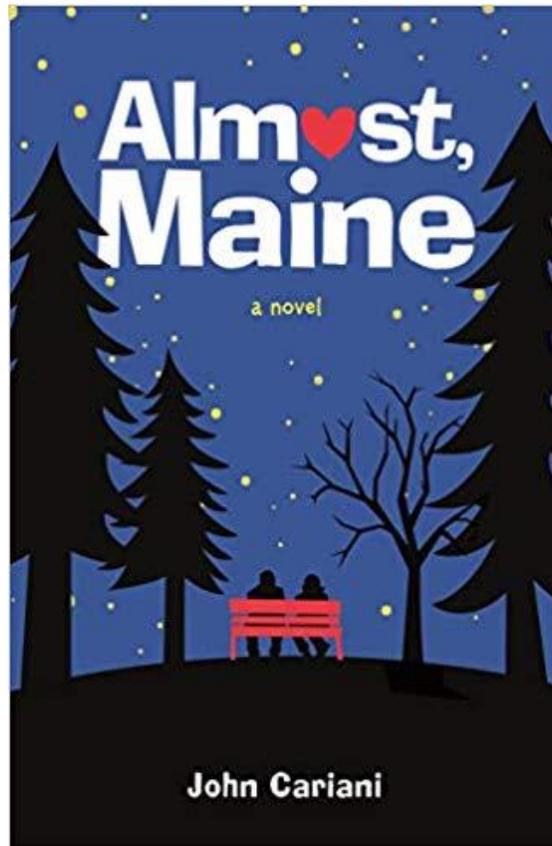
Women's Work features more than sixty beautiful photographs, including Anna Valer Clark, ranch owner; Beth Beverly, taxidermist; Carla Hall, blacksmith; Cherise Van Hooser, funeral director; Jordan Ainsworth, gold miner; Magen Lowe, correctional officer; Mindy Gabriel, firefighter; Nancy Poli, pig farmer; Doris Kearns Goodwin, presidential biographer; Sophi Davis, cowgirl; Abingdon Welch, pilot; Christy Wilhelmi, beekeeper; Connie Chang, chemical engineer; Danielle Perez, comedienne; Indra Nooyi, former CEO of PepsiCo; Lisa Calvo, oyster farmer; and many more.

WHITESPACE by Juliet Funt

Proposal Available

Rights Sold: World English to Harper Business, at auction, for mid-six figures, Simplified Chinese to Ginkgo, Complex Chinese to China Times, Korean to Sigongsa

Juliet Funt, CEO of WhiteSpace at Work, has a critical message for every professional: We don't need to *do* more to succeed. We're already doing far too much, and often the wrong things. We need to learn how to de-crapify our workflow, so we can *pause* more to innovate, *think* more to execute better, and thereby create *space* that sparks our talents and ignites us—as individuals, teams, and whole organizations. With honesty, humor, real-world storytelling, and a no-rules, no-judgment attitude, WHITESPACE gives readers a whole new starting place, language, and set of practices for working with more ease and effectiveness—together and solo, every day—starting now.



ALMOST MAINE by John Cariani

March 2020 | Manuscript Available

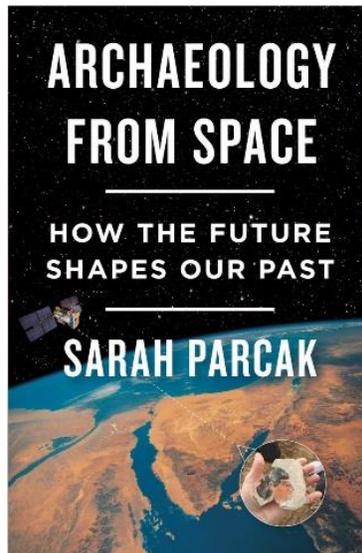
Rights Sold: North American to Feiwel & Friends

Based on the popular play by the same name, John Cariani's *Almost, Maine* is an interlinked collection of heartwarming and heartbreaking YA stories that will have you thinking about love in an entirely new way.

Welcome to Almost, Maine, a town that's so far north, it's almost not in the United States—it's almost in Canada. And it almost doesn't exist, because its residents never got around to getting organized. So it's just . . . Almost.

One cold, clear Friday night in the middle of winter, while the northern lights hover in the sky above, Almost's residents find themselves falling in and out of love in the strangest ways. Knees are bruised. Hearts are broken. Love is lost and found. And life for the people of Almost, Maine will never be the same.

JOHN CARIANI is a Tony® Award-nominated actor and a playwright. He's appeared on and off-Broadway and in several films and television show, and his plays have been performed all over the world. *Almost, Maine* is his most popular play and the basis of this, his first novel.



ARCHAEOLOGY FROM SPACE: How the Future Shapes Our Past by Sarah Parcak

July 2019 | Manuscript Available

Rights Sold: North American to Holt, Spanish to Ariel, Simplified Chinese to Citic, Japanese to Kobunsha, Korean to Thinking & Paper

In *ARCHAEOLOGY FROM SPACE*, space archaeologist Sarah Parcak, National Geographic Fellow and winner of the 2016 TED Prize, will share how 15+ years of experience finding thousands of “new” ancient sites across the globe using satellite imagery (and following up those discoveries with excavation and survey) has shaped her unique birds-eye perspective. With her satellite research, she cannot see borders, skin color, or religion, but instead how we have survived and flourished in the most unlikely places against terrible odds. Her work has made her a fierce optimist about human beings and our potential. This book will show how archaeology comprises all of humankind’s collective stories of resilience, adaptation, and creativity, and how those stories are mission critical for us to survive and thrive as a species. Her goal is to give everyone who reads this book a renewed sense of hope about everything that our species has achieved in the past with our ingenuity (which is, after all, our defining human characteristic), and a universal perspective for how rich our future can be.

An Amazon Best Science Book of 2019

A *Science Friday* Best Science Book of 2019

A *Kirkus Reviews* Best Nonfiction Book of 2019

***Nature's* top ten books of 2019**

"A crash course in the amazing new science of space archaeology that only Sarah Parcak can give. This book will awaken the explorer in all of us." —**Chris Anderson, Head of TED**

“A renowned space archaeologist gives readers an insider's look at her field, which is basically Indiana Jones meets cutting-edge satellite technology. It's every bit as exciting as it sounds... In this fascinating adventure memoir... Parcak has a lot of great stories to tell, and she tells them with clarity, enthusiasm, and humor... Exciting and futuristic, this book elicits that anything-is-possible

feeling—a must-read.” —*Kirkus Reviews*, ***starred review***

“Her writing is full of evocative anecdotes and personal insights gleaned from years of experience in dusty trenches as well as behind the computer screen, poring over satellite images... Throughout the book, Parcak’s love for her work and the people she studies is evident, and her enthusiasm is contagious. From Vikings in Iceland and Canada to amphitheaters in Italy and back to her first love, pharaonic Egypt, she brings both the present and the past to life.” —*Science Magazine*

“Parcak’s book provides a revelatory look at an exciting new field.” —*Publishers Weekly*

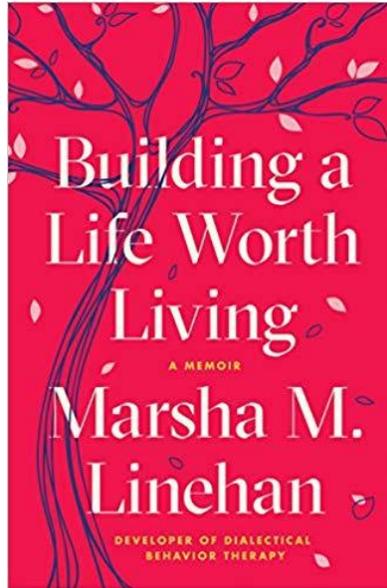
"This book is so much more than the memoir of a dedicated archaeologist—it’s an open invitation for all of us to become explorers. She has pioneered crowd source archaeology, and shows how we can join her on the adventures of discovery that we've always dreamed about." —**Peter Jackson, Academy Award-winning director**

“This is a fascinating glimpse into a young field just as its technological possibilities are exploding...By panning out, we perceive what’s invisible on the ground: features that relate not just to the physical landscape, but to the history of humanity, and our relationship with Earth.” —*Nature*

“Parcak's love for her field and her deep wonder and excitement come through on every page...Clear, accessible and fascinating, peppered with witty asides and informative photos, *Archaeology From Space* is an excellent introduction to an exciting subfield that's still flying under the (satellite) radar.” —**Shelf Awareness, *starred review***

“*Archaeology from Space* presents a lively and engaging narrative about not only what it’s like to be an archaeologist, but how archaeologists use the data they gather to understand the ancient world.” —**Forbes.com**

"Parcak is an extremely engaging writer and has done a lot of very interesting stuff....Parcak shares enough of herself to entrance anyone who shares her Indiana Jones dreams, while elucidating the exciting new field of satellite archaeology. This is a thoroughly delightful and downright fascinating work of popular science." —**Booklist**



BUILDING A LIFE WORTH LIVING by Marsha M. Linehan

January 2020 | Manuscript Available

Rights Sold: North American to Random House in a major preempt, Dutch to Kok, Italian to Cortina, Polish to Media Rodzina

Profiled in Time Magazine and the New York Times, Marsha Linehan is a preeminent psychologist and pioneer in her field: she created the first and only successful treatment for Borderline Personality Disorder (BPD). At age 68, she revealed that she had struggled with BPD all her life, including having been institutionalized at age 17 and deemed the most dangerous patient in her ward: Linehan cut herself and frequently launched herself head first off tables. Linehan's memoir will trace the inspiring arc of her life from the perdition of having lived with undiagnosed BPD to her creation of a therapy that's practiced by thousands of professionals around the world and that fulfills the vow she made at 17 that, if she ever recovered sufficiently to be released from the institution, she would dedicate her life to finding a treatment that provides relief from the pain she—and millions of others around the world—suffer.

"In *Building a Life Worth Living*, Marsha Linehan shares her experience of depression and suicide to help others who may be experiencing this themselves or in someone they love. Since using what happens to us to help others is the final stage of healing, this book is a victory on both sides of the page."

—**Gloria Steinem, New York Times bestselling author of *My Life on the Road***

"A brilliant memoir by one of the greatest pioneers in psychotherapy history. Marsha Linehan holds absolutely nothing back, making good on the vow she made as a young woman to escape hell and help others do the same. Because this book—in its fierce honesty and, for the careful reader, the practical advice—will help anyone who has struggled to build a life worth living."

—**Angela Duckworth, New York Times bestselling author of *Grit***

“To read this book is to understand how a life is built. In dark, there is light. Everything in Marsha Linehan’s life and remarkable memoir uncovers the dark—the hell of the unhappy self and the hell of inadequate help—and brings us into the light, with humor and detail in her grappling and growth, and in her courage and vision of how to create a treatment for even the most unhappy of us.”

—**Amy Bloom, New York Times bestselling author of *White Houses***

“Shocking and heart-wrenching on one end, triumphant on the other, and an inspiration of hope all the way through.”—***Goop***

“Powerful and intimate . . . Linehan ably guides readers along her roller-coaster life as she conquers the male-dominated world of academia while hiding her physical and emotional scars. . . . Readers looking to overcome their past will find inspiration in this dramatic, heartfelt narrative.”—***Publishers Weekly***

“Practical and engaging . . . Linehan leads readers through her life and details how key moments brought her to develop DBT [Dialectical Behavior Therapy], bringing mindfulness into psychotherapy. Weaving the instructive with the personal, she alternates anecdotes with universal tools for approaching life with a combination of acceptance and motivation to change.”—***Booklist***

“Gripping . . . An inspiring account of healing and helping.”—***Kirkus Reviews***

 influencer

BUILDING YOUR PERSONAL BRAND
IN THE AGE OF SOCIAL MEDIA



The blueprint to manage and monetize
your influence as a content creator

BRITTANY HENNESSY

INFLUENCER by Brittany Hennessy

July 2018 | Manuscript Available

Rights sold: World English to Kensington, Thai to Live Rich Publishing, Taiwanese to Heliopolis, Vietnamese to 1980 Books

Every one of your favorite influencers started with zero followers and had to make a lot of mistakes to get where they are today—earning more money each year than their parents made in the last decade. But to become a top creator, you need to understand the strategies behind the Insta-ready lifestyle . . .

As nightlife blogger, then social media strategist, and now Senior Director of Influencer Strategy and Talent Partnerships at Hearst Magazines Digital Media, Brittany Hennessy has seen the role of influencers evolve and expand into something that few could have imagined when social media first emerged.

Whether you're just starting out or you're ready for bigger campaigns, Hennessy guides you through core influencer principles. From creating content worth double tapping and using hashtags to get discovered, to understanding FTC rules and delivering metrics, she'll show you how to elevate your profile, embrace your edge, and make money—all while doing what you love.

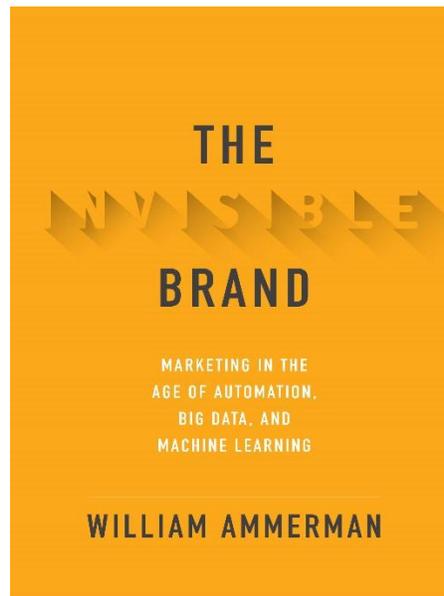
THE FEET THAT DANCED ON THEIR OWN

Sara Manning Peskin, MD, MS

Proposal Available

Rights Sold: North American to Norton in a six-figure preempt, Chinese to Citic in a preempt, Polish to Dom Wydawniczy Rebis at auction

In mid-1900's Papua New Guinea, women are laughing themselves to death. A century later, a graduate student watches *The Walking Dead* in the morning, and by afternoon, is shoving away doctors that appear to her as vicious zombies, while on the other side of the country, a grandfather gambles away his savings. What do they all have in common? Brain disorders—specifically, disorders caused by a single molecule. From loss of empathy to compulsive lying, Sara Manning Peskin, MD MS, tells the ultimate David and Goliath story, showcasing diseases where molecules that are millions of times smaller than the brain co-opt the human body's most intricate structure and change people's very identities. In *THE FEET THAT DANCED ON THEIR OWN*, Peskin, who has traveled around the world studying neurology, introduces readers to patients who have experienced these rare disorders up close, providing a crash course in the brain and neurological disorders in the process.



THE INVISIBLE BRAND: Marketing in the Age of Automation, Big Data, and Machine Learning by William Ammerman

June 2019 | Manuscript Available

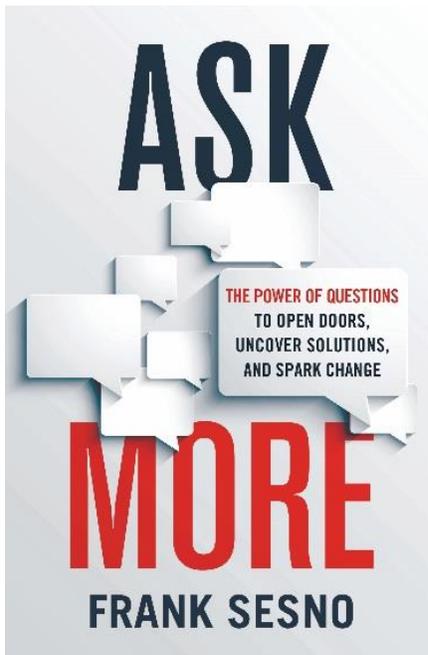
Rights sold: World English to McGraw-Hill, Korean to Sam & Parkers

The world of marketing is undergoing major change. Sophisticated algorithms can test billions of marketing messages and measure results, and shift the weight of campaigns—all in real time. What's next? A complete transformation of marketing as we know it, where machines themselves design and implement customized advertising tactics at virtually every point of digital contact.

The Invisible Brand provides an in-depth exploration of the risks and rewards of this epochal shift—while delivering the information and insight you need to stay ahead of the game.

Renowned technologist William Ammerman draws from his decades of experience at the forefront of digital marketing to provide a roadmap to our data-driven future. You'll learn how data and AI will forge a new level of persuasiveness and influence for reshaping consumers' buying decisions. You'll understand the technology behind these changes and see how it is already at work in digital assistants, recommendation engines and digital advertising. And you'll find unmatched insight into how to harness the power of artificial intelligence for maximum results.

As we enter the age of mass customization of messaging, power and influence will go to those who know the consumer best. Whether you are a marketing executive or concerned citizen, *The Invisible Brand* provides everything you need to understand how brands are harnessing the extraordinary amounts of data at their disposal—and capitalizing on it with AI.

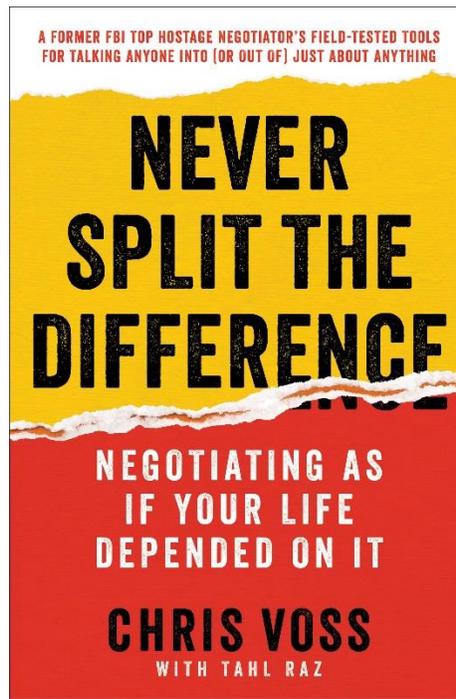


ASK MORE: The Power of Questions to Open Doors, Uncover Solutions, and Spark Change by Frank Sesno

January 2017 | Manuscript Available

Rights sold: World English to AMACOM, Korean, at auction, to Joongang, Complex Chinese to Sun Color, Simplified Chinese to Beijing Mediatime, Thai to Amarin, Japanese to Micro Magazine, Turkish to Sola, Italian to Tecniche Nuove

With digital communications consuming every waking moment, why do millions of people around the world feel so disconnected? According to veteran interviewer Frank Sesno, it's because we're not asking enough questions — and enough *good* questions. In **ASK MORE**, Sesno, who has conducted thousands of interviews on CNN, NPR and elsewhere, and is now Director of The George Washington University's School of Media and Public Affairs, investigates how the art of inquiry can open our minds and dramatically improve our daily lives. Speaking with famously inquisitive people such as Colin Powell, Barbara Walters, Jon Stewart, Bob Schieffer, Ellen DeGeneres, Robin Young and Sandra Day O'Connor, Sesno reveals the little-known strategies and tactics behind masterful questioning. Riveting stories from an FBI anti-terrorist psychologist, a SWAT team hostage negotiator, an emergency room doctor, a Hollywood producer, and an end-of-life spiritual counsellor illustrate how well-placed questions often produce breakthrough results, getting us the answers we need, not those people think we want to hear. Readers learn to better tackle life's toughest issues, combat groupthink, confront a suspicious teenager, ask a partner about sex, become a better colleague or be a better citizen by becoming more thoughtful and deliberate in their inquiry. Meaningful connection may elude us in today's "always-on" global culture, but Sesno's message is at once hopeful and inspiring: *We can* become happier, healthier and more successful, if only we can learn to talk less — and ask more.



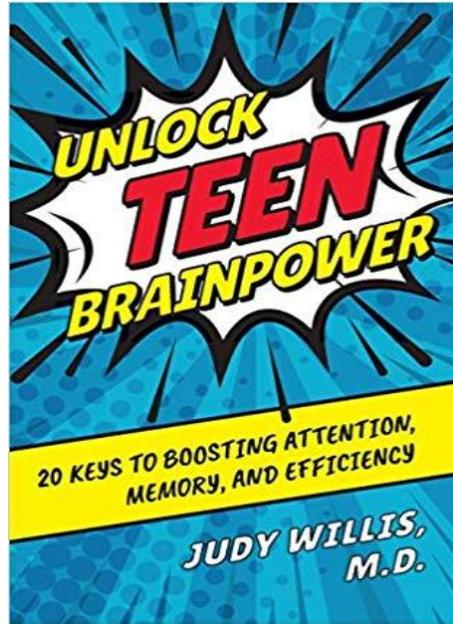
NEVER SPLIT THE DIFFERENCE: Negotiating As If Your Life Depended On It by Chris Voss with Tahl Raz

May 2016 | Manuscript Available

LICENSED IN 27 TERRITORIES; OVER 500,000 COPIES SOLD

Rights sold: North American to Harper Business, at auction, in a major deal, Korean to From Books, Complex Chinese to Locus in a preempt, Simplified Chinese to Xiron at auction, Japanese to Hayakawa at auction, Spanish to Penguin Random House S.A.U, UK to Random House at auction, Turkish to April, Czech to Jan Melvil, Slovak to Eastone, French to Belfond, Russian to Eksmo, Italian to Vallardi, Thai to Mono Generation, German to Münchner Verlagsgruppe, Polish to MT Bizness, Vietnamese to Alpha Books, Dutch to Scriptum, Brazilian to Sextante, Portuguese to 2020 Editora, Estonian to ARIPAEV, Ukrainian to Nash Format, Romanian to GLOBO, Lithuanian to Liutai ne avy, Bulgarian to Iztok-Zapad, Albanian to Pema, Hebrew to Agam

In his 24 years with the FBI, many as the agency's lead international hostage negotiator, Chris Voss worked approximately 150 kidnappings worldwide, including the Gonsalves-Howes-Stansell kidnapping in Colombia which culminated in the July 2008 rescue by Colombian forces. He founded the Black Swan Group, a negotiating consulting firm, and teaches a class at Georgetown that arms his students with the knowledge to negotiate real-life situations. Now, in NEVER SPLIT THE DIFFERENCE, Voss, with the help of collaborator Tahl Raz, who co-wrote the national bestseller *Never Eat Alone*, channels his incomparable experience to help readers navigate their way through thorny dilemmas in their careers, relationships, businesses, and any aspect of their lives that might require negotiating skills.



UNLOCK TEEN BRAINPOWER: 20 Keys to Boosting Attention, Memory, and Efficiency by Judy Willis, M.D.

November 2019 | Manuscript Available

Rights Sold: World English to Rowman & Littlefield

All teens today, born after 2000, were thrust into a world with challenges and opportunities non-existent for previous generations. The compelling natures of the internet and social media, combined with the accelerated accumulation of information and changing facts, place exceedingly high demands on their brains' still developing critical control centers.

While this book is for teens, it is parents, dedicated to their children's success, who will guide them to the book's resources so they can develop the brain circuits they need now, instead delaying a further ten years.

Teens will enjoy learning about the neuroscience describing how their brains learn best and then choosing the activities *they* like, to activate their brain's neuroplasticity to build their essential control networks now. Through the activities and keys in this book, they will assume the drivers' seats as they boost their focus, organization, planning, motivated effort, thoughtful decision making, emotional self-regulation, and memory construction.

As teens build the brains *they want* by using the guided skills they choose, they will embark on the path to achieving their highest potentials, effectively and joyfully.

Dr. Judy Willis, a board-certified neurologist combined her 15 years as a practicing neurologist with ten subsequent years as a classroom teacher to become a leading authority in the neuroscience of learning. With her unique background as both in neuroscience and education, she has written eight books and more than 200 articles about applying neuroscience research to classroom teaching strategies.